



ZAP -- that's me. My name is Zachary and I want to wash your car. In fact, I want to wash your car and do such a good job that you will become a regular customer. Your time is valuable. I'm a teenager, so my time isn't worth much. At least that's what my dad tells me. That means you will get a really good deal from me when I wash your car.

For roughly the price of a machine wash in one of those drive-through places, I will give your car a hand wash. Then, you will inspect my work. If you aren't satisfied, I will do it over again. Sound like a good deal?

You bet it is.

Why do I want to wash your car? Because I want to take over my father's businesses one day, and he tells me that I need to start at the bottom and develop some useful skills. I didn't know that as a president of a company I would have to know how to wash cars, but my dad says a business owner has to know how to do everything. Especially, apparently, how to charge fair prices, how to do a good job, how to be polite and helpful and especially, he says, not to expect the world to hand me everything on a silver platter. Apparently, I have to earn what I want.

Is my dad a meanie? I don't know. Maybe.

Washing cars is a therapeutic activity for me because it gives me time to think. While I think about whether my dad is a meanie or not, I'll do a really good job on your car. I promise. My dad says that you always have to do what you say you will, so you can count on me.

Here are my ridiculously low prices:

| | | |
|----------------------------|-----------------------------|------------------------------|
| Economy Car: \$6.00 | Mid-size car: \$7.00 | Full-size car: \$8.00 |
| Small SUV: \$7.00 | Small Van: \$8.00 | Large SUV: \$9.00 |
| | Large Van: \$10.00 | |

By the way. I provide my own materials (brushes, soap, sponges) and come ready to work. All I need is a hose, and if you want a warm-water wash, access to hot water.

I live in Upland Hills. **000 000 0000** is my telephone number at home.

Call me today!