



Eight Things We Can Learn From Joe The Plumber

By: Tom Grandy

Short Description of the Presentation:

Do you ever get frustrated trying to run your company? You work really hard, deal with problems all day long and worst of all when it's all over you didn't make any money. That is the true story of Joe The Plumber. The difference is Joe completely reorganized his company and turned it into a very profitable business.

Key Points:

After listening to the amazing turnaround of Joe the Plumber the question will quickly come to your mind of "Can I do that?" and the answer is yes! The presentation begins with Joe's true story but the lessons are in what each of us can learn from Joe.

Eight (8) Things We Can Learn From Joe the Plumber:

- Proper Pricing is Foundational to Making a Profit
- Price is NOT the Determining Factor
- Happy Customers Create Referrals
- Top Techs Are Attracted to Well Run Companies that Offer Above Average Wages and Benefits
- Investing in Customer Service Training Pays Huge Dividends
- 100% Customer Satisfaction Is Possible
- Creating A Win-Win Pay System Creates Happy Employees and Increased Profits!
- It Is Possible to Make a Very Nice Living Running a Trades Company