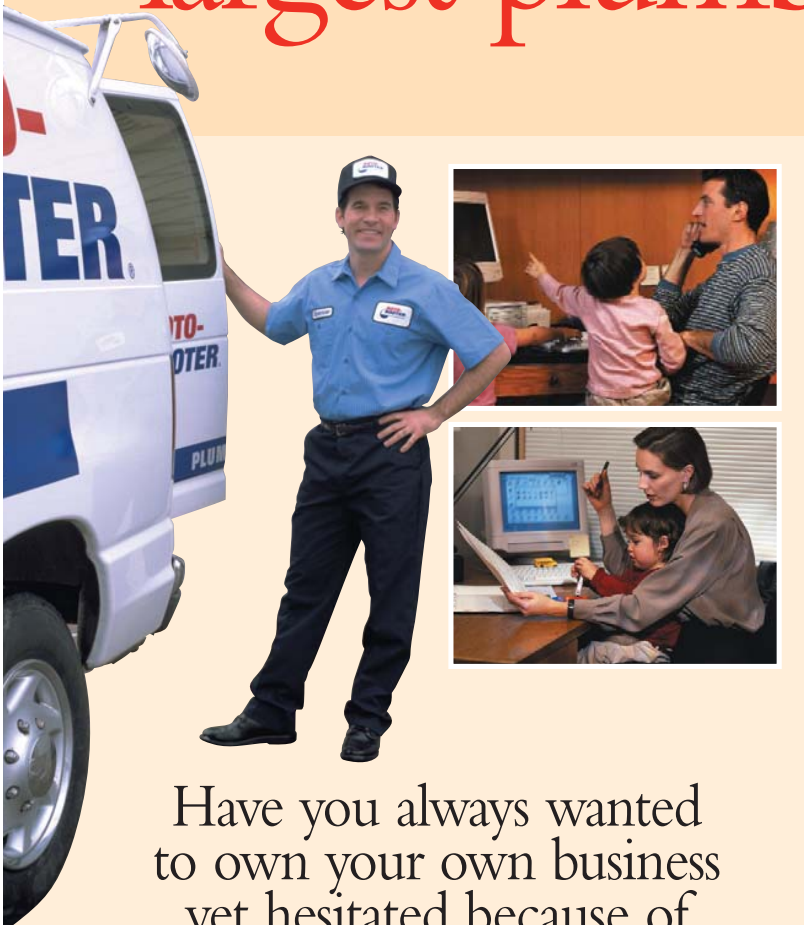


Have you  
always wanted  
to run your  
own business?



# Partner with the world's largest plumbing company



Have you always wanted to own your own business yet hesitated because of the risk involved?

When starting a new business, you'd have to face tough issues like:

- Little or no support
- Finding customers
- Creating and placing advertising
- Establishing a name and reputation

And, if things didn't go well right away, you'd be totally on your own, putting your life's savings and the welfare of your family on the line for an idea that may or may not work.

## ROTO-ROOTER TAKES THE RISK AWAY

Join Roto-Rooter's independent contracting team and enjoy the best of both worlds — running your own business while enjoying the support of a large national company with a famous brand name and spotless reputation with customers.

## WHAT WE PROVIDE

As a Roto-Rooter independent contractor, you'll receive:

- Advertising, including yellow pages
- Telephone equipment and payment of monthly telephone bills
- Use of the famous Roto-Rooter name and jingle
- Complete computer system and software
- 24-hour software support line
- Training on proven business methods
- Identity items such as truck decals, uniform patches, etc.
- Equipment, including drain cleaning machines, water jetters, cameras, backhoes, pump trucks and other heavy equipment
- Management, accounting and marketing support
- Established sales base

## WHAT IT TAKES TO BE A ROTO-ROOTER CONTRACTOR

Roto-Rooter is looking for ambitious, innovative and technically competent individuals. Good management skills and a desire to grow the business are also necessary. A contractor must possess or be willing to obtain a plumbing license, or the contractor must employ a licensed plumber.

## BENEFITS OF JOINING THE ROTO-ROOTER TEAM

- Be your own boss
- Opportunity to run your own business and manage others
- Support of a national company
- Established customer and sales base
- Paid advertising program
- Relocation opportunities (if desired)
- Proven operating systems

## WHAT YOU PROVIDE

- All service vehicles
- Uniforms
- Accessories (cable, blades, hand tools, etc.)
- Plumbing and drain cleaning parts
- Equipment maintenance
- Personnel wages and taxes
- Management of day-to-day operations
- Insurance
- Initial start-up capital
- Answering service and beepers
- Shop/office

## HERE'S HOW IT WORKS

Contractor territories are owned by Roto-Rooter and are generally in smaller markets with a population ranging from 200,000 to 1,000,000. Through a contractor agreement, Roto-Rooter contracts with an individual(s) to run a Roto-Rooter business in the territory. Many contractors are husband and wife teams, with the husband doing some of the service work himself and supervising the service force, while the wife takes service calls and manages the office. However, there are also individuals who run successful Roto-Rooter contractor businesses.

The contractor keeps his portion of all sales: labor, parts and consumer product sales. After expenses, a contractor's yearly income will range between 8% and 12% of customer sales. Depending on the size of the market and the number of technicians, annual earnings for Roto-Rooter contractors can range between \$40,000 and \$180,000. Your own ambition and hard work will determine the size and profitability of the business you are able to grow.

## NEXT STEPS

If you are interested in learning more about contractor opportunities with Roto-Rooter, please visit our Web site at [www.rotorooter.com](http://www.rotorooter.com), e-mail us at [contractorrecruiting@rrsc.com](mailto:contractorrecruiting@rrsc.com) or call our national management recruiter at 1-800-780-3292. We would be happy to answer any questions and discuss the next steps.

ROTO-ROOTER SERVICES COMPANY,  
HEADQUARTERED IN CINCINNATI, OHIO,  
IS THE LARGEST PROVIDER OF PLUMBING  
AND DRAIN CLEANING SERVICES IN  
NORTH AMERICA. FOUNDED IN 1935,  
ROTO-ROOTER'S NETWORK OF  
COMPANY-OWNED OPERATIONS AND  
FRANCHISES NOW PROVIDES PLUMBING  
AND DRAIN CLEANING SERVICES TO AREAS  
THAT INCLUDE 90% OF THE U.S. POPULATION  
AND 55% OF THE CANADIAN POPULATION.





Roto-Rooter is clearly America's largest drain cleaning company and now does about one out of every seven drain cleaning jobs nationwide. The company's famous jingle, "And Away Go Troubles Down the Drain,"



has established Roto-Rooter as the company to call when homeowners have a clogged drain. Roto-Rooter's fastest growing line of business is plumbing repair and service. Plumbing sales have been

growing at double-digit rates since the mid-1980s. Another area of opportunity is to serve businesses as well as homeowners.



Commercial focus includes food service establishments as well as large property management companies. Large commercial customers need plumbing and drain cleaning services seven

to ten times more often than homeowners, plus they can benefit from purchasing customized preventive maintenance agreements.

Today, Roto-Rooter Services Company is focused on implementing its vision of growing the business by being a great place to work and by providing world-class service.

*"The name alone carries tremendous impact. People are very happy to deal with us."*

**WINNIPEG, CANADA**

*"I can get out of the business as much as I put into it. I have the control. If I want to try something new, possibly try something different to help grow my profits, I have the freedom to do that."*

**SARASOTA, FLORIDA**

*"You have a lot of freedom to try out your own ideas in the business world."*

**AKRON, OHIO**

*"Anything that I've needed for the business, I've been able to get from Roto-Rooter."*

**FT. MYERS, FLORIDA**

*"Roto-Rooter has provided top-of-the-line equipment and training."*

**SANTA FE, NEW MEXICO**



*AND AWAY GO TROUBLES DOWN THE DRAIN*



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**VISIT US AT OUR WEB SITE:  
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