

# The \$50M Service Empire Formula

Blueprint Document #1 of 20 | Starter Pack

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## The Hidden Truth About Service Businesses

While everyone's chasing tech startups and crypto, there's a boring goldmine hiding in plain sight: local service businesses that print money .

I'm talking about painting companies, HVAC services, ADU builders - the unsexy businesses that actually generate cash flow from day one.

## The Formula: Buy, Optimize, Stack

### Step 1: Buy Undervalued

- Target 2-3x cash flow (most pay 5-7x)
- Look for owner burnout signals
- Focus on businesses with obvious fixes
- Never pay more than you can finance

## Step 2: Optimize Ruthlessly

- Install remote management systems
- Hire operators, not employees
- Cut waste, not quality
- Double prices within 90 days (yes, really)

## Step 3: Stack Relentlessly

- Buy complementary businesses
- Cross-sell between companies
- Share overhead and systems
- Exit as a portfolio for 10x

## Real Example: My ADU Company

Bought for: \$380,000

Owner's stated revenue: \$1.2M

Actual revenue after cleanup: \$1.8M

Current monthly profit: \$42,000

Time to manage: 3 hours/week

## Your Next Action

Don't overthink this. Pick ONE service business type. Find 10 local companies. Send the outreach template in Document #6.

**Remember:** While you're reading this, someone else is sending emails.

This is document 1 of 20 in the Blueprint Starter Pack. The complete Blueprint System contains 67 total documents including advanced acquisition tactics, creative financing strategies, and empire-building frameworks.

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