

## Tex Baker's BRN Group #3 Bio Sheet

Name: Tex Baker  
Company: Buddy's Flooring America  
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Web page: <http://www.buddyscarpet.com/>

### **Overview of Products/Services**

Flooring:

Ceramic Tile  
Vinyl  
Hardwood  
Carpet  
Laminate

### **What makes you different from your competition?**

- 28 years of experience
- Huge buying power
- Superb warranties
- Excellent installers

### **Ask for Business: "A good referral/lead for me is..."**

- New Home Construction
- Remodels
- Small Commercial Jobs
- Fixing Up Existing Home

### **A qualifying question to pose to prospect?**

- Are you selling the house?
- How long do you plan to be in the house?
- What type of flooring are you looking for?

### **Memory Hook and then Conclude with Name and Company.**

"You have a Buddy in the carpet business"

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