

"I really enjoyed learning about **DIFFERENT PRODUCTS** and seeing them work."

– Terrence Cardreon, AquaTech Services, Gulf Breeze, Fla.

use," said Glenn Igsler of Enviro Clean Pressure in Atlanta.

Additionally, the guys spent the afternoon – and the entire school for that matter – networking with one another, sharing experiences, tips and tricks, and just enjoying the fellowship of hanging with pressure washing contractors from other communities.

In fact, the comradeship of the attendees was mentioned several times as one of the most valuable aspects of the symposium. Allison – who recognized the importance of encouraging the group members to interact with one another – planned the school that way, allowing time during and in between sessions for the guys to network.

"The class size and the laid-back schedule was great," said Corey Dulaney of ABM Services in Saginaw, Michigan. "I also really enjoyed that it was hands-on and interactive rather than like other classes I've been to where you have to quietly sit in a chair and be bored for three hours. John did a great job of making it easy for us to network without being disruptive."

"Everything I learned was valuable, but especially the interaction among everyone concerning the equipment, techniques, and marketing strategies," said Steve Hill of East Coast Marine in Savannah, Georgia.

**A Money-Saving Investment**  
**D**uring my interview with Allison prior to the school, he explained that a person

can go to college for years, invest thousands upon thousands of dollars in education, then, if they're lucky, make \$100,000 per year.

On the other hand, a pressure washing contractor can make the same amount of money by investing in education, only the cost is minimal – just \$300. "Where do you know that you can invest \$300 then make \$100,000 a year – working by yourself, setting your own hours and working 40 hours a week?" asked Allison.

He continued, "If you really want to learn how to make money in your business, spend \$300 and come to Homerville, Georgia, for a couple of days. We'll feed you, educate you, then when we send you home, you will be 10 years ahead of your closest competitor. Plus, you will have a contact you can call whenever you need to."

Starting in January, EnviroSpec will offer its two-day school once a month. The cost includes two lunches and one dinner, and all proceeds will go toward the Allison's animal shelter, Suzie's Friends, and the Shriners Children's Hospital in Tampa, Florida.

December's attendees agreed that the value of learning to repair their own equipment, the numerous tips and tricks shared, and the opportunity to try out new products was well worth it.

"I would be willing to pay much more than \$300 for the class to save me from having to buy a new \$600 pump," said Dulaney.

