

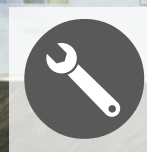
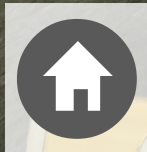
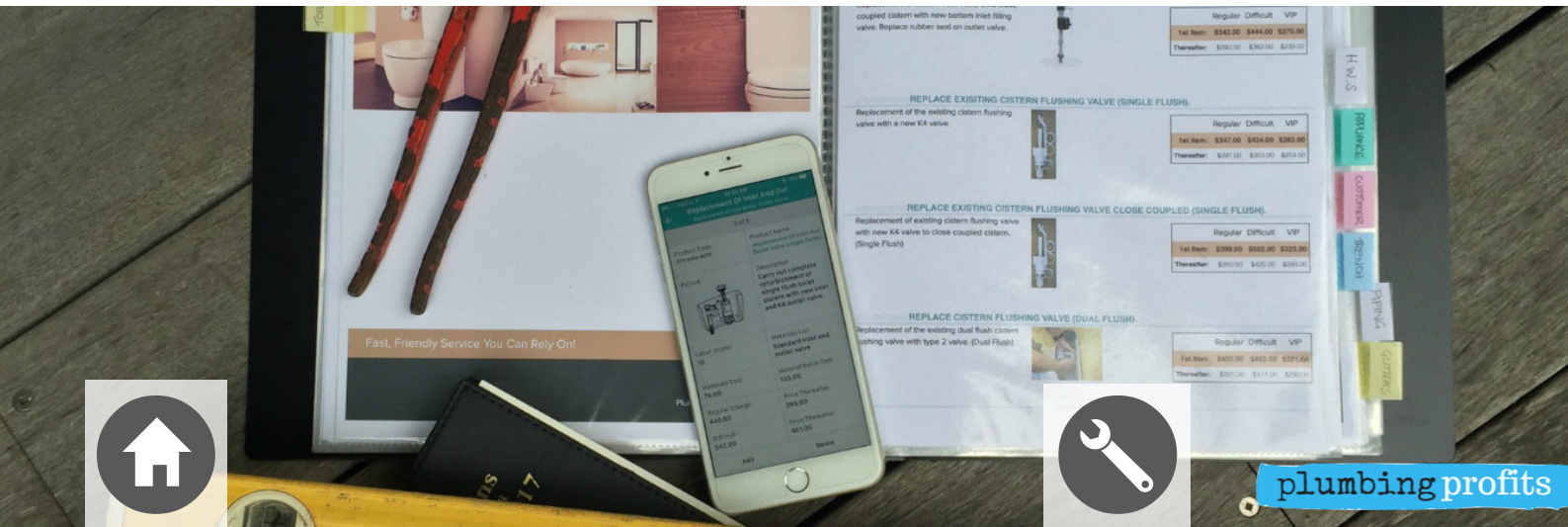


PLUMBING PROFITS

Why Quote (Flat Rate)?

Flat Rate prices are good for the customer and good for us.

Almost everything our customers currently do on a day to day basis are flat rate or fixed price. Movie tickets, milk, carwash, dry-cleaning so why don't most tradesman just give the customer what they want? **The price.**



THE CUSTOMER'S PERSPECTIVE

You arrive at Mrs Jones house to repair a reported leaking cistern. You lift the lid of the cistern, diagnose the problem and explain that the inlet valve is in need of replacement. What's the first thing that Mrs Jones is going to ask? How much will that cost? So instead of giving her the service call + hourly rate + material explanation you just open the flat rate book and give her the price. Mrs Jones now knows the price, and you know that you have the correct selling price to do a professional job without getting the 3rd degree about how much your hourly rate has increased since the last time you visited her. It's a WIN/WIN, the customer's at ease because she's not worrying about how many phone calls or trips back to the truck you take and she doesn't need to watch the clock - she knows how much it's going to cost!

THE PLUMBERS PERSPECTIVE

It's a win for you because firstly your customer is happy and a happy customer is exactly what your business wants and needs. Secondly the price in your book for that task is calculated to allow for the hourly rate you need to be charging to make a fair profit which will in turn allow for the prosperity and / or growth of your business. And it increases the speed at which you can quote and then invoice.

Isn't It Time You Gave The Customer What They Want?

The Number 1 reason plumbers lose money on quotes is because they don't have a reliable and predictable way of doing quotes! It's time to change that. Plumbing Profits has created a Super Easy Price Book Application for the Maintenance Plumber. **Easy Price Books for Plumbers** is the fastest, and easiest to use price book system on the market today. Check it out [HERE](#).

