



WINDOW FILM CUTTING SYSTEM

“7 Ways To Explode Your Profits as a Tint Professional – and Change your Life Forever!”

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The automobile window tinting industry is a highly profitable trade and, for an enterprising business owner, there's plenty of opportunity.

Whether you start by opening your own shop, doing mobile work from a van or car, or decide to start up in your own garage, one thing is certain.

Tint professionals who learn and apply the power of leverage will be able to make a lot of money.

And leverage in the tinting business means taking advantage of technology and relationships at every opportunity.

This report is designed to provide you with insights about how to make more profit faster, keep stress levels to a minimum and create a lifestyle that many would envy.

Below, you will find 7 ways to grow your tint business quickly and profitably.

#1. Focus on Productivity

If maximizing profits is your main objective, then it's important to make sure you maximize your productivity. That means taking advantage of the modern tools that are available.

Even if you've been in the business for a long time and have a shop staffed by seasoned installers, you'll see significant increases in productivity by automating your process.

Using a PC, vinyl cutter, and Tint Tek 20/20 tint software, you'll greatly reduce the time required to cut the film to precisely fit car windows by using templates sent to a plotter.

Some established window tint shops report their daily output doubled once they started using Tint Tek 20/20 software.

#2. Keep Waste & Damage to a Minimum

An efficient window film cutting software system will also help you maximize profits by minimizing waste and damage.

Since the software accurately positions the pattern on the film before sending it to the vinyl cutter, there is very little wasted material which reduces the amount of film need for each vehicle.

To you that means, lower material costs and a greater profits. Digital cutting also eliminates the risk of damaging a customer's vehicle because the installer doesn't have to place the film against the car window so he can cut it fit.

An accidental knife slip in an expensive automobile can quickly suck all of the profits out of the job. Or worse. Cutting film using readymade templates and a plotter eliminates that risk.

#3. Create Additional Revenue Streams

If you're already working in the aftermarket auto accessories industry and aren't offering auto window film tinting, it can be a lucrative sideline. Think about it.

Maybe you do auto glass repair, pin-stripping and graphics or dent repair. You already have the vehicle at your shop. You can easily expand your profits by offering customers window tint installation.

Selling a couple of window tint packages per day to existing customers can generate an additional \$1,500+ in weekly sales. This allows you to leverage your efforts and boost your profits substantially.

#4. Actively Cross-Promote

Regardless of how you decide to start up, there's likely to be a gold mine in potential profits right under your nose.

By developing relationships with automobile-related businesses in your area, you can set the stage for a mutually beneficial partnership.

Related businesses that don't provide tinting are perfect for identifying window tint prospects. Use your imagination to create "win-win" outcomes.

Approach local car dealerships, auto detailing shops, repair shops and car stereo shops and come up with a plan for sending each other customers.

This will lower your cost of sales which means increased profits for you.

#5. Sell Value Not Price

If you already have a business, at some point, you've probably found yourself in a situation where your prospect is beating you up on price.

You know how it goes.

The customer wants you to lower your price to match that of your competitors. It can create a helpless feeling where you feel you have to lower your price to compete UNLESS you learn how to sell value.

Imagine the following situation: you decide to switch to Tint Tek's 20/20 digital window film cutting system so you can get through more jobs in a day.

Instead of ditching your old-style system of cutting tint manually, offer it as a "premium" service (with a premium price!) to the vehicle owner who wants customized service for his prized vehicle.

It's all about learning to position your services and communicate value to your customer.

#6. Ask For Customer Referral

It's one of the top ways to grow your profits – fast!

Many tinters don't bother with referrals. Maybe they just assume that happy customers will pass along good words about them. Maybe they find asking for referrals uncomfortable.

Bottom line: If you just let your customers walk away after tinting their vehicle without using a system for asking for a referral, you're leaving money on the table. It's not the customer's job to give you a referral. Your customer isn't thinking about you. He has his own concerns. It's your job to ask.

Assuming that you've done good work and the customer is satisfied with the result, asking for a referral is a natural thing to do.

FACT: Most people like to help other people especially when it doesn't cost them anything. It's as simple as saying to your customer, after they pay their bill not while they're paying it, "I'm really glad that you're pleased with my work. I'd really appreciate it if you'd pass my name or business card along to anyone else you know who would be interested in having their car windows tinted. May I give you these business cards to you?"

Or, you can be more direct and say, ““I’m really glad that you’re pleased with my work. I’m always looking for referrals and wonder if you know anyone else who might be interested in having their car windows tinted?”

Then, wait and see what they say. Some will give you a name. Others will say maybe but not give you any information.

If they do offer names, take them down and ask the person if they mind if you contact the people directly or if they would prefer to pass your information along to them yourself.

If they don’t offer names, ask if you can give them some additional business cards that they can pass along. Ask for a referral face-to-face.

People will always be more likely to do something for someone else if the person is standing right in front of them. Remember, never ask for a referral when presenting your bill.

#7. Use A Marketing System

Marketing your business is a continual process.

Many tinters (usually the ones with skinny children) fail to stay in touch with prospects and existing customers.

And it costs them a fortune in missed opportunities.

Creating a simple name capture and follow up system in today’s automated world is simple and inexpensive.

It starts with capturing information anytime when you get an e-mail or a phone call. That way, you can continue to market to prospects and show the value you offer (not just special deals but your expertise and knowledge) until they’re ready to make a buying decision.

Then, once they become a client, they you can put their information into a separate database where you can keep in touch on a regular basis informing them of different products and services you might add at a later date.

Don’t forget, they have friends and wives they can tell about your ongoing efforts to serve them. The main thing is to use an inexpensive, automated system stay in touch and provide them with useful, relevant information that will be of value to them and profitable for you.

From the time we created the first system, Tint Tek has always been focused on helping our customers earn bigger profits, have less stress and more time off to do what they want to do.

We hope you have found this report useful and would be glad to answer any questions you have about joining the Tint Tek family of happy, satisfied customers.

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About The Author: As a global leader in the window film cutting industry, TINT TEK is dedicated to offering both its customers and distributors state-of-the-art technology that gives them a serious edge over their competition.

You can learn more about how we can be of service by visiting www.tinttek.com. Please call us at 1-613-696-0400 to discuss how you can become a Tint Tek customer and take advantage of the same benefits thousands of tint professionals worldwide already enjoy.