**Functions in the Company**

**Owner**

Accounting

Office Mgr

Sales

Production

IT

Estimating

Design

Selection

Change orders

Collection

Web Site

Intranet

Lead CRM

Marketing

Scheduling

Margin

Collect Bids

Scope of Work

Annual income \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Remove last 3 digits and divide by 2 = hourly pay \_\_\_\_\_\_\_\_\_\_\_\_\_

* **“Wealthy people do not do extraordinary things. They do ordinary things extraordinarily well.”**
* *Jim Rohn*