

What is a KPI?

Key Performance Indicator

Quantifiable indicator of progress toward an intended result

Garage Door Benchmarks

Install Labor: 10% or better
(when managed well this includes sales commissions)

Install Materials: low to mid 30's%

(Gives you a 60% GPM)

Service Labor: avg 15%-18%

Service Materials: 15% or better

(Gives you a GPM of 70%)

Garage Door Benchmarks

**Total Overhead Allowance =
GPM - Profit Goal**

Admin Labor: 10%

Advertising: 10%

How to get your team to hit KPI's

- Tell them what the KPI benchmarks are
- Post KPI progress
- Tie KPI success to paychecks