

HI EVERYBODY!

(Hiiiiiii Kennnn...)





You are probably wondering?

- HOW MUCH WILL IT COST?
- WHEN CAN THE WORK BE SCHEDULED?

However...

P1 = Problems

Determining & Qualifying Your Needs



Questions You Should Ask:

- What is the proper design or scope of the work for your project?
- What are the specifications that will achieve the scope of the work?
- What criteria are required for Qualifications and Selection?
- Does “The Stress Relief Guy” have adequate insurance?



Let's take a look at P2...

P2 = Product

Satisfaction and Trouble-Free Service



Questions You Should Ask:

- What are the preparation requirements that impact long-term performance?
- What are the proper training and materials for the project?

Let's take a look at P3...

P3 = People

Never Buy a Product... Buy "The Stress Relief Guy"



Questions You Should Ask:

- How long has "The Stress Relief Guy" been in business?
- Can "The Stress Relief Guy" provide references?
- Is "The Stress Relief Guy" licensed/registered with the State?
- Is "The Stress Relief Guy" approved or certified?
- Is "The Stress Relief Guy" a member of his trade organization?

Let's take a look at P4...

P4 = Price Expense or Investment



Questions You Should Ask:

- How do you determine the price is right?
- Has “The Stress Relief Guy“ worked nearby for price comparison?
- Has “The Stress Relief Guy“ done similar projects in scope and size?
- Are there potential and unforeseen and unknown extra costs?
- Is “The Stress Relief Guy“ proposal clear and understandable?

Which of these questions
would you like to review?

P1 = Problems

Determining & Qualifying Your Needs



Questions You Should Ask:

- What is the proper design or scope of the work for your project?
- What are the specifications that will achieve the scope of the work?
- What criteria are required for Hypnotist Qualification and Selection?
- Does “The Stress Relief Guy” have adequate insurance?



Let's take a look at P2...

NAME: BN1 Referral

DATE: Today, 2022

HOPE TO ACIEVE

Statement of Desired result Stop Smoking - Stress Relief

client initials BR

CURRENT FEELINGS

Fear
Embarrassment
Anger
Shame
Weak

FUTURE FEELINGS

Relief
Freedom
Self Confidence
Proud of self
Alive
At Peace

What bad things might happen if you achieve result?

Get Grovchy
Gain Weight

Solution

- Decision
- Stop smoking/Chewing
- Naturally Trim Eating Strategy
- Space 1
- Space 2
- Talk with mind
- Visual Squash
- Kinesthetic Swish
- Circle of Excellence
- Belief Change
- Eyes of someone who loves me
- Body of Confidence/love of body
- Manual
- 45 Second Self Hypnosis

SPECIAL ASSIGNMENTS:

- Stop Smoking Pre-talk
- So...Who cares this will change in 1 week
- Self-Hypnosis Cd for practice

NOTES:

Loves Hiking
Retiring Soon

Basic Habits (Known) To Be Changed

Re Code car crash
Family Trauma
Junior Year Hi.Sch.

Optimal Session

P1 = Problems

Determining & Qualifying Your Needs



Questions You Should Ask:

- What is the proper design or scope of the work for your project?
- What are the specifications that will achieve the scope of the work?
- What criteria are required for “The Stress Relief Guy“ Qualification and Selection?
- Does “The Stress Relief Guy“ have adequate insurance?



Let's take a look at P2...

NLP Comprehensive

Hereby certifies that

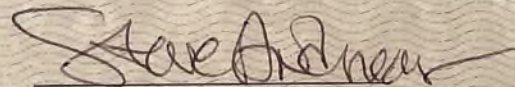
Kenneth Hatcher

has completed a 20-day course in Neuro-Linguistic Programming and demonstrated competency in the skills, as well as alignment with the attitudes and presuppositions required for using NLP techniques respectfully. NLP Comprehensive confers upon the holder of this certificate the right to use the title of

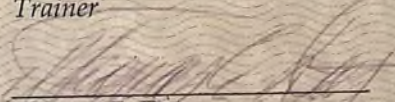
Certified Practitioner of Neuro-Linguistic Programming

On behalf of NLP Comprehensive, who designed and delivered this program, the following have affixed their signatures and the NLP Comprehensive seal to confirm this certification

this 13th day of August, 2004.



Steve Andreas
Trainer



Thomas E. Dotz
President

5071
Certificate #



Smoke Free International

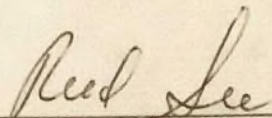
This is to certify that

Ken Hatcher

having satisfied the requirements for graduation prescribed by this Organization,
upon recommendation of the Faculty and by authority of the Board of Directors,
is awarded the title of

Smoking Cessation Specialist

in Testimony Whereof the Authorized Officers have
hereto subscribed their names



Reed See, President

July 31, 2005

Date



INTERNATIONAL
HYPNOSIS  **FEDERATION**®

30819 Casilina Drive
Rancho Palos Verdes, CA 90275 USA
310-541-4844 800-366-7908
ihf@cox.net www.hypnosisfederation.com

IN ACKNOWLEDGEMENT OF THE DEDICATION AND OUTSTANDING PERFORMANCE IN THEIR FIELD,
THE INTERNATIONAL HYPNOSIS FEDERATION CERTIFIES THAT

KEN HATCHER

HAS BEEN SELECTED AS AN INTERNATIONAL HYPNOSIS FEDERATION

SMOKE CESSATION SPECIALIST

IN WITNESS WHEREOF, THE SIGNATURE OF THE ADMINISTRATION IS HEREUNTO AFFIXED ON THIS DATE **AUGUST 2005**



Shelley Stockwell-Nicholas

Shelley Stockwell-Nicholas, PhD
IHF FOUNDER & PRESIDENT

P1 = Problems

Determining & Qualifying Your Needs



Questions You Should Ask:


- What is the proper design or scope of the work for your project?
- What are the specifications that will achieve the scope of the work?
- What criteria are required for “The Stress Relief Guy“ Qualification and Selection?
- Does “The Stress Relief Guy“ have adequate insurance?



Let's take a look at P2...

Insurance Courtesy of Cindy Sams of AAA

*(Formerly of Monteith Insurance...)

ACORD		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY)		
				10/08/2020		
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.						
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).						
PRODUCER		CONTACT NAME:				
Hiscox Inc.		PHONE (888) 202-3007		FAX		
520 Madison Avenue		E-MAIL contact@hiscox.com		I.A.C. No:		
32nd Floor		ADDRESS:				
New York, NY 10022		INSURER(S) AFFORDING COVERAGE				
		INSURER A: Hiscox Insurance Company Inc		NAIC # 10200		
INSURED		INSURER B:				
American Institute of Mind Mastery, LLC dba Accelerated Hypnosis LLC		INSURER C:				
926 Stevens Drive		INSURER D:				
Suite 1F		INSURER E:				
Richland WA 99352		INSURER F:				
COVERAGES		CERTIFICATE NUMBER:		REVISION NUMBER:		
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.						
INSTR. LTR.	TYPE OF INSURANCE	ADDITIONAL INSURED	POLICY NUMBER	POLICY EFF. (MM/DD/YYYY)	POLICY EXP. (MM/DD/YYYY)	LIMITS
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY					EACH OCCURRENCE \$ 1,000,000
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR					DAMAGE TO RENTED PREMISES (Ea. occurrence) \$ 100,000
A	<input checked="" type="checkbox"/> Primary & Non Contributory	Y	UDC-4625597-CGL-20	10/31/2020	10/31/2021	MED EXP (Any one person) \$ 5,000
	GENL. AGGREGATE LIMIT APPLIES PER:					PERSONAL & ADV INJURY \$ 1,000,000
	<input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC					GENERAL AGGREGATE \$ 2,000,000
	OTHER:					PRODUCTS - COMP/OP AGG \$ S/T Gen. Agg.
	AUTOMOBILE LIABILITY					COMBINED SINGLE LIMIT (Ea. accident) \$
	<input type="checkbox"/> ANY AUTO					BODILY INJURY (Per person) \$
	<input type="checkbox"/> OWNED AUTOS ONLY					BODILY INJURY (Per accident) \$
	<input type="checkbox"/> HIRE AUTOS ONLY					PROPERTY DAMAGE (Per accident) \$
	<input type="checkbox"/> SCHEDULED AUTOS ONLY					
	<input type="checkbox"/> NON-OWNED AUTOS ONLY					
	UMBRELLA LIAB					EACH OCCURRENCE \$
	<input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE					AGGREGATE \$
	DED. RETENTION \$					
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY					PER STATUTE \$
	ANY PROPRIETOR/PARTNER/EXECUTIVE/OFFICER/MEMBER EXCLUDED?	Y/N	N/A			OTHER \$
	(Mandatory in NH)					E.L. EACH ACCIDENT \$
	If yes, describe under DESCRIPTION OF OPERATIONS below					E.L. DISEASE - EA EMPLOYEE \$
						E.L. DISEASE - POLICY LIMIT \$
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)						
Certificate holder is listed as Additional Insured to include primary & non contributory language, and Waiver of Subrogation						
CERTIFICATE HOLDER				CANCELLATION		
Achuck Family Partnership LP 1698 Greenbriar Dr. Walla Walla WA 99362				SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.		
				AUTHORIZED REPRESENTATIVE		
						

P2 = Product

Satisfaction and Trouble Free Service



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Let's take a look at P3...

HOPE TO ACIEVE

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Proud of self
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Solution

- Decision
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- Space 1
- Space 2
- Talk with mind
- Visual Squash
- Kinesthetic Swish
- Circle of Excellence
- Belief Change
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- Manual
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NOTES:

Loves Hiking
Retiring Soon

Basic Habits (Known) To Be Changed

Re Code car crash
Family Trauma
Junior Year Hi.Sch.

Optimal Session





Option 1:

Close your eyes, I'll chatter for 47 minutes.
Stop Smoking and Forget it!

Or

Option 2:

Laugh, Learn, and Feel Fantastic
EVERY TIME
You SAY NO to tobacco.

Use on any other Habit you choose!



As Ron White would say,

“Take the donkey or take the tram. It is the same price.”

P3 = People

Never Buy a Product... Buy "The Stress Relief Guy"



Questions You Should Ask:

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Let's take a look at P4...



Since 2006

That's 18+ Years

P3 = People

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See Testimonials
Page

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Let's take a look at P4...



BUSINESS LICENSE

STATE OF WASHINGTON
Limited Liability Company

ACCELERATED HYPNOSIS LLC
STE 1F
925 STEVENS DR
RICHLAND WA 99352-3523

UNEMPLOYMENT INSURANCE - ACTIVE
TAX REGISTRATION - ACTIVE

INDUSTRIAL INSURANCE - ACTIVE

Issue Date: Sep 24, 2021
Unified Business ID #: 604300837
Business ID #: 001
Location: 0002
Expires: Jun 30, 2022

CITY ENDORSEMENTS:

RICHLAND SERVICE BUSINESS - ACTIVE
WALLA WALLA GENERAL BUSINESS - NON-RESIDENT - ACTIVE
YAKIMA GENERAL BUSINESS - NON-RESIDENT - ACTIVE

LICENSING RESTRICTIONS:

Not licensed to hire minors without a Minor Work Permit.

REGISTERED TRADE NAMES:

ACCELERATED HYPNOSIS LLC

This document lists the registrations, endorsements, and licenses authorized for the business named above. By accepting this document, the licensee certifies the information on the application was complete, true, and accurate to the best of his or her knowledge, and that business will be conducted in compliance with all applicable Washington state, county, and city regulations.

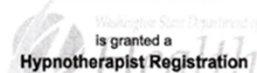
Vikki Smith

Director, Department of Revenue

Washington State Department of Health

By the authority of Chapter 18.19 RCW this person

Kenneth Brian Hatcher



is granted a

Hypnotherapist Registration

Status
ACTIVE

Effective Date
07/19/2021

Initial Issuance
03/21/2011

Credential Number

HP 60211640

Expiration Date
07/22/2022

C. J. ...
Secretary

Do not let your credential expire!

You must make sure the Department of Health has your renewal before your license expires. It is a violation of the law to practice without a current license and you may be subject to disciplinary action.

A timely postmark on your renewal will not prevent an expired credential.

Renewals sent by mail take about two weeks to process.

Personal Copy of Your Credential

Washington State Department of Health
By the authority of Chapter 18.19 RCW this person
Kenneth Brian Hatcher

is granted a

Hypnotherapist Registration

Status
ACTIVE

C. J. ...
Secretary

Credential Number
HP 60211640

Expiration Date
07/22/2022

P3 = People

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- Is "The Stress Relief Guy" approved or certified?
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Let's take a look at P4...

IHTP

International Hypnosis Training Program™

Be it known that

Kenneth B. Hatcher

has completed the required hours in hypnotism practice management curriculum and development promotion and is hereby awarded this certificate of completion in

Complete Hypnotism Business Training™

The trainers have therefore signed in witness to training hours and proficiency.

Trainer: *Scott McFall*

Scott McFall

Date: October 27, 2007

Document Number: IHTP1040



INLTP

International Neuro-Linguistic Training Program™

Be it known that

Ken Hatcher

has completed 140 hours of contact training and independent study on the skills of neuro-linguistics and is hereby awarded this certificate of completion in

Master Practitioner Level Neuro-Linguistics

The trainers have therefore signed in witness to training hours and proficiency.



Trainer: *Scott McFall*

Scott McFall

Date: June 10, 2008

Document Number: NLP3009

THE NATIONAL FEDERATION OF NEUROLINGUISTIC PROGRAMMING

Headquarters: 1532 US 41 By-Pass S., # 287, Venice, Florida 34293 USA

Duly Recognizes and Certifies that

Kenneth B. Hatcher

has successfully completed the studies and has demonstrated competency and skill in the training techniques of NLP and is conferred the title:



*Trainer of
Neurolinguistic Programming*



with all the Privileges, Honors, and Responsibilities thereto.

*In witness whereof, the signature of the administrator is
affixed on this 27th Day of August 2008.*

Dr. William D. Horton, President

W. William D. Horton





National Guild of Hypnotists Inc.

Merrimack, New Hampshire
(Established 1951)

This is to certify that Kenneth Hatcher, having satisfactorily completed the required studies, has been found by the Board of Directors to possess the qualifications required by Constitutional bylaws, and is hereby registered as

Certified Hypnotist

In Witness Whereof, the Signature of the Administrator is

hereunto affixed on this 7th day July, 2009



Dwight F. Damon, Ad. 7/7/09
Dr. Dwight F. Damon, President

Advisory Board:

- | | | |
|---------------------------------|-----------------------------|-------------------------------|
| George H. Baranowski, CI, FNGH | Marilyn Gordon, CI | Patricia MacIsaac, L.P.N., CI |
| Lindsey Bates, D.Min, CH | Lisa Halpin, CI, BCH | Marie M. Mongan, M.Ed., CI |
| Shaun Brookhouse, Ph.D., FNGH | Richard Harte, Ph.D., BCH | Edward W. Morris, M.Ed., CI |
| Georgina Cannon, CI | John C. Hughes, DC, DNGH | Donald J. Mottin, CH, FNGH |
| Anthony DeMarco, LL.B., Ph.D. | Gerald Kein, B.A., FNGH | Robert J. Sherman, M.D. |
| Elsom Eldridge, Jr., EdM | Maurice Kershaw, M.A., FNGH | Jerry Valley, M.A.C.P., CI |
| C. Scot Giles, D.Min., CI, FNGH | Ormond McGill, Ph.D., DNGH | |

Bennett/Stellar University

of Neuro-Linguistics & Hypnotherapy

D i p l o m a

hereby Certifies that
Ken Hatcher

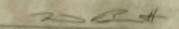
has successfully completed a training course and has demonstrated a high degree of competence and skill.
Bennett/Stellar University, a Washington State Licensed institution of higher education, hereby confirms that
the bearer of this diploma of certification has met all educational requirements of the art and science of

Hypnosis Mastery
in Healing and Success Arts and Sciences

6/29/14

with all rights and privileges ensuing there from.
In witness thereof, the following have affixed their signature hereto on




Michael A. Bennett, Director

Bennett/Stellar University

of Neuro-Linguistics & Hypnotherapy

D i p l o m a

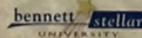
hereby Certifies that
Ken Hatcher

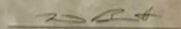
has successfully completed a training course and has demonstrated a high degree of competence and skill.
Bennett/Stellar University, a Washington State Licensed institution of higher education, hereby confirms that
the bearer of this diploma of certification has met all educational requirements to be known as a

Clinical Hypnotherapist
in Healing and Success Arts and Sciences

6/29/14

with all rights and privileges ensuing there from.
In witness thereof, the following have affixed their signature hereto on




Michael A. Bennett, Director

Bennett/Stellar University

of Neuro-Linguistics & Hypnotherapy

D i p l o m a

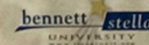
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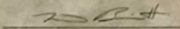
has successfully completed a training course and has demonstrated a high degree of competence and skill.
Bennett/Stellar University, a Washington State Licensed institution of higher education, hereby confirms that
the bearer of this diploma of certification has met all educational requirements to be known as a

Neuro-Linguistic Life Coach®
in Healing and Success Arts and Sciences

6/29/14

with all rights and privileges ensuing there from.
In witness thereof, the following have affixed their signature hereto on




Michael A. Bennett, Director

Bennett/Stellar University

of Neuro-Linguistics & Hypnotherapy

D i p l o m a

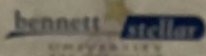
Solely Certifies that
Ken Hatcher

has successfully completed a training course and has demonstrated a high degree of competence and skill.
Bennett/Stellar University, a Washington State Licensed institution of higher education, hereby confirms that
the bearer of this diploma of certification has met all educational requirements to be known as a

Communications & Life Mastery Specialist
in Healing and Success Arts and Sciences

6/29/14

with all rights and privileges ensuing there from.
In witness thereof, the following have affixed their signature hereto on



Michael A. Bennett
Michael A. Bennett, Director



Bennett/Stellar University

of Neuro-Linguistics & Hypnotherapy

D i p l o m a

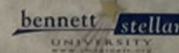
Solely Certifies that
Ken Hatcher

has successfully completed a training course and has demonstrated a high degree of competence and skill.
Bennett/Stellar University, a Washington State Licensed institution of higher education, hereby confirms that
the bearer of this Diploma of certification has met all educational requirements to be known as a

TimeLine Coach & Trauma Release Specialist
in Healing and Success Arts and Sciences

6/29/14

with all rights and privileges ensuing there from.
In witness thereof, the following have affixed their signature hereto on



Michael A. Bennett
Michael A. Bennett, Director



Bennett/Stellar University
of Neuro-Linguistics & Hypnotherapy

D i p l o m a

Hereby Certifies that
Ken Hatcher

has successfully completed a training course and has demonstrated a high degree of competence and skill. Bennett/Stellar University, a Washington State Licensed institution of higher education, hereby confirms that the bearer of this diploma of certification has met all educational requirements of the art and science of

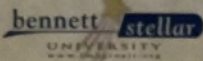
DreamSculpting®

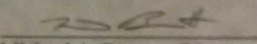
The Art of Personal and Professional Achievement

6/29/14

with all rights and privileges ensuing there from.

In witness thereof, the following have affixed their signature hereto on




Michael A. Bennett, Director

Bennett/Stellar University
of Neuro-Linguistics & Hypnotherapy

D i p l o m a

Hereby Certifies that
Ken Hatcher

has completed a practitioner level training in Reiki levels I, II & Advanced skills and has demonstrated the highest degree of competence and skill. Bennett/Stellar University and Reiki Master Michael Bennett do hereby confer the holder of this certificate to be attuned in

和
靈
氣

The Asian and Tibetan Healing Art of

Reiki

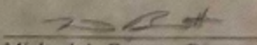
Levels I & II

6/29/14

with all rights and privileges ensuing there from.

In witness thereof, the following have affixed their signature hereto on




Michael A. Bennett, Director

P3 = People

Never Buy a Product... Buy "The Stress Relief Guy"



Questions You Should Ask:

- How long has "The Stress Relief Guy" been in business?
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Let's take a look at P4...



INTERNATIONAL HYPNOSIS FEDERATION

30819 CASILINA DRIVE
RANCHO PALOS VERDES, CALIFORNIA 90275

The President and the Board of Directors of the International Hypnosis Federation

HEREBY CERTIFIES THAT

Ken Hatcher

Has been selected as an International Hypnosis Federation

Registered Member

with all the privileges and benefits accorded thereto

in witness whereof, the signature of the administration is hereunto affixed

Registration Date: August, 2005

Registration Number: 10882

Shelley Stockwell-Nicholas

Shelley Stockwell-Nicholas, PhD President & Founder

AUGUST, 2005

Date



Certificate of Membership

Kenneth B. Hatcher, CT.NLP

*has been found by the Board of Examiners to Possess the Educational and Training Qualifications
Required by the Federation and is Hereby Authorized to the Membership of*

*The National Federation of NeuroLinguistic Programming
NLP for the 21st Century*

Headquarters: 1532 US Highway 41 By-Pass S., # 287, Venice, FL 34293-1032 USA

Registration Number: 0808-306067

With All Applicable Rights, Privileges and Responsibilities

Valid Through: October 1, 2009

*William D. Horton, Psy. D.
Founder*



Certificate of Membership

Kenneth B. Hatcher, CT.NLP

*has been found by the Board of Examiners to Possess the Educational and Training Qualifications
Required by the Federation and is Hereby Authorized to the Membership of*

*The National Federation of NeuroLinguistic Programming
NLP for the 21st Century*

Headquarters: 1532 US Highway 41 By-Pass S., # 287, Venice, FL 34293-1032 USA

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Valid Through: August 1, 2011*

*William D. Horton, Psy. D.
Founder*




P4 = Price Expense or Investment



Questions You Should Ask:

- How do you determine the price is right?
- Has “The Stress Relief Guy“ worked nearby for price comparison?
- Has “The Stress Relief Guy“ done similar projects in scope and size?
- Are there potential and unforeseen and unknown extra costs?
- Is “The Stress Relief Guy’s“ proposal clear and understandable?

Which of these questions
would you like to review?



I've been here for 18+ years....
If price is too low, I'd be out of business.
If price is too high, no one would buy.

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Yes! It is almost absolute that each one of you know at least 2 people I have worked for.

Some have called me

“Their family “Stress Relief Guy”!”

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Habits are habits.

I only do habits
If it makes it through my filter,

It is my scope and size.

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Yes... Rarely.

Sometimes there are issues we didn't see.

When that happens, We find the glitch,
make a plan and....

We have an hourly rate until that is handled.

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Umm... Let me Ask....

Like all things, it is being improved constantly.

P5 = Peace of Mind
Practice Makes
Perfect



“An Informed **Client** Is
“The Stress Relief Guy’s” **BEST Referral Partner**”