

Get A Grip: Affordable, Quality Resurfacing

By Kelly Koepke©

If your 21-year-old son urged you to give up your job and home to move to Albuquerque from Dallas to help with a relatively new business, you'd think he was crazy. Turns out Ryan Dillard was absolutely right to convince his parents, Cub and Sharon Dillard, to pick up stakes and expand a unique family business opportunity in New Mexico.

The opportunity was Get A Grip, Inc., a leader in the resurfacing industry not only in New Mexico, but now in the 16 other states where Get A Grip dealers are now outselling and outperforming all competitors. The reason for the success? The products don't hurt the environment, they're nontoxic, and they emit no fumes. They have earned a seal of approval from OSHA, the USDA, the United States Air Force, and several hospitals. OSHA even considers Get A Grip a model for other companies to emulate.

better, the tub can be used the very next day.

Ryan, who is now in the field resurfacing in addition to overseeing business development and technician and dealer training, says, "We can refinish any bathtub so it looks like new, no matter what condition it's in." Maybe that's why their work is in demand by commercial property managers, who deal with the brutal wear and tear of apartment, hotel and hospital traffic.

Many homeowners would like granite or stone countertops, but can't afford the steep price. Get A Grip's Eurostone® and its patented applicator called the OTTESEY2000® gives your kitchen and bathroom countertops the look and feel of stone or granite at one-third the cost of replacing them. The beautiful, realistic look of countertops resurfaced with Eurostone® has to be seen. The change from dingy and old-fashioned to up-to-date luxury is amazing.

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 personally conducts two-week intensive sessions for dealers at the company headquarters, something unique in the business.

Get A Grip is truly a family business – Sharon and Cub have been also been joined by another son, Austen, and Cub's brother, Harold, who serves as general manager of the local Albuquerque and Santa Fe operation. Their feeling of family extends to their workers as well – there is a waiting list of people eager to work for Get A Grip. Anyone who works for the company must have the can-do attitude that sets the company apart and allows it to meet its daily challenges.

Get A Grip has won several awards – the 2004 Showcase Winner for the Most Creative from the Home Builders' Association of Central New



Home improvement is a family affair for the Dillards: (left to right) Co-owner Cub, General Manager Harold, Vice President for Business Development Ryan, and Co-owner Sharon (in the tub).

Mexico and the Better Business Bureau Award for five years of no customer complaints. The best reward, though, is the 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.

Sample surfaces are on view at the company's corporate

office at 9916 Bell Ave. 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. You can also learn more about Get A Grip, Inc. online at www.getagripinc.com or call them at 268-0929 to arrange a free, in-home estimate.

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Since 1998, when Ryan brought Get A Grip to his parents' attention, the company has continued to develop its patented techniques and resurfacing products by researching and creating new and better products. Get A Grip backs up the claim that they have the best products and the best processes with a 10-year guarantee on all their work, unheard of in the resurfacing industry.

So what does Get A Grip resurface? Practically any surface in the home: laminate countertops, cultured marble, showers, tubs and tile. Get A Grip refinishes bathtubs and surrounds so they look like new in just a few hours, and at a cost saving of up to 80 percent over conventional replacement. Even



Get-a-Grip can take that dated bathroom nightmare and transform it with an affordable surface that's better than new.