



Menu of Services



CAMELWEST PROFESSIONAL BUILDING
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How to develop compensation programs to keep your sales staff motivated.
How to design and implement meaningful reports.
How to effectively teach your sales people to reach the "true" decision makers.

HOW TO TEACH YOUR SALES PEOPLE HOW TO:

Understand their customer needs.
How to listen.
How to get the "order".
How to prospect for appropriate freight.
How to determine a prospect from a suspect.
How to sell service, not just price.

OPERATIONAL REVIEWS AND HOW TO STAY IN BUSINESS

A complete review of all facets of your operations. We show you how to:

Increase cash flow.
Decrease operating costs.
Improve bottom line profitability.
We guarantee performance.

A complete list of the areas that will be reviewed can be supplied upon request.

TRANSPORTATION SOFTWARE PROGRAMS

We work with a top computer specialist who has developed a program that will extract information directly from your own balance sheet and income statement. It is not a "benchmark" program: it can:

Perform costs and profitability reports.
Analyze your actual costs.
It can compute costs based on rates or prices that you need to charge to cover overhead.
It can perform "what if" analysis.

LANE PROFITABILITY

A review of your shipping lanes and rate structures to determine what adjustments are necessary to insure profitability.

MAINTENANCE PROGRAMS

We can design and implement cost saving programs for company fleets. How to:

Control purchasing of supplies, inventory and parts.

Establish and implement a maintenance program.
Incorporate driver accountability programs into the maintenance program and demonstrate what effect it has on the overall cost reduction.
Review the cycling of equipment.

EMPLOYEE LEASING PROGRAMS

Review and or locate new programs based upon your specific needs. We do not represent the PEO - we represent you. We make sure the service provider:

Escrow's all fiduciary taxes properly.
Establishes escrow accounts for group hospitalization programs.
Properly reserve workers compensation claims.
We review their fee structure to insure that you're not taken advantage of.
Review background information on the PEO to insure their financial stability.

INSURANCE

Although we're not insurance brokers or agents, we have business relationships with numerous associates who specialize in transportation insurance. In numerous cases, they can suggest creative alternatives to:

Increased cash flow.
Reduce operating expenses.

CREDIT ENHANCEMENTS

We can assist in creating presentation material to:

Increase working capital lines.
Reduce equipment payments.
Restructure debt.

A complete menu of service is available upon request.

EMPLOYEE REVIEW

Ahern will review all key management personnel to assist the company in determining:

Is the employee in the right job?
Does the employee have the "tools" to be in the present position.
Does the employee have good management skills.
Is the employee a leader or a follower.
Can the employee be trained for additional responsibilities.

ESTATE REVIEW

A certified analysis of what the true cost of your trucking company would sell for in the market place. A great tool to use if challenged by IRS.

HOW TO SELL YOUR COMPANY

A complete review of your company with specific suggestions on:

How to prepare to sell your company.
How to locate a buyer.
How to qualify a buyer.
Review of what you can and cannot expect to demand from a buyer.
How to keep your attorney and accountant from "ruining a deal".
Suggestions on how to structure the sale.

HOW TO BUY A COMPANY

A complete menu of services including:

How to define your acquisition criteria.
How to set up an acquisition team.
How to work with qualified sellers.
How to qualify a "seller" from a "shopper".
What not to do or say that can "kill a deal".
How to set up a letter of intent.
Sample due diligence checklist.
How to close a transaction.

HOW TO DEVELOP A WINNING SALES PROGRAM

A full menu of services including:

How to set up a sales incentive program.
How to structure your sales department for optimum results.

Should the employee be terminated or moved to another position.
Is the employee compensation program adequate for the responsibility.

JOB DESCRIPTIONS

Ahern will assist clients in establishing:

How to develop job descriptions for each segment of the business.
How to write job descriptions .
How to structure the compensation around the job.
How to communicate to your employees the responsibilities once the job description has been written .

BUSINESS PLANS

Ahern will review your company and show you:

How to establish a business plan.
How to establish short and long-term goals.
How to write the plan.
How to implement the plan.

The above menu represents a sampling of the services Ahern can offer. We can custom design a program that will fit your needs.

