



# How To Be A Handyman: Starting a Profitable Business (short-e guides Book 1)

*Andy Jones*

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There are many jobs around the home or workplace that are simply too small to interest specialist trades people like plumbers, carpenters, plasterers, decorators etc. Generally when called upon to quote for these smaller jobs they often decline the work, price too high, or more often than not, fail to turn up. As a consequence many property owners or businesses have dozens of fiddly annoying jobs that need doing, but rarely get done.

A number of specific target customers emerge from this situation. The busy professional, the elderly, the home mover and those responsible for property, such as letting agencies, schools without a full-time caretaker, clubs and care homes.

The need is for a personable, trustworthy, individual who will complete smaller jobs. Someone who will turn up when they say they will and do a quality job for a fair price. Often the handyman will be able to complete a number of jobs that would normally require several tradespeople to complete, for example: decorating a kitchen, fitting a laminate floor, hanging new shelves, replacing a kitchen cabinet hinge and fitting a new curtain pole. The handy man can provide a complete service in one job.

In my own business, I gain jobs from within my local postcode area only. This keeps travel time between jobs to a minimum, helping me to spend my working day productively rather than stuck in traffic. It also means that I can be more responsive if I need to visit a customer urgently.

During the last five years I have built up a large customer base, mostly through personal recommendation from previous clients. The majority of these customers are home owners, supplemented by five larger regular business clients.

This successful formula can be replicated almost anywhere in the UK. This guide will show you how.

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