



## MLR HOME

## Marvin Rhear

Handyman

Cumming, GA Porch Pro Since

**JAN** 

2014





## THE PRO

Marvin Rhear's first foray into the home improvement industry started back when he was young, helping his grandfather and uncle build houses.

Today, Marvin has a consistent crew of three guys to send on jobs, an engineer, architect, and interior designer on call, and a list of subs at his disposal if he needs the extra help. His wife handles the accounting and marketing - the latter of which Porch is aimed at making easier. All this has created a wonderful working relationship with homeowners in his area. "Our whole business is built on quality, without quality and being trustworthy, it's not worth anything. [We] have a lot of keys to return customers' homes and garage codes because they've gotten to know us and feel comfortable with [our business]."

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Back then if you built the house, you did everything from lay the foundation to painting it to laying the brick, siding, wiring...whatever it needed."

Porch



## THE PORCH / LOWE'S EFFECT

Marvin spends most of his retail time at Lowe's because he trusts his local associates and reps.

[I] was interested in getting referrals from Lowe's customers, and wanted to get my name on a site so I could get referrals from other people in the area looking to get work done."

In fact, it was a Valspar paint rep who first mentioned Porch to Marvin. Understanding the importance of being at the top of a search and earning referral work, Marvin quickly jumped up to premium professional status. In his first 4 months with Porch, Marvin received 129 leads, booked 30 jobs, and his business is up 178% from the previous year. It's numbers like those and situations like above that lead Marvin to speak fondly of his relationship with Porch.

"One of the main reasons that [a home pro] should join Porch is because it's going to upgrade your business. You're going to be busier. You're going to have more jobs. I get so many calls from Porch...a lot of them I have to call back and tell them I appreciate them considering my business, but I can't get to it because I'm so busy."

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Lowe's goes out of their way to help me...they'll make sure things get done for you."