

HVAC Business Coaching Questionnaire

Contact Information

1. Name:
2. Business Name:
3. Email:
4. Phone Number:
5. Location:

Business Overview:

6. How many years have you been in the HVAC business?

- Less than 1 year
- 1-3 years
- 3-5 years
- 5+ years

7. What are the primary services your HVAC business offers? (Check all that apply)

- Residential HVAC Services
- Commercial HVAC Services
- HVAC Installation
- HVAC Repair
- HVAC Maintenance
- Other (Please specify):

8. How many employees do you currently have?

- 1-5
- 6-10
- 11-20
- 21-50
- 51+

Current Challenges:

9. What are the main challenges your HVAC business is facing? (Check all that apply)

- Goal Setting
- Sales Techniques
- Branding
- Marketing

- Business Structure
- Time Management
- Software Solutions
- Identifying Key Talent
- Retaining Key Talent
- Other (Please specify):

Goals and Aspirations:

10. What are your top three goals for your HVAC business in the next year?

- 1.
- 2.
- 3.

11. Are you currently using any specific strategies to achieve these goals? If yes, please describe briefly.

Sales and Marketing:

12. How would you rate your current sales techniques?

- Excellent
- Good
- Average
- Poor
- Needs Improvement

13. How would you rate your current marketing strategies?

- Excellent
- Good
- Average
- Poor
- Needs Improvement

14. Are you familiar with DataPins or similar marketing software tools?

- Yes
- No

Business Structure and Time Management:

15. How would you rate the efficiency of your current business structure?

- Excellent
- Good
- Average
- Poor
- Needs Improvement

16. How would you rate your time management skills?

- Excellent
- Good
- Average
- Poor
- Needs Improvement

Talent Management:

17. What challenges do you face in finding and recruiting the right talent?

18. What strategies do you use to retain your top performers?

Coaching and Consulting Needs:

19. Are you looking for ongoing support and personal development (Coaching) or solutions to specific problems (Consulting)?

- Coaching
- Consulting
- Both

20. Are you open to implementing new strategies and approaches to improve your business?

- Yes
- No

21. How committed are you to growing your business and achieving success?

- Very Committed
- Somewhat Committed
- Not Very Committed

- Not Committed

Additional Information:

22. Do you have any specific questions or concerns you would like addressed during the coaching sessions?

23. Please provide any additional information that you think is relevant to your coaching needs.

Follow-Up:

25. How would you prefer to be contacted for follow-up?

- Email
- Phone
- Both

Thank you for taking the time to complete this questionnaire. Your responses will help tailor the coaching sessions to meet your specific needs and goals.



Nolen Walker

HVAC Business Coach

<https://www.hvacwebmasters.com/hvac-business-coaching/>