Comfort Pro Heating & Air

Coach Book

November 29, 2026

The period shown on this page. PGOS, from the company file.

The 80/20 Institute

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Which client holds the profit opportunity

Sample company. These aren't your numbers.

A year. Each bar is one client's modeled profit opportunity. A blank stays off. A loss stays off. A known zero stays on. The longest bar holds the most. Nothing here posts.

Each bar is the modeled profit opportunity a year on that client's example books. The file calls it a five-year starting point, not a guarantee. A client who has not shared stays off. A removed client stays off. A blank stays off. A loss stays off. A known zero stays on the chart. Two clients with the same name stay apart. The longest bar holds the most. The chart shows the eight largest. The rest stay on the list. Nothing posts.

Clients

Client	Opportunity
Keel & Crane Supply	$2.25M
Larkspur Precision	$400K
Comfort Pro Heating & Air	$100K

Questions asked here

- Where does Comfort Pro Heating & Air make its profit?
- What should we do with the tail?
- Which cost came back?
- Is the price holding on Maintenance plan?
- Who runs the weekly check-in?
- What is on the cut list?
- Which cost accounts are still open?
- What shipped this year, and what did we stop?