



Institute of Heating and Air Conditioning Industries

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818-551-1555 ihaci@ihaci.org

Peer Group Form

Please complete this form and submit to ihaci@ihaci.org. The questions below will help IHACI place you into peer groups that will be most beneficial for your needs. **We will not share any of the information you provide and is only being collected to connect you with other contractors.** We will coordinate with your peer group and schedule a Zoom call. IHACI will moderate the initial meeting and share some helpful tips on how to get the most out of your session.

Name of Business: _____

Name of Participant: _____

Participant's role and title in the business: _____

Number of employees: _____ 2022 total revenue: _____

% of revenue residential vs. commercial: _____% residential _____% commercial

Trades represented in your business:

- | | |
|-----------------------------------|--------------------------------------|
| <input type="checkbox"/> HVAC | <input type="checkbox"/> Electrical |
| <input type="checkbox"/> Plumbing | <input type="checkbox"/> Other _____ |

Main interests that I would like insight from other peer group members:

- | | |
|--|---|
| <input type="checkbox"/> Training | <input type="checkbox"/> Vendors/Purchasing |
| <input type="checkbox"/> Recruiting | <input type="checkbox"/> Fleet |
| <input type="checkbox"/> Financials | <input type="checkbox"/> Marketing |
| <input type="checkbox"/> Process/Procedure | <input type="checkbox"/> Expansion |
| <input type="checkbox"/> Pricing | <input type="checkbox"/> Software |
| <input type="checkbox"/> Profitability | <input type="checkbox"/> Other _____ |

I look forward to working together and discussing how we can all strategically implement and plan to improve our businesses to be more successful than they were last year. Thank you for being a member of IHACI. We are happy to offer this new benefit, and we know that this will be a critical part of the support that we offer to contractors as we grow together.

Yours In Success,

Lawrence Castillo

Lawrence Castillo
President of Brody Pennell Heating & Air Conditioning
IHACI Board Member/Membership Coordination