

\$100,000 net 1st year, or 100% Money Back Guarantee. Page 30a

Just complete 50% of the following. Full details at foot of page.

- 1) Join Spray Pave forum:- Lots of information about all business aspects Within 2 months
- 2) Weekend markets:- Indoor / outdoor / car boot / church / school. 1 market per month for 1st year
- 3) Brochure drop:- Drop the same area 2 times per year. 1,000 brochures every month 1st year.
- 4) Web site gallery:- Send H/O photos of yourself plus jobs. 12 photos within the 1st 4 months.
- 5) Display sites:- 4 sites by the end of the 1st year. Keep clean. 1 site every 3 months, 1st year.
- 6) Neighbouring Brochures:- Drop brochures to neighbours around each job. 30 brochures each job.
- 7) Combine advertising:- Work with at least 1 new different trade every 6 months. 2 trades 1st year.
- 8) Referral work:- Ask each customer for people + Ph numbers they know. 6 people, per customer.
- 9) Testimonials:- Customer testimonials (even from friends) show new customers 4 in 1st 6 months.
- 10) Spotters fee:- Offer people a lead spotters fee. \$20 avg. For a job lead. 10 leads per month.
- 11) Site signs:- Leave for 2 months on each job site. 2 sites per month.
- 12) Drop box:- In your local area and clear at least once weekly. 1 box per month, min 4 box's.
- 13) Sales person:- Have a salesperson seeking leads or selling for you. 1 person after 6 months.
- 14) Notice boards:- Shopping centres, retirement homes, schools, church etc. 6 boards, after 4 months.
- 15) Builders, developers, Estate agents, Architects. Contact at least 1 person every 2 mts. 6 in 1st year.
- 16) Door knocking:- At least 1 person/student. Pay them about \$20 for each job lead. Min' 3 mts.
- 17) Average sales price for all jobs. 1st 4 mts = \$40pmt. 2nd 4mts = \$50pmt. 3rd 4 mts = \$60pmt
- 18) Sales conversion for all quotes. 1st 4 mts = 50%. 2nd 4 mts = 60%. 3rd 4 mts = 70%.
- 19) Support Payment Plan. 50% rule does not apply here. All 12 mts payments must be paid on time.

This Marketing system is based on low cost / higher effort. Advertising with Radio, newspaper, TV etc will also work but why keep paying more? Don't be lazy, go out and do some leg work. Really promote yourself and be surprised at response and profits from your efforts.

Think of your new business as a winning race car. It already has a proven track record with many wins on many different tracks. Your team will teach, train and support you. It's still up to you, the driver to make the effort. Be professional and have a real desire to succeed then join the top ranked winners.

Claiming the 100% Money Back Guarantee is welcome.

After 12 months, if you haven't cleared (after expenses, before tax) over \$100,000. Within 6 weeks simply forward to H/O evidence of all the above; (photos, receipts with dates, bank statements, quotes, contract books etc) Once we confirm you made at least an 50% effort, yes only half effort! all funds you have forwarded to invest in this business will be refunded. Excluding equipment, freight, self-advertising, requested extras.