



## JOHN BRUMMETT & BJ WINDHORST

*Owners, Air Free Duct Cleaning*

**Industry:** Cleaning & Service

## AT A GLANCE



Increased Value Builder Score™ from 51 to 60



Increased revenue by 50% in first year



Primary Key Driver: Monopoly Control



### GET YOUR SCORE

Join 55,000 business owners and get your score on the 8 Factors That Drive Your Company's Value.

[ValueBuilder.com/score](https://ValueBuilder.com/score)

## VALUE BUILDER BUSINESS OWNER STORY: Air Free Duct Cleaning Increased Revenue by 50% in its First Year Working with a Certified Value Builder™

### BACKGROUND

In 2018 John Brummett and BJ Windhorst partnered to purchase Air Free Duct Cleaning. Together, they had a diverse background in sales, insurance, and business management, giving them the experience necessary to take over the company successfully. Their goal was to purchase a healthy business, grow the company, and have the option of selling.