



Creative Resurfacing Solutions™

In 1998, when Ryan Dillard left Dallas in a red Jeep, he carried a few belongings and the desire to take a break from his studies at Southern Methodist University. His plan? To visit family in the mountains of New Mexico and think about the direction of his life. The furthest thing from his mind was becoming part of a family business that would blaze a trail in the resurfacing industry.

During Ryan's visit he discovered how one could restore - without removal - worn bathtubs and countertops. He also saw the potential to reach out to a larger clientele. He called his parents, Cub and Sharon Dillard, and told them they had to come to Albuquerque to expand this unique business opportunity, Get A Grip®.

Put yourselves in Cub and Sharon's shoes. The two were top executives with many years invested in their work. Their twenty-one year old son was urging them to give up their jobs, their home, their lifestyle, and move to Albuquerque.

They thought he was crazy, or maybe suffering from altitude sickness.

Ryan didn't give up. He kept calling until finally Sharon came to Albuquerque to see for herself what was making her son so excited. She got it immediately.

"Everything seemed to fall into place," says Sharon. "Right down to a house in the mountains that I had admired for years that was for sale. I have always believed when it's right, it's easy!"

In 1999, Sharon began dividing her time between Dallas and Albuquerque. Cub stayed in Dallas, not quite convinced this was the path to take. Six months later Sharon left her executive position to begin concentrating on marketing and advertising for Get A Grip®. That convinced Cub to bring his thirty years of sales and finance experience to the growing company.

Today Get A Grip® leads the resurfacing industry in over 36 locations across the country. Now a franchise company, Get A Grip® outsells and outperforms all competitors wherever it opens a new presence.

What makes Get A Grip® so different from other resurfacing companies? Patented and trademarked products, research and development of new and better products, and a ten-year guarantee on most work. Sharon says, "We trademark our product names and patent devices and products to be able to effectively challenge other companies' claims. Copycats and wannabes pop up everywhere."

Many homeowners would like granite or stone for their countertops, but can't afford the steep price. Get A Grip's Eurostone®

finish gives kitchens and bathroom countertops the look and feel of stone or granite at one-third of the cost.

The beautiful and realistic look of countertops resurfaced with Eurostone® has to be seen to be believed. The change from old and old-fashioned to up-to-date luxury is amazing. Sample surfaces are on view at the company's corporate office at 9916 Bell Avenue SE in Albuquerque, and visitors are welcome to come by the showroom to see for themselves what can be done to update the look of their kitchens and bathrooms. Visit Get A Grip® online at getagripinc.com to learn more about the products and finishes.

Get A Grip® also refinishes bathtubs and surrounds so they look like new in just a few hours, and at a cost saving of up to 80% over replacement. Even better, the tub can be used the very next day. Ryan, who is still out in the field resurfacing as well as overseeing business development and technician training, says, "We can refinish any bathtub so it looks like new no matter what condition it's in."

Maybe that's why Get A Grip's® work is so in demand by so many commercial property managers, too, who deal with the brutal wear and tear of apartment, hotel, and hospital traffic.

Another plus for the company is the extensive on-the-job training that all Get A Grip® technicians receive, even those from distant cities around the country. Ryan and his team personally conduct two-week intensive sessions for new Get A Grip® franchisees at the company headquarters, something unique in the business.

The company has won and continues to win multiple awards and has been featured in several

newspapers and magazines for its outstanding workmanship and products. The Home Builders' Association of Central New Mexico named it Showcase Winner for the Most Creative. Better Business Bureau gives Get A Grip® a triple A rating. The New Mexico Business Weekly named the company one of the 25 fastest growing in



the state. The best reward, though, is the joy and pride in knowing the family has pulled together to build a national company that is leading the industry and creating loyal customers around the country.

Get A Grip® remains a true family business - there's Sharon and Cub, their two sons, Ryan and Austen, and Cub's brother, Harold. The feeling of family extends to their employees as well - there is a waiting list of people eager to join Get A Grip®. Everyone at the company has the same can-do attitude that sets it apart and has allowed it to grow so quickly while maintaining its high quality standards.

Although their New Mexico lifestyle is 180-degrees from the one in Dallas, the family has no regrets. Sharon laughs, "We got a lot more in return. It's a thrill to be working together as a family to build Get A Grip®, plus it's very satisfying knowing we supply a needed service and help the environment by keeping materials out of the landfills. We love the casual life here; it is so different from the big city. We like to kick back in our jeans and cowboy boots and go horseback riding in the mountains."

As for Cub, he now has time to indulge his love for restoring old cars like his 1956 GMC pickup and his 1977 baby blue Ford Bronco. Sharon's writing a book with her best friend about their 47-year friendship.

Rounding out a full life, the Dillards are also active in the community. Get A Grip® sponsors local police and firefighters. "It's a chance," they say, "to give back to the people who keep us safe."

