



Brought to you by Fast Aid Success Systems  
*Helping Plumbers Succeed*

&



# Secrets of Success Workshop Series

Back by popular demand, Fast Aid Success Systems presents the **Secrets of Success Workshop**. Presented by a well known industry veteran who has developed several 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
- ◆ 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**

## Registration Form



Fill out form and mail check or fill in credit card info. Or sign up on our website at [www.fastaidsuccess.com](http://www.fastaidsuccess.com)

Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone Num. \_\_\_\_\_

Email \_\_\_\_\_

Company Name \_\_\_\_\_

Title \_\_\_\_\_

Credit Card # \_\_\_\_\_

Expiration Date \_\_\_\_\_

Additional Attendees \_\_\_\_\_

\_\_\_\_\_

**\$50.00 off**  
**for early**  
**registration**

- |  |              |
|--|--------------|
| <input type="checkbox"/> Early Registration (before 8/4/12)  | \$149.99     |
| <input type="checkbox"/> Standard Registration (at the door) | \$199.99     |
| <input type="checkbox"/> Special Spouse Rate                 | \$25.00      |
| <input type="checkbox"/> Additional Attendees                | \$99.99 each |

**Total fee enclosed** \$ \_\_\_\_\_

**Money Back Guarantee if not fully satisfied**

# One Day Blueprint To Secrets of Success

Workshop

**A One Day Whirlwind designed for the plumber whose  
business is running like a slow drain.**

Fast and furious, the nuts and bolts of what you need to do right now. At a time when there exist too many empty promises and broken dreams, this day is guaranteed to give you the exact tools, systems and above all else “use it tomorrow” information required for immediate success.

## Here's what you'll learn:

- ✓ How to get the phone to ring
- ✓ Exactly how to get the caller to say “yes” – close every call
- ✓ The Secrets of converting one call into a lifetime customer with Service Agreements
- ✓ Why people love “menu pricing” and how to present it – make more money
- ✓ Giving your customer an experience they won't forget and will want to repeat
- ✓ Squeezing blood from a turnip....get the most from each and every call with inventory
- ✓ Company protocol: so “everyone knows how we do things” – stress free lifestyle
- ✓ See it to believe it, a virtual tour of a multimillion dollar company in a smaller market
- ✓ How to build it so someone will want to buy it

And Much, Much More!

*Seating is limited! So do not delay! Register NOW!*

*Call us at (916) 915-3740 or register online at [www.FastAidSuccess.com](http://www.FastAidSuccess.com)*

# Don't miss this life changing event

Imagine:

- ✓ Attracting “easy” customers who will thank you and even smile as they hand you payment
- ✓ Having both time and money to enjoy yourself, your spouse and your family
- ✓ Being exceedingly successful in your career and life

No matter whether you want to attract more and more customers or you just want to finally take it easy, this workshop can show you how to do it.

This all sounds unbelievable doesn't it? The stuff of dreams, fiction and movies? This could never happen to just an ordinary plumber could it? Especially one lacking in education, money, charisma or skills?

**Wrong! Wrong! Wrong!**

The truth is it can and should happen to you, you just don't know how to do it yet!

The average plumber can do this as sure as the sun rises in the east and sets in the west.

Why am I willing to guarantee this with a no questions asked money back guarantee if you are not fully satisfied? Why am I willing to risk my time and money to present these secrets to you for only \$149.00? Because I know what these secrets and systems have done for me and my family and you can do it too.

- ✓ Do you wish your business was more profitable?
- ✓ Are you carrying most of the load or all of the load by yourself?
- ✓ Do you struggle with “what to do”?
- ✓ Are you stuck on a no growth plateau?



Learn how a small market plumbing service company was recognized as a “fastest growing company” three years in a row by the *Sacramento Business Journal*, the *East Bay Business Times* and *Inc. 5000* and made the front cover of the *Reeves Journal*.

Are you concerned about retirement? Are your prices too low? Are your profits shrinking or nonexistent? If you answered yes to any of these questions, **Don't Miss This once in a lifetime opportunity to learn how to take your struggling business to the next level.** Take it to the top!



## Presented by a renowned teacher who has been there...

Fast Aid Success Systems was founded by Michael Farias, a lifelong plumbing contractor who has built several successful plumbing companies from the ground up. He began his career in the plumbing industry in 1970 as a plumber's helper. At the young age of 24 he earned 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 he knew there must be a better way. He wanted to do more than just work a job; he wanted to build a business he could be proud of and, eventually, share with others how to do it. Through trial and error, he spent over a decade developing systems for success. His systems have allowed him to develop and grow several successful plumbing companies. Today he runs an award winning multimillion dollar company and now he is ready to share his systems with you. We will show you how to overcome the challenges that are unique to the service and repair sector of the industry and teach you how to capitalize on the opportunities available.

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.

### What Others Are Saying...

"I attended Mike's training and was wowed by what I didn't know. His way of doing business makes it easy. My business is growing thanks to what Mike taught me. Well worth the investment. Using Mike's systems has caused us to go from a Volkswagen mentality to a Mercedes Benz."

~J. F., North Valley Plumbing, CA

"I had been in the new construction industry for years, but was never able to make the transition to the more stable, more profitable service and repair sector. Mike gave me the tools and systems to get us into service and repair and make us successful. We're growing faster than we could have imagined, and in this economy that says a lot."

~T. Holmes, Holmes Construction, CA

"Mike's method of running a plumbing service company really works. I have spent days with him on the golf course and I was amazed that his company actually runs without him having to be there. It works without him having to work it."

~R Cottam, B.F. Plumbing, CA

"We tried for years to convert our 50 man new construction company to service work, but we weren't successful. We knew we needed help. Then I heard of Mike and the opportunity to learn from him. We implemented his training nearly 5 years ago and we are now the top plumbing service company in our area."

~B. Munson, Paragon Plumbing, Reno, NV

"Very well presented. Thank you for the opportunities you have shown me."

~R.V. Plumbing, Sherwood, OR

# A full day of training will teach you how to grow your business and earn more money

Wednesday, August 4, 2012 at the Larkspur Landing Hotel in Pleasanton, CA

## Program Schedule

8:00—8:15	Check In
8:15—8:30	Introduction
8:30—9:30	How to Get & Set More Calls
9:30—10:30	Steps for Become a Super Tech
10:30—11:30	Increase Your Average Invoice
11:30—12:30	Lunch Provided by us
12:30—1:30	Flat Rate Menu Pricing
1:30—2:30	Make More Money with Service Agreements
2:30—3:30	Exiting Your Business / See It to Believe It

## We provide four registration options for your convenience:



Call us at 916-915-3740



Mail registration form and tuition to:  
Fast Aid Success Systems  
955 Business Park Drive  
Dixon, CA 95620



Register online at  
[www.fastaidssuccess.com](http://www.fastaidssuccess.com)



Fax the completed registration form to 707-678-8614 & include credit card information or mail a check

## What's Included

Registration includes a full day of teaching from a renowned educator and public speaker, a workbook with outline, a certificate of completion, refreshments during breaks and a lunch provided by us.

## Cancellation Policy

We reserve the right to cancel any workshop due to lack of paid pre-registered enrollees. Walk-ins are welcome, but paid registrations insure a workshop.

If you cancel more than one week in advance we will issue you a full refund minus a \$25 service fee.

If you cancel less than one week prior to the workshop we will refund 50% of your tuition charge.

No recording of any kind

Note: The workshop is **all inclusive**. This is *not* a sales pitch. It is a full day of teaching and training you can use to take your business to the next level.