

To Guides interested in receiving referrals

A & B Pro Guides (ABPG) is a growing network of Oregon and Washington licensed guides and charters who have agreed to accept client referrals through our service. ABPG helps fill the gap for those looking for a fishing trip, but are not sure what species or location to fish and are not sure how to locate a quality guide.

Our job is to help arrange trips for families, business groups and individuals directly with the guide or charter service that best fit their needs and can insure the highest chance of success. We are also here to insure that our clients take their trip with a safe, qualified, licensed guide with the highest amount of favorable feedback from past clients.

ABPG provides all clients with a detailed map and driving directions to the meeting location. We also offer many other amenities including private round trip transportation services as well as information on nearby lodging and fish processors.

We collect a small deposit from the client (typically 10% of the total trip price). We then begin researching guides that best fit our clients needs. When a guide with open seating is located we reserve the seats with the guide and send a confirmation letter to the client that contains all contact information for the guide, meeting time and map and driving directions to meeting location.

Availability of open seats, dates etc. will be verified with each guide prior to all bookings. Guides will also receive a copy of the confirmation letter with all of the clients contact information, email, physical address, date of trip, etc.

We occasionally utilize photos from our members; we either cull these photos from their Web sites or request them by email. These images are placed on our site abproguides.com to promote the various fisheries throughout Oregon and Washington.

If you agree to becoming a member of A & B Pro Guides referral service we would be happy to continue sending clients your way and welcome you to our network of over 180 Oregon and Washington guides and charters. A flat 10% tour operator's fee will be charged for each client referral that books a trip. No fees are charge for ocean charters. Guides who have their Web sites hosted and/or maintained through ABPG receive the first chance at all referrals. Next on our list are guides and charters who have the highest amount of positive client feedback.

Please sign this agreement below to continue receiving unlimited referrals from ABPG. Signing this letter verifies that you have read and understand our service and agree to receive client referrals from ABPG, according to the terms mentioned above.

Thanks,

Please sign here: _____ Print name: _____

Business name _____

Mailing Address _____

Kim S Martin
A & B Pro Guides
Business Innovations
503-720-9033

Have us build or redesign your Web site and you get the following:

A BIG plus for guides and charters who have us build and/or take over management of their current site, we place you in the top 20 of our referral list. This is something no other Web development company can offer. There are currently 21 Oregon and Washington guides and charters in our top listings who receive referrals regularly from www.abroguides.com. We also listed them on several of our top ranking sites like www.oregonwalleyefishingguide.com www.astoriafishingguide.com and several others at no extra charge.

We always attempt to refer clients to those guides who are in our top listings first. We also encourage all of our network guides to refer any clients whom they cannot accommodate, for what ever reason, back to us so we can place them with another A & B network guide. This alone can direct a significant amount of business to you while your site develops rankings in the search engines. This is especially valuable to new and upcoming guides who do not have a large base of returning clients. In addition, many of the clients that we referred to you become long term customers.

We do all the copy (writing) and at no extra cost. We started and operated The Local Fisherman Newspaper 1998-2005 and have a lot of material, information and knowledge related to sportfishing in the northwest.

The cost for us to develop your site (10-15 pages) from the ground up would be \$350.00. This is a one-time setup fee. If you would like us to host, manage, maintain and submit to search engines the monthly cost (after one-time set up fee) would be \$32.00. We do not charge for minor updates/changes or additions of photos etc. Lengthy upgrades of one hour of more or incorporation of programs like PayPal, rotating images, flash, etc. would incur a minimum charge of \$35.00 per hour.

If you prefer a smaller 5 page site the one-time set up fee is \$135.00. However, I would strongly suggest a larger site. In order to develop decent rankings in the search engines it takes a fair amount of material (text, photos, etc) and with a 10-15 page site you get all this and more. Plus each page will be optimized to develop its own individual rank in the search engines; the more pages listed the better the response from potential customers.

In regards to search engine submission and rankings; with your new site we include free monthly submission to over 300 of the top search engines. In addition, we also offer paid submission options that have proven cost effective for many of our current customers. Cost for this service is \$18.00 per month or choose our Extreme Submission plan for \$250.00 per year.

We also alter and optimize the HTML code on every page of every site we design to insure the best rankings possible.

If you do not have a domain name we can provide one **free** with your site. In addition we can also offer you rental of one of more top domain names for your site. Cost: Only \$35.00 per year.

These domains contain keywords that are often used to search for guides in the northwest and therefore rank high in the search engines when combined with a like site.

Please note, with hundreds of thousands of Web sites submitted to the search engines each day it currently takes anywhere's from one to two years to developed decent rankings. We have had exceptions to this, with many of our sites achieving first page rankings on Google within four to six months of development.

Professional copyrighting of submitted material for each site is also available to our customers at no extra charge. We also design banners for your site at no cost and provide downloadable pdf

files with maps and directions to your meeting locations. Your clients can print these directions to help them find you on the day of their trip.

I can go on and on about all of the additional things we offer, but I believe the information I have provided thus far is likely all you will require to make your decision.

If you have any further questions, or would like to have us begin development or redevelopment of your site, please feel free to contact us by email or phone.

You are also more than welcome to contact any of our current Web site customers to hear what they have to say about our service:

www.hookupguideservice.com Jack Glass
www.slietzmorage.com Ron Versteegh
www.columbiariversturjonguides.com Buddy Dupell
www.wildlifefishing.com Paul Woodrum
www.fishingwithval.com Val Perry

You may also visit one of our newest flash sites www.astoriafishingguide.com to see the possibilities available. Click on Visit our guides to see how we list our current referral guides who have their Web sites with us.

Sincerely,

Kim S Martin
Business Innovations
A & B Pro Guides
503-720-9033
fish@abproguides.com
www.abproguides.com

Clients who have been referred

Just a friendly follow-up to see how you liked your recent guided fishing trip. Also, please tell us what you think of our referral service and if you would use A & B Pro Guides again.

In return for your time we will enter your name in a drawing to win a free one-day fishing trip for one person anywhere in Oregon or Washington (a \$150.00 value). Be sure to include your mailing address with your reply so we can send you notification if we draw your name.

Thank you for your time,

In reply to clients referral requests

Mr. _____ :

We have received your Charter fishing request and can accommodate your needs for a _____ fishing trip in _____ in _____.

Do you have any certain day or days you want to fish? We will need to know this in order to verify we have seats for those dates. To book your trip we would also need to know the number of persons in your party. We have several good fishing opportunities available in _____ which include salmon, sturgeon, ling cod, bottom fish etc.

Prices are \$ _____ per person. A 50% deposit is recommended to reserve your seats on the boat. Deposits are refundable if request is made within 7 days prior to your trip. Payment in full would be due 6 days prior to trip. All bait and fishing equipment is provided. Boats typically leave the dock at 7 am.

We will call you tomorrow to provide you with more information and ask a few questions to help us place you with one of our top guides. Or you can call our office at 503-255-5958 at your convenience.

Thank you for using A & B Pro Guides & Charters Services the northwest's first and foremost fishing trip placement service. Guaranteeing you the best chance of success on your next fishing adventure is our business.

Trips to watch fireworks on Columbia River

Yes we do have several professional guides who have large 25 foot boats that can ferry up to 6 persons at a time to the island. One guide is Jack Glass, his number is 503-666-5370 best time to reach him is between 7:30 pm and 9:00 pm. Price would be \$25 per person round trip.

Before calling guide please be prepared to answer the following questions:

Date and time you would need to be taken to the island, number of persons in your party, date and time of return trip from island, location on river you would like to be picked up at (guide may have preference for pick up or meeting location).

Please call or e-mail me if you have any further questions,