

**A KILLER QUESTION TURNED INTO A HUGE OPPORTUNITY...
“WHERE CAN I FIND A MECHANIC TO INSTALL THIS HAFC?”
ANSWER...**

Everywhere there are skilled mechanics. It should cost \$400 for a local mechanic to install the kit, and you should plan on leaving your car with him for the greater part of a day. The devices that comprise the HAFC are not difficult for mechanics to install. We do not yet have trained mechanics in every city in the USA and Canada, but we would love to. Tell me the names of three mechanics in your area that have shops near you. We will contact them and explain the procedure to them. If we are confident that they have the tools and skills to do the job, we will expedite our training program to them. We will also put one of them in contact with you who, after he understands the technology, can assure you that he is able to install the kit on your car. When we have a mechanic who assures you that the installation is not a problem, you can buy the kit, and, when you purchase the kit, we will send the mechanic the DVD training in advance of the arrival of the kit. Does that sound fair?

HOW DO WE GET THE MECHANIC TO GO ALONG?

The dealer's sales person (recruiter) contacts ONE of the three mechanics in the local area. Do not leave a contact number for them to call you back. After you have tried to speak with all three and you can only leave a number or e-mail (prefer e-mail), then you can call back one at a time and leave a number for the next day. If the guy does not call back the next day, call the next one.

The pitch: You say...

“Hi, I have a new fuel saving kit and I was hoping I could find a mechanic in the area to install it. The manufacturer says it should not take over 3 to 4 hours to install, and a local customer has agreed to pay \$400 to have it installed. The company that developed the kit has a web site if you want to look the technology over. I can e-mail or fax you a copy of the installation manual if you want to review that before letting me know if you want to tackle this job. The kit will come within three or four weeks, but I want to make sure there is someone in the area who can install it before the commitment is made to buy it.”

If the mechanic asks if you are the customer, tell him you are selling the kit to a local customer, and you are just trying to locate a good mechanic in the area before selling it.

Make sure you have the customer's make, model, and year vehicle before calling this guy. He may want to know that info in order to decide if he can work on it.

Ask him if he knows how to increase fuel economy of all vehicles by 50% or better. We guarantee our customers that the kit will increase their fuel efficiency by 50% or more or they can get a refund for the kit. When properly installed it usually gets more like double mileage. If he wants to know the basics of the system... It is called the Hydro-Assist Fuel Cell. A special cell uses electricity from the battery to turn water into water gas (HHO.) There is 5 times as much potential energy in water gas as there is in the same amount of

gasoline. The water gas makes the mix richer so the gas can be leaned out. The monatomic (mahn-atomic) hydrogen enhances the burn and the monatomic oxygen raises the octane level of the gas. There is also a heat exchanger that is wrapped around the radiator hose that is magnetic. The heat from the hose pre-heats the gasoline and the magnets ionize it to help vaporize the gas before it is mixed with the water gas that is injected into the air intake. We also use a "Covalizer" fuel pre-treatment that breaks down the covalent bonds of the fuel. The process is very interesting and there is a lot more about how it works on the company web site at ___(give your url)_____

If he says he has heard about all this crap before and none of it works... Tell him we have scientific data on over two hundred vehicles right now that have gotten over 50% increase in fuel economy and there are a dozen of the smaller four cylinder cars that have gotten over 100 miles per gallon. We have trained over a hundred master mechanics to train other mechanics on how to install these kits.

Our company is running a multi-million dollar ad campaign right now promoting the technology. We have had full-page ads in Popular Science, Popular Mechanics, Newsweek, US News and World Reports, and all sorts of national magazines. We are preparing a campaign for TV and national radio programs. We will be putting bill-boards in malls and all sorts of advertising is happening. We are getting the customers by the thousands and we need installers. There are no trained installers in this area.

The cool thing is that there is a customer right in your area who wants to get one installed and this is your chance to discover that this thing really does do what we are saying and get paid discovering it. Other customers usually follow. If you are willing to take on this first installation, at no cost to you and actually make \$400 doing it, you will have the chance to experience the technology first hand. **WE** guarantee the kit. **You** guarantee nothing except your workmanship. After you are comfortable with this, you can decide to become certified. You can get certified to install kits, train others to install them, and tune the computerized electronic control device for the system called the optimizer. Installers can earn \$400 for 4 hours of installation time on the average. Think about it, there are over a 100 million cars out here that need this universal kit right now. The market is huge. Jobs should be lined up. We will recommend our "certified" installers to our thousands of customers. Certified Trainers can earn \$1,000 a day teaching other mechanics in the local area how to install the kits. If you have the skills and the inclination to tune the computer control system, then you can qualify as a Certified Tuning Technician and earn \$100 tuning the Optimizer (mini-computer) system. It takes anywhere from 15 minutes to half an hour to tune the Optimizer. At \$100 per tuning session, that means that, as a CTT, you could earn anywhere from \$200 to \$400 per hour just tuning the Optimizers for all the installs in your area. So, you could get certified in one, or all three areas. This first install gives us the opportunity to get to know each other.

The training for certification costs \$400 and it gets you certified to do whatever the company feels you are qualified to do. So, after the installation, when you have made \$400 you can decide to call it quits and keep the money, or invest the \$400 into getting certified. Do not worry, there is no risk for you to watch the basic training program that

will give you all the knowledge you need to install this first kit. But, after that install is completed, you need to either decide that you wish to be certified or send the DVDs back to us and forget certification. If you decide to get more involved in our industry, THEN you will pay for your certification and advanced training. Having the opportunity to review the DVDs and do this first install for pay is completely free of charge. IT COSTS YOU NOTHING AND WE WILL SEND YOU ALL THE TRAINING NEEDED, ABSOLUTELY FREE, TO INSTALL THE KIT! We are also getting you the first customer. After that install, if you decide to certify, we will refer you (or your trainees) to all our customers near you. The customer pays you and there are no fees or kick backs to us. We hope you will fall in love with our technology, and wish to get certified. If so, you will take a test on what you have already learned and then have a frank discussion with one of our CTTs (Certified Tuning Technicians) who will call you. That conversation will determine whether you will train to install, train to train others, include the advanced training to tune Optimizers, or be certified to do all three. Does that sound fair?

If the answer is yes, then we can start by you reviewing our web site, and you can call the customer and tell them you are going to do the install. If you need to know more about the installation process, I can e-mail you a copy of the installation manual. Do you want me to put my search for an initial local installer on hold? I can give you a couple of days to review our web site and the manual.

WHAT IS IN THIS FOR THE SELLER? AND FOR THE DEALER?

Not only does getting a mechanic in the local area mean a sale of a kit, but all recruiters who recruit a mechanic can make money on that mechanic's efforts. Once the mechanic gets the training for free, he can decide to get certified. For him to get certified it will cost him \$400. He could forgo the income from the installation and do that for free and use that income to be certified. If he is not certified, he will not be given referrals and recommended to our customers as a "certified mechanic." As part of his certification process, a CTT will call him and give him a one hour long oral examination. He will, first, be given a written examination for him to pass. The CTT will decide whether he will be certified to install only, train others as well, and whether or not he is qualified to become certified as a tuner technician. The dealer gets installers, trainers, and tuners in the area, as well as all the kits local mechanics sell.

The fact is that there is also a reward that Dutchman promises the recruiters who recruit a mechanic. For every unit a certified mechanic personally installs there is a fee paid to his recruiter (from Dutchman) of \$20. If he can do two installations a day (and does), then the mechanic would earn \$40 per day for his recruiter. A recruiter could set up ten of these mechanics from his ad leads to earn \$400 per day! If the installer also becomes a recruiter for your dealer, then you could be the one who recruited him and then you can add \$75 to every unit the mechanic sells. If a mechanic only sells ten units, the recruiter would make \$750 because he recruited that mechanic to help him or her sell a kit. Of course the dealer will get even more sales than he would otherwise have gotten, because a mechanic knows a lot of people who need what he installs. By the way, do not try to do

too much all at once. Just get the mechanic to be an installer at first, and then approach him to work as a recruiter after he accepts the install and the customer has bought the kit.

If the mechanic becomes a trainer, then the recruiter is promised a reward of \$10 for every unit that is installed by a mechanic who was trained and certified through the mechanic trainer. So, if he trains another mechanic in the area to install and that mechanic installs two kits a day, then the recruiter could earn as much as \$20 a day for every mechanic the mechanic he recruited trained. If the mechanic trained ten other mechanics, then the recruiter could be making \$200 a day from these 20 installs. It could just as easily be 100 mechanics trained by the trainer for \$2,000 a day. Of course the dealer has just inherited a trainer who is recruiting other mechanics and they all know other people who need kits and that increases the dealer's sales.

If the mechanic becomes a tuner, then his recruiter gets \$10 for every car he tunes. Since a CTT could tune four cars an hour, then while the tuner earns himself \$400 per hour, he could be earning his recruiter \$40 per hour. A CTT should earn somewhere between \$200 and \$400 an hour, for a fee to the recruiter of \$20-\$40 per hour doing nothing! Setting up one good tuner (CTT) may be more income than the recruiter earns on his current job. The dealer is going to find a tuner out of every ten to fifteen mechanics on the average. Since tuners are essential to sales, this is another way to get them! Through this process, we are guaranteeing the customers of the area to have proficient tuners to perform the most vital aspect of the system. The more mechanics recruited, the more tuners we get.

Of course there is no limit to the amount of mechanics the recruiter can get, and there is no easier way to do it than through this risk free "find an installer for a local customer" program. Let the very successful lead program drive the supply of mechanics, trainers, and tuners as well as supply and sales. Let the customers help recruit the mechanics and vice versa. As can be seen, this is a "double-header" deal. Rather than losing a sale by not being able to tell the customer where he can get a local installer, use the customer to get a mechanic interested and have the mechanic assure the customer he can do the install to have both parties sell each other. We all get what we want!

In the event this program does not work to get mechanic leads for a particular customer, the recruiter should tell the customer that he will get back with him when he locates a mechanic in the area. **DO NOT LOSE A SALE OVER GETTING A MECHANIC**, especially since having the customer gives you such an advantage in getting a mechanic. In other words, if the customer will not buy without an installer in place, and will not do anything to help you get one, then just qualify with them that **WHEN** you have a mechanic (who can assure them he can install the kit) in the local area, then the customer will buy the kit. Then just leave it that way for now. You have their name and their address. So, go to the yellow pages in the internet and locate the 3 local mechanics in the area yourself and follow the same directions (as above.) Find the mechanic who wants the job and who is interested in learning how to install this new technology and who will call the customer to assure him that he can do the install. Recruiters who use this properly will love it when their customers ask... "Who, in the area, will install the kit?"