



Case Study Index (click the links to read more)

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[My Contracting Mentor Gregg Wallick of Best Roofing: From \\$8.5 M - \\$50 + Million of Predictable Growth over 9 years in one regional market](#)

[Code Red Roofers: \\$3 - \\$11.5 Million of Residential Retail Service and Reroof Sales, Predictably. Adding Trucks, more time with family, giving back to community, multiple locations.](#)

[CIG Construction: From a Standing Halt, \\$0 - \\$5 Million of Commercial Sales in 24 months. After ten years of business unpredictability in residential storm market, changed to a commercial roofer.](#)

[Maxwell Roofing: \\$10 - \\$20 Million of Commercial Negotiated Sales in 5 years and Successful transition of Generational Leadership](#)

[Moss Roofing: \\$1 - \\$7 + in 36 months. From "mom and pop" to scalable business, all while having more time for his family.](#)

[Peak to Peak Roofing: \\$0 - \\$3.5 Million in Commercial Sales in 18 months, breaking the cycle of business unpredictability of residential roofing with insurance, fear and winter droughts](#)

[AIC Roofing: \\$3 - \\$7.5 + Million of Residential Retail Reroof Sales in 24 months, no longer tied to every deal. Having kids on his 6,000 Sq ft. Estate](#)

[Pride Roofing: \\$0 - \\$4.3 Million of Residential Sales in 12 months, from a standing halt, out of his house, bootstrapped. Now Kris and his team are moving to brick and mortar.](#)

[Avco Roofing: \\$0 - \\$7.5 Million of Commercial Sales in 24 months with 2 Account Executives.](#)

[Rackley Roofing: \\$8 - \\$13 Million of Commercial Service in 24 months. Construction division swapped from New Con Heavy to Reroof Heavy. Brand & Service Organization... Now a Sales Organization.](#)

[Target Roofers From Quote & Hope \(22% close rate\) to Predictable Sales \(35%\) in 8 months.](#)

[Eagle Concrete, Commercial Concrete Subcontractor: From \\$15-20M in 18 months. No longer calling themselves "Estimators"!](#)

[Springfield, Inc.: Commercial Roofing Specialists. Up 30%! Now closing larger re-roof deals, and no longer in "Scramble Mode"](#)

[Woodiwiss Painting: Selling to Prospects who are "willing to pay more", having their best year yet despite being shut down for 6-weeks!](#)