

Allenfarm Fence Company  
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To my fellow brothers and sisters in the fence world and Tom Luby

I had Tom come early this spring, just before the season started. It was a stressful week. I am glad we got through it. I think of it each time I look at any of my financial reports as they have so much more value and meaning to me now. Knowing what our true overhead and breakeven numbers are sure help in our decision making and bidding. We spent a lot of time putting our chart of accounts together in a way that works with his program. I am looking forward to this winter when I can again get back into the program and make much more use of it.

What a large source of information! The roadmap to success is a value that is hard to define. I recommend anyone wanting to use Tom's consulting services plan ahead and get to know him on the phone some and fill out all the forms he asks for as they themselves provide a lot of foundation for Tom to help you.

Another tip, read His books a couple of times. I reread them after our sessions and they made much more sense to me after a week of time together. Tom will say he has changed some since his books were written and has changed some views. I say read them anyway. I recommend you spend the time and money, especially the time to work with the roadmap program.

Tom, I think you should include a follow up visit (6 months or a season) to your clients when you sell the initial consult. Make the follow up an actual part of the consult. Keeps you in touch and involved with clients and we all love repeat business!

Thanks for your help and I look forward to our next visit.

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