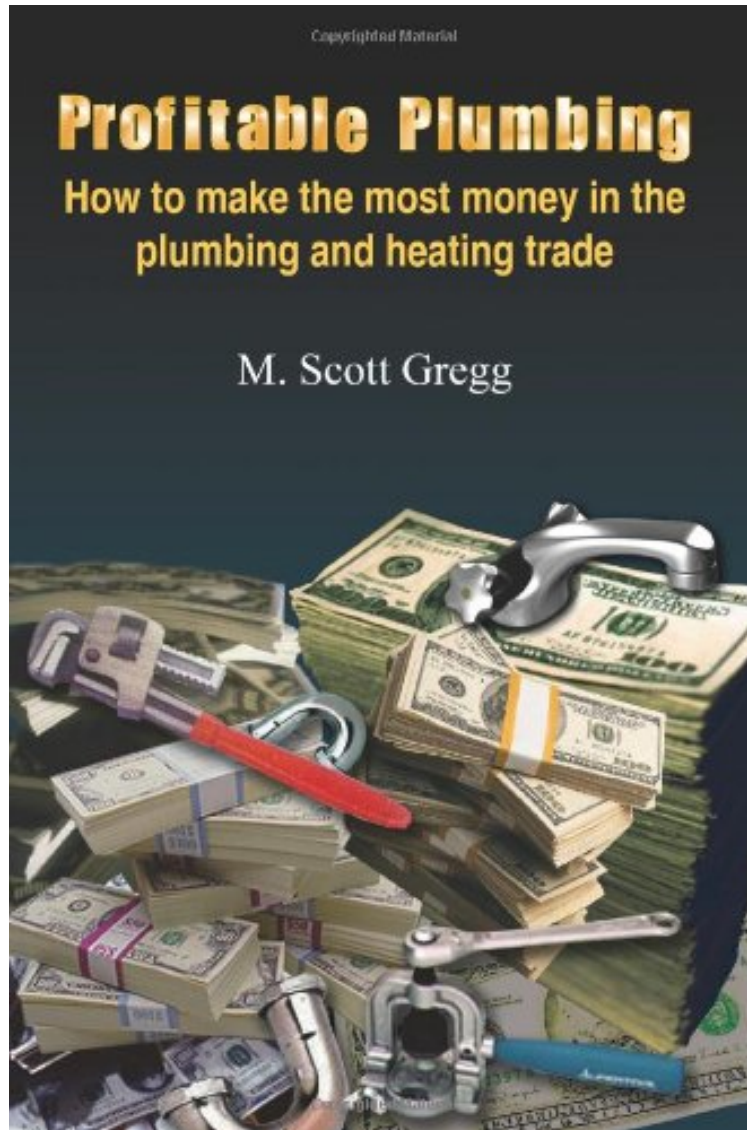


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# Profitable Plumbing: How to make the most money in the plumbing and heating trade

*Matthew Gregg*

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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. 0 of 0 people found the following review helpful. Good ValueBy DFThe 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.

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.

About the Author Scott Gregg is a Master Plumber with over 20 years experience in the trade. His sales experience and training helped him realize that the trade is not doing a good job, preparing plumbers to go out and make the money that they should on most jobs. After seeing many lost opportunities Scott began to look for any available material to help plumbing contractors be more successful. He quickly found that there was no available book to help plumbers learn the sales skills they need to make the profit that they should be making on every job. His book will show you how to make more money than other plumbers without doing more work by giving you the skills you need!