



### *GLASS DOCTOR® COMMUNICATIONS*

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### **FOR IMMEDIATE RELEASE**

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## **90-Year-Old Sales Representative Ponders Retirement**

**CARROLLTON, Texas (Feb. 6, 2008)** – Cecil Lawrence is thinking about retiring on Feb. 11, when he celebrates his 90<sup>th</sup> birthday. He probably won't, though. The outside sales representative for *Glass Doctor* of North Texas retired once already. He wore out three RVs over the years traveling across the country.

"I just can't stay in the house. With the RVs, you just pick up your house and take it with you," Lawrence said. "But it got hard to be on the road. This job keeps me active. I'm used to being out with people. I just enjoy it too much. I have a group of car dealerships that I call on. I can't quit now, people would miss me."

Since he was called out of retirement in 2004, Lawrence has helped *Glass Doctor* of North Texas expand its business into auto glass repair and replacement services. His wealth of knowledge – Lawrence retired from Harmon AutoGlass in 2003 after 32 years in auto glass sales – youthful enthusiasm and reputation among Dallas-area car dealers have made him an inspiration to the team at *Glass Doctor* of North Texas.

Auto glass is actually Lawrence's second career. He worked as a car salesman for three different dealerships after he came to Dallas in 1961 from Seminole, Okla. Lawrence started his career in car sales when he settled in Seminole after World War II with his wife and twin daughters. His war experience shaped his career.

"I learned patience and loyalty during the wartime. You got used to taking orders and working hard," said Lawrence, who was a communication and navigation specialist on B-29, B-26 and B-25 bombers during the war, with a tour a duty in the European theater. "It used to be you worked somewhere until you retired. Now so many businesses get bought and sold so quickly, because they look at the numbers not the people."

Lawrence still values people, treats them honestly and serves them expectedly.

"Loyalty is important to the customer too. I treat every job ticket the same," Lawrence said. "People know what they are going to get with me. I give them good quality service at a fair price. I tell them the price up front. I might take a customer to lunch but if I do it's not to wine and dine them, it's to thank them for their business. I'll buy lunch for the entire staff, not only the dealer."

When he isn't serving customers, Lawrence cares for his wife, Laverne, who struggles with cancer. He also keeps up with his seven grandchildren.

For his loyalty to the *Glass Doctor* of North Texas family, Lawrence will be honored with a birthday celebration on Feb. 11 during the grand opening of the new *Glass Doctor* of North Texas shop in late February at 2001 Midway Road in Carrollton.

"It is such an honor to have a veteran of 'The Greatest Generation' as a part of our business," said Larry Patterson, owner of *Glass Doctor* of North Texas. "Cecil is an inspiration to all of us. Cecil will not be retiring any time soon. He loves what he does, he loves the people that he serves, and he always takes care of our customers. We are going to have fun honoring him on his 90<sup>th</sup> birthday this year. I look forward to celebrating 100 with him!"

## **EVENT DETAILS**

Cecil Lawrence Birthday Celebration  
4 p.m., Monday, Feb. 11, 2008  
Glass Doctor® of North Texas  
2001 Midway Road  
Carrollton, Texas  
(972) 271-6800

### **About Glass Doctor®:**

Established in 1962, *Glass Doctor* is the largest chain of full-service glass replacement providers in the nation. Recognized by Entrepreneur magazine among its "Franchise 500," *Glass Doctor* franchisees offer complete glass replacement, service and repairs to the automotive, residential and commercial markets at more than 360 locations in the United States. *Glass Doctor* is a subsidiary of The Dwyer Group, Inc. For further information or to find the location nearest you, visit [www.glassdoctor.com](http://www.glassdoctor.com).

### **About The Dwyer Group, Inc.:**

Based in Waco, Texas, The Dwyer Group, Inc. is a holding company of six service-based franchise companies – Mr. Appliance®, Mr. Electric®, Mr. Rooter®, Aire Serv Heating and Air Conditioning®, Glass Doctor® and Rainbow International Restoration and Cleaning®. The franchise network of The Dwyer Group, Inc. consists of more than 1,400 independently owned and operated franchises. Each company provides high-quality residential and light commercial services to customers worldwide. The Dwyer Group, Inc. is a portfolio company of the Riverside Company. For more information, visit [www.dwyergroup.com](http://www.dwyergroup.com).

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