



## MAKE MORE \$\$\$\$ & REDUCE COSTS

### Add A One Year NWS Warranty To All Your PCs.

Did you know that, with our possible 12% 'Mates Rates' Loyalty Rewards Program discount, the cost of a one year Australia-wide, on-site, Same Day/Next Day NWS Premium Warranty with Instant Parts Replacement reduces to **just \$34 ex?**

Not only do you give your customers a much better warranty solution with Australia-wide local on-site high priority same day service, and instant parts replacement, you get paid for warranty service, instead of doing 'free' RTB work.

Now, having built in the cost of the one year warranty into your system cost as a great value-add and product differentiator for your products and PC sales (how many extra PCs will this help you sell?), the cost to you of upgrading the one year warranty to a THREE year warranty is just under or just over **\$40ex.**

Yet you should be able to sell the upgrade to three years for **around \$110ex.**

(Notice, this still keeps to that rule of thumb we recommend for retail PC warranty pricing of '\$1 per week for peace of mind'.)

This is **around 300% margin!** How much margin do you make on your PCs???

Even if you only manage to up-sell just 50% of the PCs you sell, that profit margin will pay for the one year warranty costs on ALL your systems - and still leave you with a great profit!!

And, at the same time, you have reduced your service costs & increased your service income, because you will now get paid for any warranty work, and over the whole period of the much longer warranty.

On 20 up-sells per month, you have made an **extra \$2,400 profit!**

Plus, and even better, as well as being paid for warranty work instead of the cost of doing free RTB work, you build customer loyalty - and get a lot more chargeable sales & service work in the process of the warranty work.

*So does this sound like a plan, guys???*

**Call us on 07 3117 9465 to get started today.**

**P.S.** Don't forget our patented Instant Warranty Delivery System means you only purchase a warranty after you have sold it - and you get instant warranty delivery and instant warranty activation. And just pay at end of the month.