



**Fast Aid Success Systems**  
*Helping Plumbers Succeed*  
 955 Business Park Drive  
 Dixon, CA 95620

**Dear fellow plumber,  
 Congratulations, you are pre-qualified to attend the  
 "Secrets of Success" Service Plumbers workshop**

**\$ At last, an opportunity to learn how to make what you're really worth \$**

**Learn never before revealed secrets of success that will help you:**

- Use Flat Rate Menu Pricing to Make Your Company More Profitable
- Get the Phone to Ring
- Close Every Call
- Use Service Agreements to Create Customers for Life
- Train Your Technicians to Make More at Each Call
- Create an Exit Strategy for the Retirement You Deserve
- Create an Inventory System that Keeps You Fully Stocked and Fully Prepared to Sell More
- Build a Brand that will Attract More Customers

**WARNING! This is not for employees — owners and principals only please**

# Secrets of Success Workshop Series

For the first time ever in the Northwest, Fast Aid Success Systems presents the **Secrets of Success Workshop**. Put on by two well known industry veterans who have developed and sold five successful plumbing companies, this workshop will teach you how to grow your company into a successful business and earn the money you deserve. Learn tried and tested systems that will help you get and keep customers, make more on each call, earn more while working less, and create the company you've always wanted. Take charge of your business and take charge of your life.

Don't miss out on this incredible opportunity to learn how to take your business to the next level. Sign up now.

**Congratulations!**

You've won a free "Roots to Riches" training CD, with the purchase of a workshop registration, **a value of \$379**.

In order to redeem your gift, you must register by Nov. 1st 2010.

Call now to redeem your free gift.

**Remove card to see your free gift**



Oregon native Michael Baird grew up in the plumbing industry and is a third generation journeyman plumber with a wealth of knowledge matched by few of his peers. Through hard work and discipline, he was able to grow his first business into a large successful company that he was able to sell. Since selling the business he has taken on a variety of industry related roles. He has served as Chairman of his local chapter of IAPMO, he was on the Board of Directors for the Oregon Contractors Workers Compensation Trust, he worked for the Building Department as a plumbing and building inspector and has built-up and sold another successful plumbing business. This variety of positions has given him a thorough understanding of the plumbing industry and how to build and sell successful plumbing companies. He is now sharing this inside information with other plumbing contractors who are looking to grow their companies, earn what they are worth and prepare for the retirement they've always dreamed of.



At the young age of 24 Mike Farias acquired his plumbing Contractor's License and went into business for himself. During his early years he observed the difficulties and struggles of fellow plumbing contractors and knew there must be a better way to do it. He wanted to do more than just work a job and be the butt of jokes; he wanted to build a business he could be proud of and, eventually, share with others how to do it. In 1992, with seventy five hundred dollars and a vision to build a business unlike any other, he opened a one truck operation in a rural Northern California community. Today he runs an award winning multimillion dollar company with more than 20 trucks and is ready to share with others just how to do it.

Mike is a published author and gifted teacher and has spoken at gatherings all over California and Nevada. Mike and his wife have three children, two of whom are in the plumbing business.

**Michael and Mike have a combined 50 years experience in the plumbing service industry and between them they have independently built up and sold 5 companies**

