

How to get work:

Go to golf courses and talk to the superintendents. Do a demo! Ask the superintendent if you can put up brochures in the clubhouse or pro shop.

Visit golf cart dealers in your neighborhood. Tell them you have a new product and service that can remove golf cart battery stains (the orange ones, not the white ones.) Do a demo. Ask to put your brochures in their service area. Ask them to refer jobs to you and offer to give them a percentage or referral fee.

Contact Property Management and people from the "Who to sell to" sheet. Let them know of your new service.

Go to your local hardware stores. Tell them about your service. Many will have a place where you can put up your business card.

Look into retirement communities, mobile home parks, RV resorts, campgrounds. There are many opportunities here.

Commercial pool decks are a great place to use BARC to remove rust from pool chairs.
Hotels/motels/resorts.

Look for driveways in nice neighborhoods that have orange stains on their driveway. Pass out door hangers.

Look into newsletters or monthly magazines that communities around you distribute to their homeowners. This can be a source of inexpensive advertising.

Some HOA's give tickets to their homeowners for oil, rust and battery acid stains on their driveways. Call around and ask communities around you if they give infractions to homeowners for dirty driveways. Again, see how you can advertise to them. Ask to do demos for large groups. Some places are large and have "delegates" assigned to a location of the neighborhood. Get together with the delegates and offer discounts to entire streets at a time.

Direct mail areas with bad driveways.

These are just a few: Call me if you need help.

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