

FOR NEW INSTALLATION OR TO REPLACE OLD SPIKES

- ▶ The only gutter fastener that comes with a 15 year mfg. limited warranty not to loosen. Made of **Aluminum** or **Copper**. Fasten once with **Gutterbolt™** and never have to refasten gutter again.
- ▶ Stronger and easier to install than any gutter spike or hanger system on the market today!
- ▶ Our one size, patented **Gutterbolt™** fastener holds 4", 5", or 6" aluminum or copper gutters firmly to fascia board.



Pilot holes are *never* necessary, even when fastening through all types of wood.

Gutterbolts attach gutters securely to an existing hole. If need be, a plastic plug can be used to fill a large existing hole before inserting a **Gutterbolt**.

CONTRACTOR'S GUIDE TO SELLING GUTTERBOLT™ INSTALLATIONS & REPAIRS

These easy-to-follow steps will help you convince your customers that Gutterbolts™ are the best route to take when installing new gutters, or replacing old gutter fasteners.

Working up a Gutterbolt estimate:

New Installations:

- Mark up a Gutterbolt installation at least \$200 to \$300 higher than the average installation. An educated homeowner, after reading the Gutterbolt consumer brochure and examining a sample Gutterbolt, should expect to pay more for a job that is under warranty to last for 15 years.

Working up a gutter repair estimate using Gutterbolts:

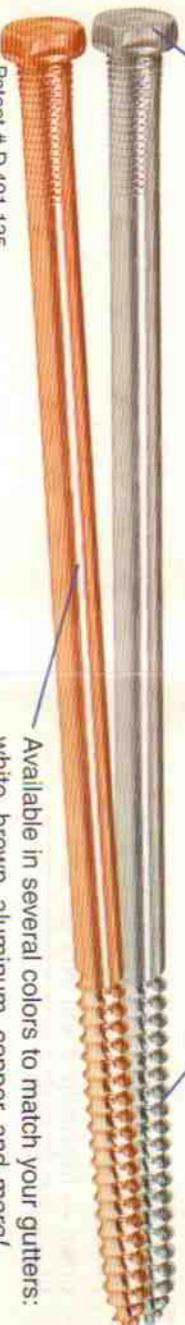
- On top of your service call fee, add your hourly labor rate per man plus the cost of Gutterbolts.

Three steps to a successful sale...

- 1. A picture is worth a thousand words:** When you meet with the homeowner, let them explain the kind of gutter work they need completed. Make sure to show them a sample Gutterbolt, along with one of our full color sell sheets. Give them a chance to review them.
- 2. Examine the gutters:** While your potential customer is examining the sample Gutterbolt and reading over the materials, take a walk around the outside of their home and measure the gutter lengths or areas where repairs are necessary.
- 3. Break your estimate into (2) different categories:**
 - A.** Quote them a price based on installing new gutters using the same kind of spikes/fasteners they're presently using or ones that other homes in the area use. Remind them that there is no warranty if these fasteners loosen.
 - B.** State the following selling points:

INSTALLATION POINTS:

Hex head allows 6 points of contact for full control of installation without denting gutters.



Patent # D.401,135
Patent Pending # 08/560,993

- Explain to them that only Gutterbolts come with a 15 year manufacturer's warranty not to loosen.
- No rusting or erosion can occur since you will not be mixing two different types of metal.
- Using Gutterbolts preserve fascia board. They will never loosen or pull out, therefore preventing water seepage that causes serious damage... even possible interior leaks. Down the road, refastening spikes are costly and time consuming.
- Homeowners save \$8 for every \$1 they spend over the lifetime on a Gutterbolt installation.
- Then quote them a price on installation of Gutterbolts. Now, give the homeowner a chance to decide what kind of job they want done.

BENEFITS: Here's how you can achieve more profits and tremendous savings on labor...

- Following recommended instructions, you and your employees have more ground time than air time.
- Gutterbolts have a 'fail-safe' system built in, so any of your employees can install Gutterbolts.
- Gutters remain dent-free.
- Greater spacing between Gutterbolts of up to 4' apart
- The time frame for a Gutterbolt installation falls between a gutter spike or hidden hanger installation.
- On new gutter installations or repairs, you will have a reputation for using the finest materials and technology available. That can only lead to more recommendations and new customers.

Unique threaded tip allows for a strong fastening
Gutterbolts never loosen!

Available in several colors to match your gutters:
white, brown, aluminum, copper, and more!
(shown actual size)