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**Beloved member of Charlie Greer's Online Family:**

You're receiving this because you're a Charlie Greer reader and you requested that I send you an occasional piece I feel will help you to run your plumbing, electrical or HVAC service contracting business better, or will improve your life.

Your information never has, and never will be loaned out, leased, or sold.

As we approach Thanksgiving, I want to thank you for reading my emails and for your continued support. It's readers like you, and knowing I make a difference, that keep me getting up in the morning and continuing to work. I appreciate you.

I hope you'll enjoy this historical Thanksgiving message that you may never have heard about.

Yours for increased success,  
Charlie "Tec Daddy" Greer

**Squanto, the Indian Who Saved Thanksgiving**

**When the first Pilgrims stepped ashore in 1620, they were met by Squanto, a Native American who spoke perfect English. Half of the Pilgrims died their first winter in America, and had it not been for Squanto, all of them may have perished.**



**Squanto was a member of the Pawtuxet tribe of Cape Cod. In 1605 he was kidnapped and taken to London, England, where he lived for nine years until he was able to return to America.**

**He was kidnapped again and taken to Spain, where he was sold to Christian Friars. He was treated kindly during both of his captivities and eventually even became a baptized Christian himself.**

**Squanto escaped from the monastery in 1619 and made his way to England, where a ship captain agreed to take him back to the New World.**

**The following year after his return, the first Pilgrims landed. In the Spring of 1621, Squanto taught the Pilgrims how to plant corn and native squash. He showed them where and how to hunt and fish. The first Thanksgiving was held directly after the harvest that same year.**

**The first governor of the Plymouth Colony, William Bradford, who declared Thanksgiving a holiday, wrote of Squanto, that he was "...a special instrument sent from God for our good beyond expectation."**

**After fifteen years of enslavement, during which time he learned English and accepted Christ, Squanto the Indian made it back to his homeland just in time**

to save the lives of half of the first colony of Pilgrims. The Pilgrims, while still on board ship, where many of them died before even reaching America, prayed for help, but none of them would have dared ask for anything so unlikely as a friendly native who spoke perfect English, and would help because of their common faith.

It's been said that truth is stranger than fiction, and writers have said that the only difference between writing fact and writing fiction is that fiction has got to make sense. If we'd watched a T.V. show where people landed on the shores of a strange new world, and ran into a native speaking their language and practicing their religion, we'd say it wasn't believable.

It may be unbelievable, but it's true!

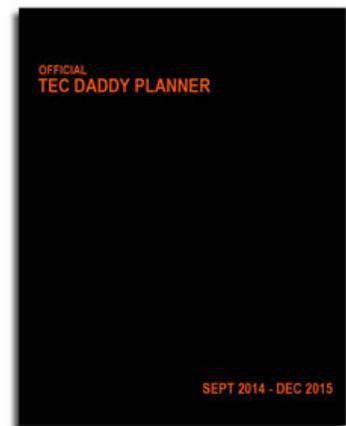
*Happy Thanksgiving!*

## **The Official Tec Daddy Planner**

The best, most efficient way of maximizing your career and improve your personal sales and profitability is to get organized and start keeping track of your sales figures.

Good salespeople set sales goals. You start setting sales goals by keeping track of what your sales are now, then gradually improving them on a daily basis.

Before you know it, you're the top selling salesperson or service technician.



The 2014-2015 Official Tec Daddy Planner helps you stay on top of your:

- Daily, weekly, monthly, and yearly sales totals
- Average daily and weekly totals
- Average sale
- Appointments.

### **FEATURES:**

- 14-MONTH PLANNER RUNS FROM NOVEMBER 2014 - DEC 2015!
- Heavy, rigid, leatherette covers
- Inlaid copper lettering
- Heavy-duty spiral bound
- High quality paper
- See an entire week at a glance
- Sales stats on every page
- Instructions on its use

- Tips on improving your sales.

Designed specifically for:

- Plumbing Techs
- HVAC Techs
- Electricians
- Salespeople
- Contractors.

This planner is based on the advice Tec Daddy provides in the very first video of the Tec Daddy series.

[Click here to watch the first video of the Tec Daddy series, where he explains the necessity of using a planner to log your sales, and how to do it.](#)

[Click here for more details, including a look at the inside pages, testimonials, and pricing.](#)



**Are your technicians going to tell you no one spends money during December?**

Dale Mincks is an expert on the Tec Daddy system. He will run actual service calls with your electricians, plumbers, and HVAC technicians, demonstrating how to increase sales simply by delivering a superior level of service.

Here's what a recent client had to say about this service:

*'In a nutshell, it was quite frankly the best service training that I ever remember having in my 18 years of ownership. I have never seen our techs that involved. The morning classroom session and review of the day before is invaluable. It gives the techs a chance to become comfortable with Dale and allows them to voice concerns and opinions. During these morning sessions, Dale was able to effectively establish himself as a good and honest guy who is trying to do the best thing for the company, the technician, and most of all the*

*customer. It also allowed Dale to get a feel for the makeup of the group and some of the obstacles he faced. We brought in our sales and office staff as well for the morning sessions, and all of them were so glad they attended. The written material is excellent.*

*The ride-alongs that Dale did with our techs have the potential to forever change the direction of their careers and the profitability of our service department. To a man the guys said that Dale never was pushy or dishonest. One of our techs even commented that he had no idea how 'easy' it is to sell things to people. (Maybe not the best wording, but you get the point.) One of the best lessons our guys learned during the ride-alongs was that a huge part of service is uncovering issues or potential issues to achieve total customer satisfaction. All the techs say that our customers have actually appreciated the courtesy inspections that they have performed. We are currently doubling our average ticket in the three days since Dale left. Thanks guys for this very valuable service.'*

Do you want to keep spending money to generate service calls and run service agreement inspections that result in '0' tickets? Or, do you want Dale Mincks to come to your shop and show your techs how to make more money simply by delivering a superior level of service?

Dale still has one week available during the months of November and December, and two weeks in the month of January, 2015.

Dale usually sells enough to cover his costs, so you've got the money. Plus **EVERYONE'S SALES GO UP, AND STAY UP!**

[Click here for complete details on Dale Mincks Service Technician Ride-alongs, including Dale's bio, his sales figures, a typical week, more testimonials, and costs.](#)

**Contact Information**

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