

Small Business OPPORTUNITIES

OUR BIGGEST ISSUE EVER!

MONEY-MAKING IDEAS FOR ENTREPRENEURS

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OPPORTUNITY KNOCKS

TRASH INTO TREASURE

*While still in school
biz owner starts
million-dollar venture!*

T Tyler Brunson was not about to waste time on a typical student job. Instead, he wanted to turn waste into disposable income. So he founded Waste Consultants, Inc. (WCI) in January, 2002, while still a junior and full-time student at Appalachian State University. The company is now headquartered in Asheville, NC.

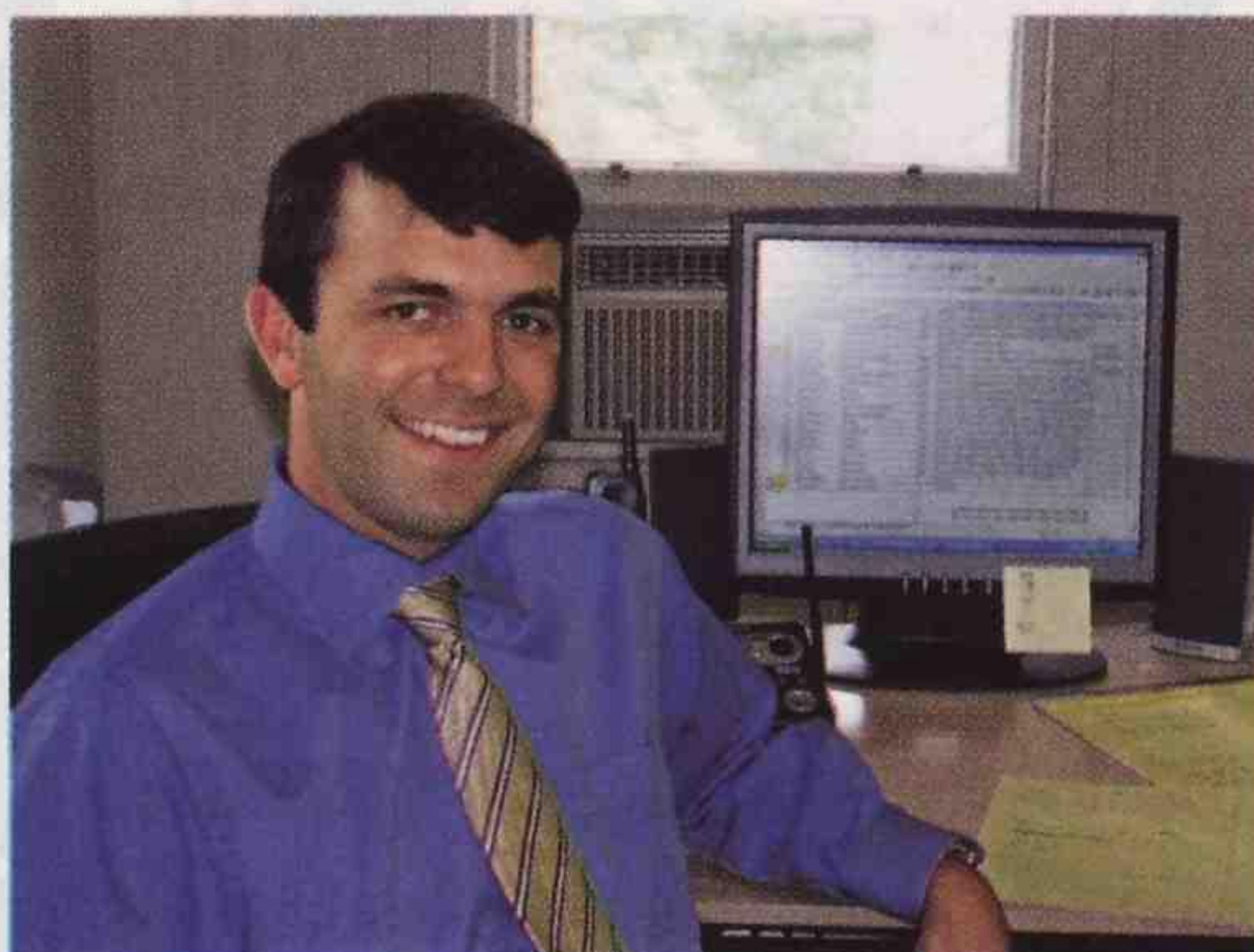
In a little over a year, his part-time venture as a waste management consultant blossomed into a full-time business and successful career. Brunson has contracts in place that will potentially earn revenues in excess of a million dollars over their lifetime.

At college, Tyler Brunson's search for the ideal business opportunity led him to Environmental Waste Solutions. EWS, a leader in waste management consulting, has developed a system to find savings in the waste disposal bills that businesses pay each month. In addition, EWS implements cost-savings measures which substantially reduce these bills for years to come.

After completing his due diligence, including an exhaustive Internet research, Tyler contacted President and CEO Darwyn Williams, the founder of EWS. "I had a really good feeling after talking with Darwyn and his affiliates," Brunson remembers. "I was convinced it was something I wanted to do long term."

Tyler was attracted to the EWS Affiliate program as opposed to various franchise offers because there were no royalties, quotas or territorial restrictions. "The way EWS has it set up, I can go after customers anywhere," says Tyler. "I have the incentive to do as much as I possibly can." Just as unappealing was the idea of starting a business from the ground up. As Brunson puts it, "I could research for years and years and still not find as much knowledge as EWS has amassed."

As it turned out, EWS was the perfect choice for a highly motivated and disciplined self-starter such as Tyler. After completing the intensive EWS training in February 2002, Brunson immediately began looking for clients. "I just jumped in head first,"



Tyler Brunson is continually amazed by how many companies he encounters, both large and small, that have never had anyone call on them about saving money on waste disposal. It is all about getting in front of the decision-maker, he says. It is not a hard sell--they will get it, says Tyler.

jokes Tyler. "I found the training so good that from the very start I was totally prepared to go out and represent the service."

He networked "like crazy," sent out letters, made cold calls, and asked for referrals. Yet, Tyler still managed to find time to get married. "I had to add a little more excitement to my life... as if I was not busy enough," Tyler recalls.

His persistence paid off. Someone he met casually at a local Chamber of Commerce function referred him to a property management firm. His first contract was a tremendous success, resulting in significant savings for the client and more referrals for Waste Consultants, Inc.

A few months later, he got his first big break. He was able to interest the vice president of a company that owned 75 Wendy's restaurants to utilize his service. While skeptical at first, the VP was more than pleased to reap a \$6,800-per-month savings and an additional \$5,800 in refunds.

Obviously, a project of this magnitude was more than Brunson was prepared to handle by himself. As with many of his biggest deals, he is always grateful for the support he receives from Darwyn Williams' talented staff at EWS. As an EWS Affiliate, Tyler is able to partner with EWS and tap into all of their vast resources and capabilities.

Tyler graduated from college in May 2003, with a BSBA in Economics, allowing him to plunge full-time into his WCI business. He is now an expert in the field of solid waste and recycling expense reduction. More than 90% of all the companies Brunson and his partners analyzed have realized a savings on their solid waste disposal bills. While some companies have realized savings of over 50%, most companies save an average of 30% on their monthly waste disposal expenses. His clients cover a diverse range of industries, including restaurants, grocery stores, manufacturers and property management firms.

"Businesses are constantly looking for a way to reduce expenses and increase profits. That's why I enjoy what I do," says Brunson. "We provide a service that brings value to the marketplace with absolutely no risk to our clients."

Although Tyler is quick to point out the many advantages of his waste management consulting business, such as not having to deal with inventory and the lack of serious competition, it's the residual income that is most impressive. Since his standard contracts are for 60 months, he not only has an income stream that he can count on but leverage he can take to the bank. ●

A \$40-BILLION INDUSTRY: WASTE MANAGEMENT

Over 40 Billion dollars was spent on commercial waste disposal in the U.S. last year. Since 1994, Environmental Waste Solutions, LLC (EWS) has tapped into that market and built a multi-million dollar company showing businesses across North America how to substantially reduce the cost of waste disposal and recycling. EWS, through joint ventures with its growing affiliate base, has served over 8,500 clients including the likes of American Airlines, Ritz Carlton Hotels, Coca-Cola Bottling, Wendy's International, Harbor Freight Tools, Sears Home Improvement, Easton Sports and Leatherman Tools. The best part is that EWS clients are at no risk and simply share 50% of every waste management dollar saved.

EWS Affiliates receive comprehensive training by the EWS executive staff, one-on-one coaching, office and field support, and joint-venture opportunities. The typical 60-month client contract affords the EWS Affiliate with the needed residual income to build a sound business. To see if you qualify to join EWS as an Affiliate in your area, log on to www.environmental-waste.com.