

Meet a Top Customer...

**Patrick Wilson Delar – Clearview Screens
Oroville, California**

Number of Mirage Screens sold before 2005: 1,800+

Location: Northern California, Los Angeles, Las Vegas, and Florida

Pat was too shy to give us a picture!

If you are a Doo Wop fan, you've probably heard Pat drumming...

Pat Delar was on the road touring with The Platters backup band or drumming his way across the Southwest with a band called Free Flight from the age of 21 – 34 years old. Pat always made money with his music, (as much as \$2500/week when he was only 25!), but he didn't think that music was getting him to where he wanted to go in life. *"It wasn't real"*, sums Pat.

Life After Rock n'Roll...

Pat's career as a musician began in Virginia Beach, Virginia when he was 11 and a neighbor turned him on to drums. It was also around that time that Pat began to be immersed in remodeling work. In fact, one of his first non-rock-n-roll jobs was selling doors as a window and doors contractor, followed by work as sales manager for a window and door manufacturer. That led to selling Phantom screens, and almost buying a Phantom dealership in Chicago.

BUT, Pat didn't like the way Phantom did business and he put his nose to the grindstone to find something better. Enter Mirage, and the rest is told by the number of screens he has sold to date.

How does he do it?

Perhaps as a holdover to his rock band touring days, Pat admits that he and his wife pick up stakes and move more than most. At every stop along his way, Pat has trained installers and set them up as Mirage Dealers. Right now he is on a ranch in Northern California. Next year?

Trade Secrets...

1. *"If the Mirage screen is described the right way to the customer it is the obvious one to buy. He buys mine because I've described it properly and with confidence."*
2. *"I look for installers with a mechanical bent, with the right personality, younger, self-motivated, and able to get along with people. Even though they are only installers, I bring out the salesman in them. Installers are the best salesmen because when customers are dealing with them they don't have their guard up."*

To be continued on reverse side...





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Most Unusual Mirage Screen Installation...

Inside of a house between the living room and dining room, for customers who wanted to use the Mirage screen to separate their cats.

Family Facts...

Married to an RN who sometimes takes on travel assignments. Living on 20 acres in California with 3 horses and several smaller animals. Two children from a prior marriage—daughter and her husband own a heating supply business in North Carolina; son lives in Maryland and runs a marble shop for a large cabinet company.

Hobbies...

Still drumming about twice a week, and also running daily to relieve stress and keep weight in check. Taking flying lessons and spends time reading books about flying. Hoping to go solo in early 2005. Likes to ski too.

Favorite Movie...

“Back to the Future” with Michael J. Fox.