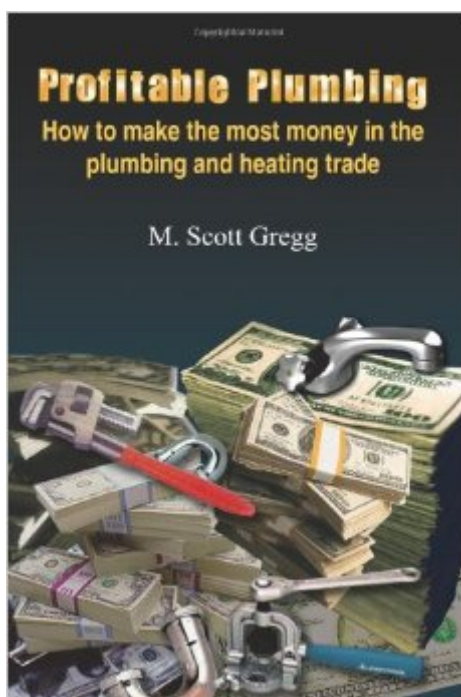


The book was found

Profitable Plumbing: How To Make The Most Money In The Plumbing And Heating Trade



Synopsis

Many plumbers work hard their whole lives without making the profit that they deserve. Most have never had any real training in how to deal with customers or how to sell products to make a better profit. Many millions of dollars in lost opportunity goes unearned each year because plumbers simply don't know how to spot these opportunities and meet their customers needs to make all of that extra money. This book will give you the skills you need to make much more money starting on your very next job! Whether you work for someone else or are in business for yourself, you will learn how to make more money for your pocket while growing a better customer base that will keep you working and making great profits even when times get tough and others are out of work. The techniques, tactics and skills that you need are all right here in this book. Start here and start putting much more money in your pocket without working any harder than you already are.

Book Information

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Average Customer Review: 4.7 out of 5 stars [See all reviews](#) (10 customer reviews)

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Customer Reviews

The author does a decent job of introducing basic concepts that any business should implement in order to gain the confidence of customers and earn repeat business. Some of the ideas appear to be obvious but my guess is very few trades people implement. Most of the core concepts could be summed up in a few short pages but again most trades people I know do not do what to many would be obvious.

I've been a licensed plumber in Harris county, Houston, Texas for just about 8 years. I performed

my apprenticeship working for a large family owned plumbing company where I learned how to work service only. I have a little under a year left before I pursue my masters license and begin considering starting a company. At this position in my life, I'm looking for any and all information possible pertaining to running a successful business and increasing my profit for the company and myself. I stumbled upon the authors YouTube channel where he has a series on Tankless Water Heater frequently asked questions. He appears very informed, educated, and unbiased, so I felt his knowledge would be worth the price of his book. I must say, that this is a very good "How to" book on running a successful business and increasing your value to yourself and your company. This book does not take a long time to read and it is very streamlined, which helps a large amount of those in our trade. There are many ideas in here I have not considered as far as getting your name/brand out to clients when you're first starting out on your own. I am very satisfied with this book, and by purchasing a copy through the authors website, I received a signed copy. Highly recommended.

I thought this was a good book. It covered a lot of the topics I was thinking about. The author also shed some light on other ways to generate profits. I recommend this book to anyone thinking about going into business.

WOW! This book is spot on with understanding the plumbing business; ironically enough this book would help any future business owner in any form of business not just plumbing. The author, M. Scott Gregg, doesn't so much teach but inform. I didn't know what to expect when I purchased 'Profitable Plumbing' but I can tell you it far surpassed any expectation that I had. The author couldn't be any closer to the truth when he stated the following: "You must chase your mistakes before your mistakes chase you" "Never, never, never lower the price for your job without taking something away from it!" But the greatest recommendation in this book is when Gregg suggests reading the Book of Proverbs for your guidance with your business and life. This book did more than the title suggested; it also opened my eyes to purpose of life...and that is helping others with a smile. Great book!

I downloaded this on Kindle--It will be the best \$4 I will ever spend, If you have a plumbing business or want to be a better employee/person get it. If you ever wondered how the other guys make the money; grow their business they read and keep evolving. Good luck.

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