



800.390.4848
www.universitypainters.com

“Beautifying & Protecting America’s Homes”

Dear Homeowner,

It’s time to check around your home to assess your painting needs. A professional quality paint job by University Painters® will make your house look beautiful again. It will also help maintain your home by protecting the surfaces.

Paint helps to prevent more costly repairs down the road and keeps your single largest investment looking great for years to come. A professional paint job by University Painters® is the most cost-effective way to protect, beautify, and increase the value of your home.

UNIVERSITY PAINTERS — THE EDUCATED CHOICE — THE BEST PAINTING VALUE!

PROFESSIONAL

We are professionals who will provide you with a customized written proposal that meets your needs.

AFFORDABLE

We have hard-working career professional painters who work at a competitive price.

FULLY INSURED

We have \$2,000,000 of liability insurance and full worker’s compensation compliance — you’re completely protected.

GUARANTEED

We offer a WRITTEN WARRANTY.

RELIABLE SERVICE

We have been providing quality painting services since 1986, and we have painted over 25,000 homes. You can depend on us!

FREE WRITTEN ESTIMATE

We will provide you with a free consultation and written estimate when it’s convenient for you. Simply call us TOLL FREE at 1-800-390-4848, schedule an estimate on line at www.universitypainters.com, or return the enclosed reply card.

We are eager to provide you with a top quality paint job at an affordable price! Please call today or return the enclosed card. **Our number again is 1-800-390-4848.**

Sincerely,

Robert C. Black
University Painters

P.S. Please take a moment to read what our past customers have said on the back of this letter.
P.P.S. We can paint aluminum siding, provide powerwashing, carpentry, drywall and plaster repair, and other home improvement services.

| | | | | | | |
|-------------|----------|---------------|---------------|----------------|--------------|----------------|
| CALIFORNIA | DELAWARE | MAINE | MICHIGAN | NEW YORK | PENNSYLVANIA | VIRGINIA |
| COLORADO | ILLINOIS | MARYLAND | NEW HAMPSHIRE | NORTH CAROLINA | RHODE ISLAND | WASHINGTON, DC |
| CONNECTICUT | INDIANA | MASSACHUSETTS | NEW JERSEY | OHIO | VERMONT | WISCONSIN |

www.universitypainters.com • 800.390.4848

University Painters® Recycles

SEE WHAT OUR CUSTOMERS HAVE TO SAY ABOUT US

“... I wish to take this opportunity to inform you and those in your organization how much my wife and I enjoyed doing business with University Painters®. It was apparent from the beginning that you and your people were well prepared to provide courteous and professional service to your potential customers. Your estimate crew arrived on time and fully ready to assess our needs without trying to push unwanted services. The portfolio containing all pertinent information on your company’s qualifications, certifications, past customer comments and references, and simple well laid out contract allowed your company to rise above the many others who had previously provided us with estimates.

However, the areas that truly made you stand out were that you fulfilled all of your contractual obligations on time, on cost and with the most courteous crews ever to work for my family. The work preparation, painting of the house, cleaning/sealing of our deck and clean-up were done completely to our satisfaction. (P.S. The supervisor’s helpful hints to ensure we really had the shutters the color we wanted is a specific example of what makes your crews stand out.)

In closing, I would like to thank you for your totally professional performance from start to finish. Feel free to use us as references in the future, and rest assured we will inform our friends of your company and its product.”

“... I was not only pleased with the prompt professional service which you and your employees provided, but also with the fact that the job performed has withstood the test of time. Today, the exterior paint on my house looks virtually the same as the day that you and your people finished the job. It is not routine for me to send letters such as this one; however, when an especially good job is done, I believe commendation should be memorialized.”

“... I wanted to take a moment to let you know how pleased I am with the quality of work done by University Painters® and, in particular, the superb and most professional manner in which Mr. John Parker managed the project. Mr. Parker worked diligently to ensure my expectations were met and that both the power scrubbing and painting of my house were done expeditiously and, more importantly, to my satisfaction.

My decision to use University Painters® involved contact with two of your competitors. It was quite easy to decide upon University Painters® after meeting with the other two student operated firms.

... In closing, Mr. John Parker is a tremendous spokesman for University Painters®. He wears your colors proudly and carries your logo well – The Educated Choice. I wish him well.”

“... I would like to take this opportunity to tell you how pleased we are with the exterior painting done by University Painters®.

Mr. Donald Keen first came to our house. He was prompt and conducted himself professionally in giving us a very reasonable estimate.

The paint crew arrived a few weeks after we signed the contract. We found them to also be very professional and efficient. The paint job they did was outstanding and makes our 40-year-old house almost look brand new. In addition, they were always prompt, courteous, well mannered, thoughtful, and pleasant. Our congratulations to each of them for a job well done!

I will not hesitate to recommend your firm to others who may need the quality of exterior painting that you give. Thank you very much.”
