

# MARKETING CHEAT SHEET

The cheat sheet I use at Gold Medal Service to bring in a **flood of leads and \$30M in sales** by producing consistent, effective and profitable marketing.

### **Generating The Right Leads Means Doing The Right Things**

- 1. Generating the right leads is one of your primary duties as a service business owner
- 2. Lead generation happens through marketing
- 3. Marketing can be powerful when done right, but can be an expensive mistake when done wrong

And that third point is what I want to address in this document. Many already know the first and second points but they overlook the third. But when you master the third point, you can make a lot of money.

That's why I want to share with you something very powerful, yet often overlooked: it's a powerful, simple-to-use checklist that will help you create the most effective (and profitable!) marketing possible, and help to ensure that each and every marketing piece you produce will work as hard as it can to consistently attract the RIGHT leads into your business.



You should hear the story behind this checklist, which will show you how vital it is... not just to the lead generation activities in your business but ultimately to your business as a whole.

If you've heard my story before, you know that my business partner and I were electricians who spent the first ten years of our business struggling. The business made less than a million a year and it was just the two of us (plus sometimes two assistants) working almost 24/7 in two yans.

We nearly burned out.

Then we made a massive shift in our business that changed everything. Now we're 22+ years into the business, and the second decade has been completely different – we made \$180 million in this second decade of business (as I write this, we're on track this year to earn \$32 million this year).

That's a lot of money... earned from a lot of the right leads... generated from the right marketing.

And the checklist that I'm sharing with you today was built, tested, and refined when we made that massive shift and started building our business bigger. In the first decade (our "decade of struggle") we were sending out marketing pieces and getting a mixed response (sometimes great, sometimes good, sometimes not-so-good).

So after a lot of studying and modeling what other successful businesses were doing (outside of the home services industry), I built and tested and refined the marketing checklist in this document. And we made sure that every single piece of marketing that was sent out of the business – whether a direct mail piece or a Yellow Pages ad or a website or a Facebook post – gets run through this marketing checklist.

And the result? I started sending out marketing that was considerably more effective, and this checklist has been responsible for bringing in MANY leads, year after year, resulting in millions upon millions of dollars of work into my business.



Even today, even as my home service business fires on all cylinders, and even as the business runs without me doing the day-to-day work, every marketing piece still is put through this checklist.

It ensures EVERY marketing piece we produce is as effective and profitable as it can be.

I want your service business to enjoy massive growth, and I want YOU as a service business owner to make more money and get more freedom. And one of the most important and powerful tools you can use is this tool, the same marketing checklist that I still use in my business.



# $\ \ \, \square$ Check when complete

	:nvelope format/Layout
	☐ Teaser: are you using the entire envelope?
	☐ Blind: can you tell that it is direct mail?
	Γhe headline – the top
	☐ Does your headline catch the reader's attention and demand that he reads the rest of the ad?
	$\square$ Are you using a sub-header that supports the headline?
□ <b>1</b>	Γhe salutation – greeting
	☐ Did you properly personalize your mailing?
	☐ If using a generic salutation, did you clearly define the group the mailing is going to?
	Getting your copy read – demand attention
	☐ Did you give your offer a name?
	☐ Did you make a "why wouldn't they buy" list and answer them?
	☐ Did you create an interesting and arousing opening sentence?
	☐ What does the reader gain if he responds or lose if he doesn't?
	☐ Did you end all pages in incomplete sentences?
	☐ Did you use short sentences and short paragraphs?
	☐ Did you use graphic enhancement to make your mailer easier to

<ul> <li>read?</li> <li>□ Did you have a middle school age child read your copy to make sure they understand all words?</li> <li>□ Did you tell the reader their advantages to respond?</li> <li>□ Did you include all pertinent info? (method of payment, sizes, location, hours, etc.)</li> </ul>
The deadline – when and why  Is your deadline by time or amount?
<ul> <li>□ Did you ask the reader to respond several times in the mailing?</li> <li>「estimonials – social proof</li> <li>□ Did you put in as many as you can?</li> <li>□ Did you properly identify them?</li> </ul>
The illustration – visuals create emotion  ☐ Do you have room for an illustration? ☐ Does the illustration tell a story? ☐ Is the illustration properly captioned?
Free gift – teaser to take action  Are you offering a free gift or gift with purchase?  Have you properly described the gift to maximize its perceived value?  Do you have room to show a picture of your giveaway?
The guarantee. Is it strong? Ask why.
<ul><li>The P.S.</li><li>□ Does your P.S. re-state your offer, your guarantee, your giveaway, your deadline?</li><li>□ Do you have room for more than one P.S.?</li></ul>
The list. Are you mailing to the people most likely to respond?

### **Tips On Using The Checklist**

Print off the checklist and make sure it goes to anyone in your office who creates or handles the marketing. As you develop a marketing piece, follow the checklist and make sure each relevant component is there.

**Remember:** this checklist is useful for ANY type of marketing in ANY media. Sometimes the language of the checklist might seem like it's written for direct mail or print marketing but you can use this checklist for anything (just ignore the parts that aren't relevant for that medium).

I would actually recommend that you use this checklist *twice* for every marketing piece – once while creating the marketing piece and a second time while reviewing it before it is sent out or published.

For example, one section of the checklist says,

### ☐ Headline

- Does your headline catch the reader's attention and demand that he reads the rest of the ad?
- Are you using a subhead that supports the headline?

So when you (or your team) sits down to write the marketing piece, you would look at this step and write your headline and then review it against the checklist, asking yourself if it catches the reader's attention and demands that they read the rest of the ad.

Then, once the piece has been created (for example, if it has been uploaded to a website or once the proof has come back from the printer) then you should sit down with the checklist again and review each point of the checklist a second time.

### **Best Practices**

 If there are several people in your office who handle the marketing, make sure someone has the assigned responsibility of reviewing each specific check-box in the checklist. For example, if someone in your

- office is stuffing your marketing into envelopes then make sure they are in charge of the envelope portion of the checklist.
- If at all possible, the person who creates the marketing piece should not be the same person to review it with this checklist the second time around. That's because it's easy for the marketing piece creator to think they see something that isn't there. This is very common. So another set of eyes is helpful.
- Don't use the checklist as a "yes-I-looked-at-this" checklist. Use it as a "I-need-to-think-about-this" checklist. Here's what I mean: when you get to the headline part of the checklist, the review shouldn't just say, "is there a headline? Yes? Great!" and check off the headline check-box in the checklist. Rather, they should ask themselves the questions in the headline, "does the headline REALLY catch the reader's attention?"
- Use this checklist on EVERY piece of marketing that goes out, and then also use it to audit your existing marketing (including Yellow Pages, website content, social media marketing, etc.)

### **Summary**

Generating leads is one of the most important things you can do, and it's your marketing that primarily does this for you. So use this marketing checklist to help you create the most effective and profitable marketing you can... it's the same one that's helped me create marketing that has turned into millions of dollars of business.

So turn the page to view the checklist and print it off... and then starting creating amazing, effective, and profitable marketing in the same way I do...

# **Another Solution For Your Struggles**



# A 4 Day Workshop

- Full disclosure of my tools, strategies, procedures, systems that produce over \$28 M in sales each year.
- The 8 Figure Mindset so that you can accomplish your major milestones.
- Swipe and Deploy Marketing Pieces
- Step by step action plan THE BLUEPRINT for your business to massively grow and dominate the market.



Here's a little bit about what I do in my four-day Warrior Fast Track Academy. I give you everything, I'm teaching you how I did over \$28M in sales with the tools strategies, procedures and all that good stuff. We talk about the eight figure mindset so you can accomplish major milestones. Below is a taste of what I cover. The bottom line, though is that I give you the procedures, template and step by step action plans. You leave with a blueprint so you know exactly what needs to get done when you get home.



### A Taste Of What's Covered

- Mapping out your goals and actionable steps
- Accountability Exercises
- Key problems and solving structure
- Marketing Avatar and strategies
- Branding
- Recruiting Marketing
- Employee Marketing
- Marketing New and Existing Clients
- Generating More Leads
- Managing Technicians
- CRS's inbound and outbound
- Membership Programs and Sales
- Growth Strategies

- Service Center Improvement Programs
- Revenue Management managing the numbers!
- Building Another Trade Line
- Demographics, Affiliate Programs
- Conversion & sales strategies
- Customer Satisfaction Strategies & Tools
- Service Center Procedures
- Hiring Procedures
- Employee Management
- Employee Evaluation
- Payment Structures
- Sample Company Accountability Foundation

Register at <a href="www.WarriorFastTrackAcademy.com">www.WarriorFastTrackAcademy.com</a>

# **NETWORKING YOUR WAY TO BROKE**

# HERE'S HOW SERVICE BUSINESS OWNERS FIND THE ONE INDUSTRY GROUP THAT WILL ACTUALLY MAKE A MEASURABLE DIFFERENCE TO THEIR BUSINESS' GROWTH... INSTEAD OF THROWING MONEY AWAY AT HIGH-COST, LOW-VALUE MEMBERSHIPS

This report is for service business owners – including plumbers, HVAC, and electricians – who understand the importance that an industry organization or group can play in the growth of their business.

If you are either currently <u>looking for an industry organization or group to join</u> or are <u>disappointed by the results you're (not) getting from the organization you currently belong to</u>, then make sure you read this report all the way through because you may be surprised by what you learn...

You're on a journey and you reach a fork in the road. But not just two potential paths... Rather, you have a dozen or more potential paths. Each path *promises* to help you get to your preferred destination but when you look at the dejected faces of people traveling in the opposite direction, you know that not every path will do what it promises.

Welcome to the world of home service industry organizations and groups. There are many available and each one promises to train you to grow your service business with the latest strategies and industry best practices, to provide networking opportunities, and perhaps discounts on marketing or services.

Unfortunately, many service business owners learn the hard way that these organizations are not delivering on their promise; instead, they happily accept your hard-earned money for their expensive memberships but rarely deliver back the value you hope to get.

Year after year you promise yourself, this year I'll dig deeper to get more out of the group, or, this year I'll try a different group, but you get to the end of every year and discover that nothing has changed. Your money has been wasted. (And yet, if you're like most service business owners, you continue in the organization because you hope that next year will bring you the value you need.")

The results speak for themselves: you might take away a half-decent idea now and then, or you might benefit from the occasional group call... but you have a hard time justifying the membership cost.

Forget the empty promises of training and networking that will once again fall through.

What do service business owners really want? If you're like most service business owners out there, you probably want practical ideas that you can implement immediately to get fast results; and, to be frank, you might even benefit from the occasional get-your-ass-in-gear push to help you overcome the frustrations and obstacles that plague you daily.

Use this list to diagnose whether you're wasting your money at your current industry organization or group, and to see what option will actually create positive measurable growth in your business.

### #1. Are The Owners "In The Trenches" Every Day?

Some industry organizations and groups are run by people who haven't run a home service business in years; others are run by people who have never worked a single day in the home service industry!

CEO Warrior is owned by Mike Agugliaro and Rob Zadotti, who also own Gold Medal Service. Gold Medal Service is New Jersey's #1 home service business, employing 190 staff, serving 125,000 customers, and will earn more than \$30 million this year. Mike and Rob still run their home service business and are always learning and testing to share only the strategies that have proven to work.

Would you rather hear from someone who is no longer in the business or someone who is still in the business daily?

### #2. Have The Owners Of Your Industry Organization Discovered The Path To Success?

Many industry organizations simply pass down their best practices from one generation to the next, and those who run the organization just "parrot" what they've heard before. If they're in the industry, they're just moderately successful... or perhaps have merely inherited their thriving home service business rather than built it up from scratch.

Mike and Rob started out as electricians. For the first decade of their business the two of them worked 24/7 and struggled to make ends meet. After nearly burning out and shutting the business down they decided to fix what was broken, so they invested heavily in their own education then rebuilt the business from the ground up. The next eleven years were completely different, with year-over-year growth of more than a million dollars annually.

Would you rather get "hearsay advice" that is parroted from a previously successful person, or learn the strategies and systems from the same person who struggled then figured it out?

### #3. Do the Owners Invest Heavily In Education?

If you currently belong to an industry organization or group, find out what the owners have learned recently. Ask them. Do they have a growing knowledgebase of current field-tested strategies that they've culled from the best-of-the-best?

CEO Warrior does! Mike and Rob have invested more than \$900,000 into their education and have studied the best strategies even from organizations outside of the home service industry. Disney, Zappos, Amazon, Nordstrom, Joe Polish, and others – CEO Warrior mines the best strategies from these best-of-the-best companies.

Do you prefer stale strategies that have not been updated in years or the latest field-tested ideas inspired by the world's best-of-breed companies?

### #4. Does The Industry Organization Have A Million Dollar Guarantee?

When you attend an industry event, what kind of guarantee do they have? Many don't offer any kind of guarantee; at best, you might hear the vague "If you're not satisfied, we'll try to make it right" promise.

CEO Warrior's 4-day Warrior Fast Track Academy events come with an iron-clad \$1 million dollar guarantee that promises: "If you get to the end of the very first day and you haven't learned enough strategies that will make you an extra million dollars or save you a million dollars, then simply ask for a refund and you'll get 100% of your tuition, PLUS the cost of airfare and hotel to get to the event, on the spot... no questions asked."

What's the guarantee of the industry event you attend?

### #5. Does The Industry Organization Provide Swipe-And-Deploy Marketing Templates?

Many home service business owners fiercely protect their marketing and will never share it. That same thinking is carried over into industry organizations where you might (but probably won't) get "plain vanilla" marketing ideas that may or may not work.

CEO Warrior is different, though. You get a binder that is literally stuffed with marketing templates that are actually being used right now in the marketplace, bringing in millions of dollars of business monthly for Gold Medal Service. When you receive these marketing templates at a 4-day Warrior Fast Track Academy event, you have permission to modify and use in your own business – and you'll even be introduced to the name of the printer who can print them for you!

In your current industry group, were you handed a big swipe file and introduced to the exact people who were able to deploy it for you?

### #6. Does The Industry Organization Feel Like A Brotherhood?

When you attend an industry event at your organization, what does it feel like? Do you nod silently to the other attendee before stealing a quick glance at their name tag because you can't remember who they are? You barely remember anyone's names because you just don't engage with these people enough.

At CEO Warrior, you may join the CEO Warrior Circle, which is a tight-knit brotherhood of service business owners. You'll be on a first-name basis and think of these other men and women

as more than just colleagues – but as friends, family, and fellow "Warriors" as you fight together to grow your service businesses. CEO Warrior Circle members become a family and will do ANYTHING for each other, supporting each other professionally and personally.

When was the last time you felt like you were part of a close-knit brotherhood that cared about your success?

### #7. Are You Just Paying For Friendships?

In most organizations, you're paying that expensive membership fee for what – a few friendships that you might or might not value outside of the networking event?

At CEO Warrior, you'll make solid friendships with other CEO Warrior Circle members but the real value of the group is the life-changing results that can transform your business and deliver more wealth, freedom, and market domination. You'll be connected to a strong group of fellow Warriors, each of whom is highly interested in your success. You'll make friends, yes, but you'll discover that the CEO Warrior Circle is all about helping you grow your business to create the business and life that you want.

Wouldn't you rather invest in yourself and your business than for expensive friendships?

### #8. Do The Large Companies Just Promote Themselves?

In many industry organizations and groups, you'll encounter business owners of all sizes... And usually the small guys will chase around the big guys and try to find out what their secrets are (only to have the big guys simply promote themselves without ever sharing good ideas.)

CEO Warrior Circle is not about self-promotion but about everyone pulling together so that everyone can win. Each Warrior steps up and is willing to help the others. What kind of brotherhood is CEO Warrior Circle? You could probably call any of them in the middle of the night for an emergency and they'd be there for you. Could you do that in your current industry organization or group?

Would you rather hear a big company talk about themselves or a successful company share their best ideas with you?

### #9. How Long Do You Have To Wait To Get Support?

One frustration that you may have with your industry organization is how long you have to wait to hear back from someone, especially if you're looking for help or advice. Maybe they only respond during business hours, or maybe they promise a 48 hour window to reply.

Mike and the CEO Warrior team are very responsive – offering insight and advice in social posts, live video, email, and text messages at just about any time of day or night. They recognize how important the Warriors are and they strive to serve them.

### #10. Does Your Organization Take A One-Size-Fits-All Approach?

Nothing is more frustrating than getting some useful-sounding strategies... only to discover that these strategies only work in a business that is different than yours. Maybe you run a rural business but the ideas only work in town; maybe you run a business in a different country but the ideas are US-centric, maybe you have a team of 5 but the ideas only work if you have a team of 100.

CEO Warrior serves businesses of all sizes, in all locations. No matter how your business is configured, the strategies and guidance you'll receive will be custom-tailored to fit YOUR unique situation. There are Warriors all over the world – every size of business in many different markets. The strategies you get will work in your situation. Period.

Would you rather hear general advice that might not apply to you or the best field-tested strategies that will work in your specific situation?

### #11. Is There An Emphasis On Growing Your Business Or Growing Your Life?

The last time you were at an organization or group event, how much emphasis was placed on your life? Probably very little. Most industry organizations try to help you grow your business – that's their purpose. Problem is, they don't care where you get the time and energy to make the necessary changes.

At CEO Warrior, the emphasis is on growing your business so that you can have the life you want. You'll learn the strategies to grow your business and you'll also discover how a healthy family life can help your business (and vice versa). You'll even hear how to stay healthy through the life and lifestyle of a service business owner.

Why grow your business at the expense of your family when you can have both – a successful business and a fulfilling family life?

### #12. Does Your Group Tell You The Honest Truth, Even If It Hurts?

Most of us want to hear nice things – but if you're reading this then you're smart enough to know that a hurtful truth is better than a comforting lie. Yet, how often does your industry organization or group say something harsh but necessary? (Hint: they probably won't because they want you to renew your membership!)

Mike Agugliaro is known for his no holds barred, no BS approach. If a Warrior needs to hear something, Mike will say it. The honest truth, even if occasionally hurtful, is far more advantageous to hear. And, it's not just an honest truth told *to* you, there's also ongoing accountability to "hold your feet to the fire" to help you do what you say you're going to do.

If you'd rather be lied to, then join some other group. But wouldn't you rather hear the truth if it benefits you?

### #13. Does Your Group "Nickel-And-Dime" You For Different Services?

In a lot of industry groups and organizations, members pay a membership fee to get access to a few things, and then they're expected to pay extra for additional products and services (like events and extra coaching).

CEO Warrior Circle members enjoy an all-inclusive experience where unlimited coaching, events, and resources are included as part of the membership investment. You simply won't get another bill for needing extra help.

Does your current group or organization care more about the fee or about you?

# #14. Do You Get To Learn Directly From The Guru, Or Are You Pushed Off On Some Trainer-For-Hire?

Maybe this has happened to you: you pay your membership fee and you look forward to hearing from the guru or main person behind the group... until you actually start to interact with the group and you find out that you're stuck with a trainer-for-hire working out of a call center who follows a script and references the same resources you received when you first joined.

CEO Warrior Circle members get full access to Mike and Rob and the Master Coach Trainers – an elite group of experts who are in the industry daily. Whether by phone, text, or email (as well as webinars and events), you'll interact with the same gurus who start CEO Warrior Circle.

When was the last time you heard from the guru in your group?

### #15. Do You Learn Cutting Edge Internet Marketing Strategies?

A lot of groups teach generic marketing strategies with little, if any, internet marketing. And many groups that do teach internet marketing are teaching things that worked for them 5, 10, and even 15 years ago.

CEO Warrior Circle members get the latest cutting edge internet marketing strategies that work right now for service businesses – and the reason these work is because they're being constantly tested and refined.

How current are the internet strategies you've learned? (Have you learned any? Are they currently being used?)

### #16. Do They Share A Lot Of Information For Free?

Most industry groups will make a lot of promises about what you'll get when you join and force you to pay thousands of dollars to actually access the information. Very few will even give you a little glimpse into what you can learn, forcing you to put up a lot of money to find see if they're for real.

At CEO Warrior, you can learn so many strategies for free – whether by books, social media (Facebook, LinkedIn, and Twitter), or CEOWARRIOR.com, Mike shares many of his best ideas and strategies. In fact, one person watched Mike's free videos and applies his strategies over a 2-year period and increased the number of techs in his business from six to 20. And, many more business owners see even bigger results faster by attending Mike's 4-day Warrior Fast Track Academy

Could you more-than-triple your workforce from the free information provided by your industry group

### #17. Do You Get A Free 30 Minute Strategy Session To Even See If This Is The Right Fit For You?

Most industry organizations and groups will tell you to pay if you want to find out whether it's right for you or not. You risk your money and time without really knowing until it's too late whether the information you're learn is helpful. Perhaps they throw some generic ideas at you in an attempt to wow you but they're just regurgitating the same information for everyone.

At CEO Warrior, no one can attend the Warrior Fast Track Academy without first getting a free 30 minute strategy session with Mike, Rob, or a Master Coach Trainer. These strategy sessions are FOR you and ABOUT the strategy, problem, question, challenge, or opportunity of YOUR choosing. Simply share the struggle you want help with and the Master Coach Trainer will work with you – for free – before you can even attend the Warrior Fast Track Academy.

When was the last time you got a 30 minute free personal one-on-one strategy session with your industry organization before they even allowed you to move forward with them?

# #18. Are There Events That Your Family Wants To Attend (That Actually Help Your Family Members Understand What You Do?

Most industry events are technical and boring. Your family begs not to go, and they don't really care what you learn while you're there. But wouldn't it be nice if they could attend to understand what you do? And wouldn't it be amazing if they had such a good time that they begged to go back again?

CEO Warrior Circle members often bring their spouses to events – from regular Circle events to special Warrior Relationship events, your spouse will love the event and will have a better understanding of what you do so they can support you as you grow your business.

When was the last time you attended an event with your spouse... and your spouse asked to go back again?

### #19. Do You Dread Those BORING Live Events?

Most industry events are a bore! Look around the room and you'll see people trying to stay awake while the speaker drones on and on. You keep checking your watch. You drain your coffee cup and can't wait for a break to refill it. You spend more time checking your phone for messages than you do watching another boring PowerPoint slide presentation.

CEO Warrior events, including the Warrior Fast Track Academy, are anything but boring. Audiences are captivated by Mike's style, by his strategies, and by his level of service that he brings to every presentation. Some CEO Warrior Circle events even include firewalking! Make sure you get a good night's sleep before the event because you'll be "on" the entire time, and you'll leave with a level of inspiration and energy you didn't think was possible!

When was the last time you actually were excited about attending an industry event?

### #20. Do You Leave The Live Event With A Road Map Of Success?

Many people attend industry events with the hope of getting a couple of good ideas that they can bring back to their company (and sometimes they'll even remember to implement those ideas when they get back!)

But those who attend Mike Agugliaro's Warrior Fast Track Academy events get something different: you'll work WITH Mike throughout the 4-day event to create your own customized 90 Day Road Map that outlines the step-by-step strategies you want to implement in your business to grow in the next 90 days. And by the end of the event, Mike and his team will even check your Road Map to make sure it's clear and achievable so you can start implementing it immediately. (Some attendees even start implementing before they leave the event.)

When was the last time you left an industry event with a multi-million dollar step-by-step Road Map to implement in the next 90 days?

The choice is yours - will you continue paying for an industry group or organization that...

- ... doesn't deliver what it promises?
- ... takes your money and then asks for more?
- ... feels like an expensive way to meet a few other friends in the industry?
- ... is difficult to reach anybody when you need real help?
- ... doesn't share the best, most effective field-tested strategies and ideas?
- ... run by people who aren't in the industry?
- ... doesn't seem to care about your business (or your family)?

Or, will you finally step and realize that YOU and YOUR BUSINESS (and YOUR FAMILY) are worth making the switch to a group like CEO Warrior – a true brotherhood of like-minded

business owners who want help each other, led by an industry leader who will always be there for vou?

The very first step to learn more about how CEO Warrior is different is to attend the 4-day Warrior Fast Track Academy – to learn more, to get many of the benefits described above, and to see if the CEO Warrior Circle is right for you.

Go to WarriorFastTrackAcademy.com to apply

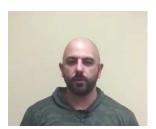
# Find out what past attendees have said about the event!

### DARRIN GILMORE - GILMORE HEATING



2 hours into the event - it paid itself. The dollar value of what I learned so far is 4.5 million. Every day it grows higher. There has been nothing that's been more impactful and I've been to tons of other events. I thought there was nothing new to learn – it would just be another spin. Mike cuts through that.

### STEVEN ADDARIO - ADDARIO INC.



I was reluctant at first. But Mike said to me "You have it in you and I'll show you, or I'll give you your money back." Today, Addario boasts 25 team members and the company is on target to do \$6 million in revenue this year – 50% over where we were last year!

### JOE COLLINS - EINSTEIN PLUMBING



Get off the fence and do it. Believe me when I tell you, you won't be disappointed. You got to be off your rocker not to check this out...The return was phenomenal. More than 10 x what I paid already! My phone wasn't ringing before I came to this event – now it constantly rings!

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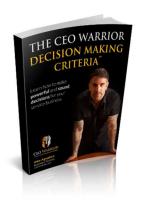


### **CUSTOMER SERVICE RESOLUTION**

When a customer complains, you can handle it the way you always have OR you can follow this strategy to instantly flip the problem and grow your business.

**FREE REPORT & FORM** 

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How to instantly make better, more profitable decisions that grow your business, benefit your employees and customers, and enhance your life.

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5 key strategies you can start implementing today, without reinventing the wheel, so you can gain the competitive edge in your market for your service business.

FREE E-BOOK

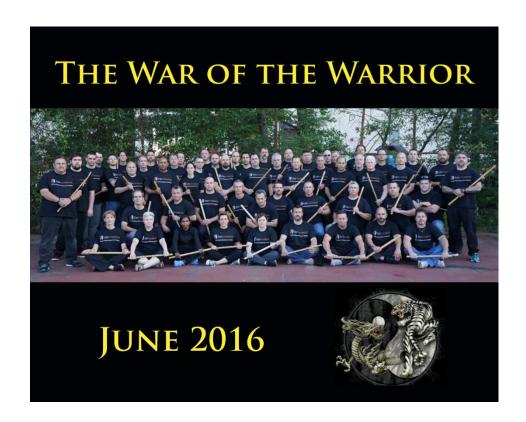
https://ceowarrior.com/5secretsebook

### **CEO WARRIOR CIRCLE**



Discover How You Can Implement The Same Proven Strategies That Turn Service Business Owners Into Millionaires

The CEO Warrior Circle is an exclusive "mastermind" – a tightknit group of likeminded service business owners who have faced the same challenges that you're facing, who understand EXACTLY what you're going through, and who have banded together like a brotherhood to help each other get through the challenges and start discovering what real success looks like (the same results that you first dreamed about when you started your service business).



Become a Warrior in your service business!

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