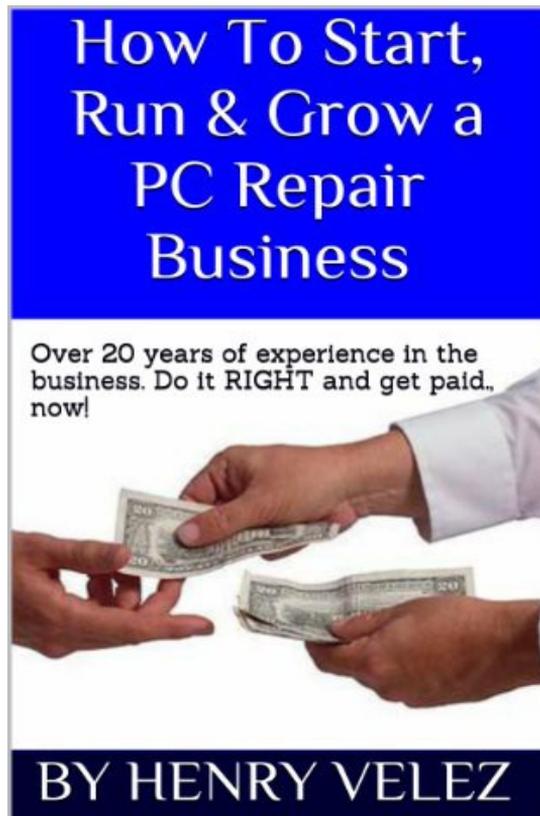


“HOW TO START, RUN & GROW A PC REPAIR BUSINESS”

by Henry Velez / Revised 2016

The Secrets You Need To Earn Real Income
In the PC Repair Service Industry

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PREFACE

Welcome.. and a small amount of congratulations is in order. You may not realize it fully just yet, but you've taken the first step in what can be a very enjoyable way to make a living.. putting your knowledge of PC repair to work. Earning for yourself not only steady income, but a steady flow of great people who appreciate the excellent service you are able to provide for them.

What I will be sharing with you is over 20 years of my experience in running a PC Repair business. You name the situation and I've probably handled it. You've made a good decision, to learn from someone who has been down the road and not only avoid making common mistakes.. but having an edge over the 'hobbyist' amateur who is going into this full of blind confidence and not much else.

Instead, I will share with you the specifics of making money.. real money in your hand just minutes after completing your services. Not only that, but if you run your business the way I have, try to be gracious as you humbly accept 'tips' and gifts as people show you just how thankful they are for what you've done for them.

So.. to get the most out of this investment you've made, here is your first assignment;

Get a note-pad and a pen. Nothing fancy, don't make this complicated getting some leather-bound notebook. Just one of those yellow legal pads and a pen.

Do this before you read the first chapter. Stop what you're doing and get these two items. The reason? I'm going to be giving you a lot of really good info and it's easy to get "brain overload". We don't want that to happen. Instead, every time you see something that sticks out to you..

write it down on your pad.

This will not only help you remember them better, but will give you a plan of action so you can stay focused as you get your business up and running. Every so often I will put something in bold. Not every great nugget is in bold, but if it is.. jot it down for later use!

In **Section II** we will be covering the Tech end of things. This is where you will find the links to download (for free) various software diagnostic tools you will eventually need. **Most are in ISO format and can be burned to CD/DVD** for use in the field with any ISO burning software. Here is a [Quick List of a few available](#) online.

So.. got your notepad? Good. Let's move forward..

Henry Velez

p.s. Now that I'm retired, I'm enjoying life in the tropics. :)

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A Bit About 'Henry The Computer Guy'..



I began my fascination with computers back in 1983, programming a tiny 64k unit. I progressed to Amigas, Commodores, IBM PCs, DOS, the first Windows O/S and just kept on going right up to the current Windows7. (at this writing, Win8 should be unveiled soon.) In 1993 I began exploring the internet using FTP/Chat-clients and quickly learned HTML programming before there was any software written to compile html like we have today. (*FrontPage, WordPress, etc.*)

Talk about a steep learning curve back then. When my PC would have problems, or I needed to do upgrades there simply was no one around to be found who even had a computer in my area. I was forced to learn how to maintain this machine just like those pioneer guys who bought the first Model T.

As the years went by, eventually other people I knew bought a computer, way before the internet, and since I now had experience de-bugging these machines.. I soon became "*Henry.. the computer guy.*". I was fascinated with the whole idea of fixing them and when the Net was in full force I was

the 'go to' guy when people wanted a website. All I had to do was mention that I built websites and businesses were ready with check in hand to get in on this whole 'world wide web' experience everyone was buzzing about.

Skip forward to the last few years, you would think that the competition would be stiff. It seems like every teenage kid with an internet connection is out 'fixing' computers at a discount price. Well.. I have good news for you.. there is a huge demand for REAL PC repair persons who deliver trustworthy experience.. people who not only know what they're doing, but know how to win over customers and get referred to their neighbors and friends.

On this I built my business with more PC calls than I could give adequate attention to. How did I do it? Well, since you laid down your duckets for this eBook.. I'm going to share with you how to separate yourself from the amateur and be seen as the professional 'go to' guy (or gal) people think of when they need their PC fixed. Take a moment to click on the Recommendations' tab to see what just a few of my many clients have to say about me and the services I provide; <http://www.stik.com/henry.velez>

Everyone these days wants to know where to find a reliable and honest PC Repairman. And that's the beauty of this whole business.. just like automobiles, eventually their PC will break down. They will either get a virus they can't remove (or their kids will infect it), they'll want to upgrade memory or want a website. And when that happens.. you want to be the first person they think of and call!

Okay, enough about me.. let's get crackin'!..

Section I: Getting Started, Getting Clients

Part I: The Massive Demand For PC Repair

In **Section II** we'll get into the nitty-gritty Tech end of the business. But there's a good reason I'm starting with this part of your business. The reason is because of all the things you do, this is your foundation. The idea of 'abundance'. You wanted to jump to the front of the line by gleaning from my experience and here is my first lesson to you.

“Think in terms of ABUNDANCE.”

(Got your notepad?.. write this down. This is one of those important things you will want to remember.)

If you stray from this you will begin to turn into just another hack out there trying to squeeze a buck here and there. That's not you.

You are the person who is going to have plenty of calls coming in even when you have practically zero ads out there. No, I'm not talking about “name it and claim it” or “fake it til you make it” seminar nonsense. I'm talking about having a philosophy that will have your phone ringing because your customers TRUST your abilities and they TRUST advice. It's not magic. Its how people think and give referrals.

Consider again the car mechanic. When your car breaks down the last thing you want is to get hosed by some mechanic who plays on your lack of knowledge to screw an extra couple hundred bucks out of you. What do you do? You call your friends and ask them, “Hey.. do you know a good mechanic? My car broke down and I need someone reliable.. know

anyone?"

The PC business is NO DIFFERENT.

Imagine, for a moment, that the Mayor of your city calls you into his office for a meeting. Yes, you.. just you. Why? Because he's got himself a problem. You see, in his fair city, citizens everywhere.. on a daily basis are suffering from PCs that are breaking down, getting viruses or need upgrades. The numbers are in the hundreds per day, thousands per week.

He heard that you know how to fix PCs and he wants YOU to fix ALL of them. Can you imagine what would happen from that point on? You would work yourself into exhaustion going from one home or business to another.. never sleeping until you finally collapsed from a heart attack and died.

Well.. that's how many PCs are in need of repair every day in just your city. Now.. add in the city to the south, the north, east and west of you. Every PC within 30 minutes drive of your home is worth getting into the car to do a Service Call.

The fact of the matter is; There is far more work out there than you can keep up with! What I have observed after over 20+ years in the business is that even a brand-new PC in the hands of the average home user will end up either infected with viruses or with a mangled O/S almost every 3 to 6 months like clockwork. Just like cars, PCs break down.. only on a far more regular basis!

Add to that the people who are still hanging on to their 8 year old 'dinosaur' PC that needs memory upgrades to keep up with all the Windows Updates, Java and Flash and there is just an abundance of work out there waiting for you to make some serious cash on. It really all comes down to time-management. How many hours do you want to

work? Are you a 'night-owl' willing to work late hours? Weekends? My son does PC work part-time while attending college. (He's not out to run a business, he's a full-time student and just services PCs for fellow students for extra spending cash.)

“But.. what about all those other guys on Craigslist fixing PCs for \$25? I can't compete with that!”, you might be thinking.

Lightweights! 99% of those guys are;

(a) High school kids hoping to make a few bucks. No business sense for the most part and unreliable.

(b) Guys who are in-between jobs and “taking a stab” at PC repair with no commitment for the long haul. Once they get a job offer somewhere, they're out of the biz.

(c) Guys looking at the small picture, out to screw people over for over-priced service.

None of these amateurs is any threat to your business. In fact, most people have dealt with one of these fly-by-night operations and will LOVE you even more for providing the sort of service I am going to lay out for you here in this book. All of these “geek” guys thought running a PC biz would be like falling off a log and they made every mistake in the book. And they're wondering why nobody ever calls them back with a referral.

I have customers that I've serviced for over seven years. I have customers who have sent me over 7 or 8 referrals from among their neighbors, family, friends or co-workers. I have customers who do everything from make me lunch/dinner while I'm there to giving me bottles of wine or cash tips because they were so impressed with my SERVICE and attitude. One client even gave me an antique tin-toy from his private collection as gratitude for the personal service I'd given them. They liked knowing, they even brag to their friends, that they “HAVE a Guy” who handles all their PC issues. Just like when people brag they “KNOW a good mechanic”.

You can order the full 90-page e-book and within minutes have in your hands my 20 years of experience at your fingertips. The money is out there, just waiting to be earned. Give yourself the advantage. Get the info that will have you up and running the right way from the start! Click the image below to get started.



Henry Velez

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