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## IS IT REALLY WORTH THE MONEY?

When it comes to services I sometimes wonder if the asking price is really worth it. I can usually find the service that I am looking for online. Then I have to look around to find which one is going to give me the most for the money. Well I have found that if I go with the low ball guy, he is reeling me in for a huge sales pitch to asks me to spend more than I would with the high roller guy. Maybe that's where I should have started my search.

Then again I wrote an article a couple of months ago about an auto repair shop that promised to fix my truck for \$1,000.00. Fair price to install a new rear end and I agreed. 2 months later I could not get my truck out of the shop for less then \$2,000.00. They actually told me "two grand or we will auction off your truck to pay the charges." I was robbed!!

I found out once again that maybe checking with a higher priced guy may have been a good idea. I am sure the price is higher because the put all of the add on stuff in the original quote. The quote is supposed to at least be close to the actual price, right?

The gist of my article is this. I have been in the carpet cleaning industry for almost ten years. We get a bad rap, no doubt about it. We have to earn the respect that others have spit on and ripped off. There are a lot of great cleaners out there and there are a few that kill the reputation of the entire industry.

Now we all have to make a living and I have chosen to make mine honestly. I may not be the cheapest, but my quotes are on the mark. If I give you a quote and then try to charge more for the same amount of work after you let me in. I am sure you will kick me out then or never call me back, so I prefer giving a little extra than taking what ever I can squeeze out of you.

I say go with the guy in the middle when it comes to choosing your service providers. If it seems to good to be true then it probably is. If it seems way too high compared to the competition then it probably is for the more elite or just plain over priced. Talk to others to find out whom they use and give an honest man the job.

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