



The Business of Re-Roofing: An Owner's Manual

Neal Middleton

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People do not generally describe their reason for being in the roofing business by saying, "It's fun, exciting, and I really love helping people." They do it because there is a demand for it and because they can make money doing it. Sometimes, if they do almost everything right, they can make a lot of money doing it. Sometimes, if they do almost everything right, they can lose their shirts. Likewise, either of those results can occur when they do almost everything wrong. It's a perplexing business. In the uniquely entertaining guide *The Business of Re-Roofing: An Owner's Manual*, author Neal Middleton provides a clear, concise roadmap for long-term success in the roofing business. The formula Middleton outlines in *The Business of Re-Roofing: An Owner's Manual* is valid, tested, and proven in a variety of circumstances, from the fast-paced and highly competitive marketplace of the Washington, D.C. Metro area, to small markets like Stroudsburg, PA. It's not a theory, or a speculation, or a hypothesis. It simply works-and it can help you create a successful re-roofing business!

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