

# Introducing The 3 Step System That Will Show You How To Build Your Own Profitable Business

With NSPG Software systems you can turn your business into a powerhouse, and you can make the money you and your family deserve. Three easy to use software products will give you the tools you need to quickly turn your business into a consistently profitable, dynamic enterprise.

**S**tep 1 is the foundation for your success. It will show you exactly what you need to charge to grow your company, satisfy yourself, your employees, and your customers. Using *Numbers Cruncher* software, you will determine your profitable selling price, plan for loss leaders and service contracts, and start your wave of success in motion.

**S**tep 2 in building your successful business is NSPG's Flat Rate system – *National Standard Price Guide*. This is the best and easiest way to sell your services that have been correctly priced using Numbers Cruncher.

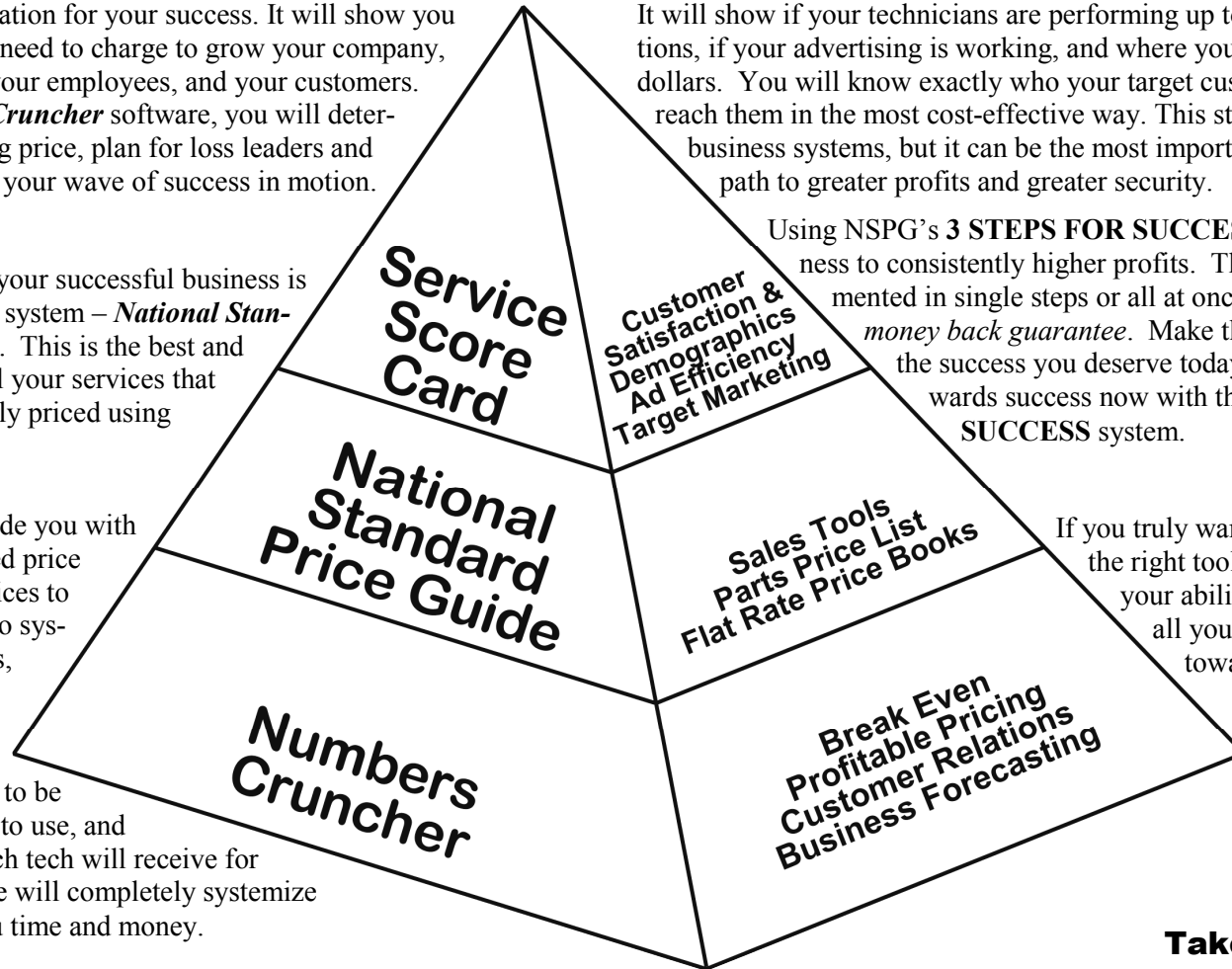
The Price Guide will provide you with professional looking printed price books to present your services to your customers. It will also systemize your entire business, providing your technicians with complete instructions for each task. You can set up how you want the tasks to be performed, what materials to use, and even how much money each tech will receive for each task. The Price Guide will completely systemize your operations saving you time and money.

**S**tep 3 is to track your performance from your customers' perspective. NSPG's *Service Score Card* is an easy to use product that completes your three-step system for success. Service Score Card will track the performance of your entire business.

It will show if your technicians are performing up to your customers' expectations, if your advertising is working, and where you should put your advertising dollars. You will know exactly who your target customers are, and how to reach them in the most cost-effective way. This step is often left out of many business systems, but it can be the most important. It will show you the path to greater profits and greater security.

Using NSPG's **3 STEPS FOR SUCCESS** you will take your business to consistently higher profits. This system can be implemented in single steps or all at once, and it comes with a *100% money back guarantee*. Make the commitment to achieving the success you deserve today. Take that first step towards success now with the NSPG **3 STEPS FOR SUCCESS** system.

If you truly want to succeed, you must have the right tools. This system along with your abilities and drive to succeed are all you need to start your journey towards success.



## NSPG

**Take that first step today!**

**Call 800-841-8542 Now.**

# MUST-HAVE SOFTWARE FOR YOUR BUSINESS

Limited time prices – Buy two or more items and SAVE!

## FLAT RATE PRICE BOOKS DONE RIGHT

### National Standard Price Guide

Yes you can easily:

- ★ Have your own Price Books professionally printed *In Color* or B&W.
- ★ Print your own Custom Price Books any time you like.
- ★ Put your Complete Custom Price Book in your Palm!



The National Standard Price Guide system allows you to easily have Flat Rate books that exactly match your business. Get the software and print books anytime you want, or have us print them for you in about a week. No software needed!

NSPG Flat Rate is designed to be easy to set up and maintain. Parts prices can be automatically updated from a large number of sources. The Guide is compatible with many accounting packages like QuickBooks for easy estimating and invoicing.

Now you can confidently quote profitable prices before work begins. Flat Rate with National Standard Price Guide will allow you to **improve your profitability, reduce estimating time, improve customer relations, and do it your way.** And it's easy.



Buy This 1 Item	Buy with any other Item
\$3,499.95	\$2,999.95

## THE #1 SOFTWARE FOR BASIC BUSINESS CALCULATIONS!

### Numbers Cruncher

Numbers Cruncher is the most popular breakeven calculator in use today. Within a few minutes, it will give you the answers you need to turn a profit. It will show you how to set up your business so that you make money on every job you sell. No other software product will give you this key information so quickly, easily and inexpensively.

This special offer includes three months of Numbers Crunching consulting to help you to immediately increase your profits.

“You have absolutely nothing to lose and everything to gain by investing in Numbers Cruncher... I attribute much of my company's turn around to NSPG software.” *Steve Harmon, Harmon Plumbing Services*

It's time for your business to give you the profits you work so hard for. It's time for you to Crunch your Numbers and **reach the business success you deserve.**

Budget for NSPG, Inc.		Food	Variable	Summary
Annual	\$116,326	\$42,759	\$29,081.49	\$7,235
Quarterly	\$29,081.50	\$10,689.75	\$7,270.37	\$1,808.75
Hourly	\$17,915	\$6,29	\$4,263.63	\$1,053
Per Job	\$133,340	\$49.28	\$33,935.11	100.05

Budget Summary		Hour	Quarter
Breakeven Cost Per:	\$59.01	\$46.683.68	

Profit %	Hourly Charge	Quarterly
10%	\$76.48	\$51,874.75
20%	\$81.93	\$54,823.57
30%	\$86.26	\$58,314.69
40%	\$90.41	\$62,244.50
50%	\$94.50	\$66,619.37
60%	\$98.57	\$71,442.68
70%	\$102.61	\$76,719.83

**“The Automatic Calculation of my numbers is truly amazing”**

*Flat Rate or T&M, Numbers Cruncher will help your business!*

Buy This 1 Item	Buy with any other Item
\$499.95	\$449.95

**Special Price! Save \$50 when you buy with any other Item.**

**Save \$550 when you buy Numbers Cruncher and National Standard Price Guide together! It's like getting Numbers Cruncher for free.**

## TARGET YOUR CUSTOMERS FOR MAXIMUM EFFECT

### Service Score Card



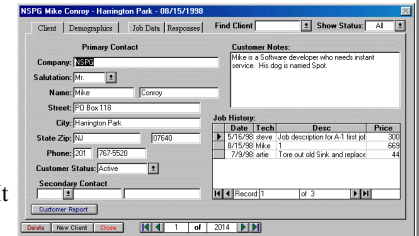
Service Score Card is an easy to use tool that will cut through all the noise and show you who your customers are and what they really want. It will show you how to target them so that they will call you whenever they need help. Service Score Card will show you how you're doing; how your customers think of your business; why they call you. It will tell you where you stand with your customers. Every business needs this information to survive and prosper.

Service Score Card software will show you:

- ◆ Who your customers are.
  - ◆ Where they live.
  - ◆ What they want.
  - ◆ How much they're willing to pay.
  - ◆ The best way to reach them.
  - ◆ How to keep them coming back for more.
- And, it's a fast, easy to use system that **anyone** can use. You will be able to do all this in just a few minutes each week.

Using this information, you can target your marketing efforts, measure and improve employee performance, reduce and fine tune your advertising costs, and increase your profits.

Service Score Card will help you to run your business smarter.



**“With Score Card, I know much more about my target customers than any of my competitors!”**

With Service Score Card, your customers will show you how to be more successful. They will show you the way to greater success and security.

Buy This 1 Item	Buy with any other Item
\$499.95	\$449.95

## FINALLY, A BOOK THAT EXPLAINS IT ALL

### Where Did The Money Go??

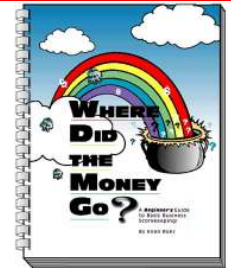
It's time for you to learn Basic Business Scorekeeping!

Most business books assume you already know a lot about business. Not this book! **Where Did The Money Go??** assumes you know nothing about business.

You'll learn...

- ◆ Business basics - the stuff you wish someone would tell you!
- ◆ What all those confusing business and accounting words *mean*, so you'll be able to understand what your banker and accountant are talking about!
- ◆ How to read and use financial statements to *make money in your business!!*

*Ellen, I just received your book - it's fabulous. A business book that's easy-to-read. Balance sheet, Income statement, the financial reports have always been confusing to me. NOW I get it! -- Bernadette Martinelli*



Buy This 1 Item	Buy with any other Item
\$24.95	\$19.95

**Order any two items and Save over 10% plus get Free Shipping!**

Qty	Product Name	Buy 1 Item	Buy 2 or More Items	Total
	National Standard Price Guide Software	\$3499.95	\$2,999.95	
	Numbers Cruncher	\$499.95	\$449.95	
	Service Score Card	\$499.95	\$449.95	
	Where Did The Money Go?	\$24.95	\$19.95	
		Subtotal		
		7% Sales Tax (NJ only)		
		Shipping & Handling \$8.95 (Free if ordering more than one item)		
		Total		

#### Payment Method

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**Fax orders to: 201-768-6992**  
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