PCBancard

MONDAY MORNING MEETING · OCT 26, 2026

HIDDEN INDUSTRIES

The businesses nobody is calling on

< 2%
of reps prospect here

$200K–$500K+
avg monthly volume

30–50
businesses per park visit

10–20 yr
avg account retention

INDUSTRIAL PARKS

Machine Shops & Fabricators
Manufacturing, welding, industrial repair

Electrical & Hydraulic Supply
Parts dealers, equipment distributors

Uniform Suppliers
Avg $250K/mo — dual pricing adoption up 4×

Packaging & Commercial Print
High B2B volume, very open to dual pricing

Equipment Rental
Seasonal-proof, repeat B2B customers

Fireplace Companies JOSH'S TOP PICK
Josh Yagow's top pick — industrial parks

Manhole Cover Manufacturers SLEEPER
Josh's sleeper pick — zero rep competition

NON-SEASONAL INDUSTRIES

HVAC & Fire Protection
Year-round service calls, recurring volume

Overhead & Garage Doors
Install + repair = consistent monthly volume

Auto Dealers & Shops
More deals in last 2 months than last 2 years

Funeral Homes & Crematories
Recession-proof, high ticket, low competition

Monument & Pre-Need Services
Very few reps calling — wide open market

Surveyors & Engineering Firms
B2B card pressure, high commercial card mix

Bookkeepers & Tax Preparers
Captive audience, easy dual pricing conversation

TALK TRACK

"Did you know your rates likely went up in October? Got a recent statement? Let's take a look."

Works on a first visit or a third.

Full notes & recording available in the Partner Training Portal