

# Bill Kinnard

President / CEO



Bill has been recognized for “Best Practices” by Carrier Corporation for technical and customer service training. He has conducted decades of business, financial, technical and customer service training. As a result of his unique style and professionalism, Bill was awarded the Richard Theoret Training Excellence Award.

## Background

Bill Kinnard has over 35 years of experience in Business Training, HVAC Sales, Service Management, Sales Management and Customer Service. He has worked with companies both large and small and has a unique ability to connect with people. He is an individual with a real passion for teaching contractors to better understand their businesses and help their employees become superior performers.

## Accomplishments

Bill has spent years improving the industry by serving as Chairman of an adhoc advisory committee for Northeast Wisconsin Technical College in Green Bay for the purpose of creating a two-year Associate Degree program in Heating and Cooling. Upon completion, Bill was re-elected to serve as Chairman for another six years of the official, state approved Associate Degree Program HVAC Advisory Commttee for Northeast Wisconsin Technical College.

Bill is president / CEO of Grandy & Associates—an industry leader in business training— with a mission of teaching contractors how to run profitable businesses. They feature the Planning for Profit Workshop utilizing the Labor Pricing for a Profit software. Bill is certified both as a Behavioral and Motivational Analyst (CPBA) and TriMetrix Certified (CTRI). Bill has presented programs to QSC, NAED, IMARK, PHCC, CLCA , plus distributors and manufacturers across the United States and Canada.



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