

Start Your Own Handyman Business!

FabJob Guide to Become a Handyman Business Owner



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1. Introduction

If you are good with your hands and enjoy fixing things, you could create a profitable business where your services will always be in demand.

As the owner of a handyman business (also known as a handyman, jack-of-all-trades, or odd job business), you will be able to choose the types of projects you work on, and have a job year round.

When problems arise at home, many people aren't equipped with the tools or knowledge to handle them. That's when they need to hire a handyman. Sometimes, you might be a hero coming in to rescue a homeowner from a DIY project gone wrong. Other times, you might be the force that helps avert a household crisis.

“Remember you're a ‘fixer’ and you're going into someone's home where something is broken so you're the hero! If you genuinely like to fix things this is a great job for you and you will be very successful,” says handyman business owner Israel Alvarez.

You can build your own community of happy customers with your preparation, know-how, and “lifesaving” skills as a handyman!

You will learn how to start your own successful handyman business in this guide.

1.1 A Career as a Handyman

The daily life of a handyman can bring a mixture of routine, unique, and challenging jobs. You can easily become the go-to person for a large client base in your town or beyond. Nowadays, the job of a handyman doesn't have to be limited to males either. Women are a growing segment of female repair workers, with customers seeking the right person for the job, no matter the gender. In many cases, female clients feel more comfortable hiring a woman to enter their homes when at home alone.

While it is common to find a handyman handling jobs at private residences, you may also take on the role as an on-call handy professional for small businesses, real estate agents, landlords, or property management agencies. As you grow your business, it will be up to you to decide what projects you can handle – either as a one-person show or with a team. You will learn to create a workflow system that helps you structure your projects and schedule, as well as leave room for surprises.

1.1.1 How a Handyman Differs from a Contractor

A handyman can complete a range of projects around the home that do not require a license, such as installing a toilet, painting, or replacing a garbage disposal. Smaller repairs, maintenance, or projects that only require one person are generally handled by a handyman. For example, changing a light fixture, or swapping out air filters in a heating unit can be done by a handyman.

Other work may fall into the category of odd jobs. A handyman may or may not possess vocational training in a trade or a license. Some projects may involve more extensive work like sewer line repair, HVAC (heating, ventilation, air conditioning), wall removal, or extensive electrical repair. This is where a contractor would step in.

A general contractor is a skilled worker who specializes in large scale projects for construction, repair, or renovation. They are knowledgeable

in building codes, are licensed, and often have been trained in a trade. Materials, supplies, and labor are provided and coordinated under the general contractor, as well as budget management. These projects usually last a few days to a few months. Subcontractors (e.g. painters, electricians) are hired and overseen by general contractors for big jobs. Smaller repairs are generally not handled by a general contractor.

Other types of contractors that homeowners or businesses may hire directly for a specific problem include HVAC technicians, roofing specialists, plumbers, electricians, or carpenters. A handyman may possess some of the skills in these areas to perform light tasks, but heavier, more detailed jobs like roof replacement are carried out by these specialists.

Laws also vary state by state as to what jobs can be performed by a handyman versus a contractor. In California for example, any job over \$500 that includes material and labor has to be done by a licensed contractor. The good news is that there is more than enough work to go around for both!

1.1.2 Services Provided by a Handyman

A handyman can be called upon to address a number of needs, from minor, one-time repairs to caulking an entire rental unit. Jobs can be performed inside or outside, with the ability to rotate what you offer depending on the seasons or the region you live in. Some of the reasons a handyman's services are called on are for:

- Painting
- Patch up cracks or nail holes
- Wall hanging jobs
- Tile replacement
- Furniture assembly
- Toilet repair
- Faucet issues
- Install appliances (e.g. dishwasher, microwave, disposal)

- Install fixtures
- Change doorknobs/locks
- Replace damaged trim
- Snow removal
- Yard landscaping
- Deck refinishing

While you will have leeway to provide these services and much more, it is a good idea to begin generating ideas for what you will offer. You may also need to research which services are limited by your state or county in terms of licensing, and start structuring your business's offerings according to those terms.

1.2 The Home Improvement Industry

Like the medical industry, people are bound to seek out a remedy for their residential or commercial related ills. Additionally, with the housing markets beginning to bounce back, more people are buying homes and other properties that will need to be taken care of, opening the gates of opportunity. You can also count on dealings with businesses looking to hire a competent jack of all trades.

According to the United States Department of Labor, the jobs in maintenance and home repair fields are poised to grow through 2024. Further, a study by IBIS world indicates that the home improvement industry is worth \$3 billion and growing.

1.3 Benefits of Being a Handyman Business Owner

Being the owner of a handyman business will allow you to build it according to your own strengths, time, and interests. You have the ability to earn an income on a part time or full time basis, growing your business as you please. Here are some of the many benefits you can expect in this fabulous career...

Help Others

In many cases, you will be the first point of contact in what some consider a sticky situation. Coming to the rescue of someone in need is indeed gratifying. Leaky roof nightmares, drafty windows in an elderly couple's home, or painting a baby's nursery can be conquered under your craftsmanship. Establishing yourself as a trustworthy, skilled professional will guarantee you repeat customers for a long time.

Be Your Own Boss

Part of the joy of owning your own business is not only watching the journey unfold, but steering the ship. Owning your own business means setting your hours, choosing your own projects, and taking charge. Being in control of your daily work decisions and the long term outcome of your professional life is something you have to look forward to.

Be Seen as an Expert

Your handyman business can set you up to become an authority in your field. People will look to you for advice and hire you to help finish their tasks without being stressed. As you build your business and help your clients find solutions to unpredictable repairs, botched projects, or home maintenance responsibilities, word will travel and your popularity and reputation will increase.

You will get a chance to interact with members of your community as you develop a professional network. Handyman business owners recognize that networking is one of the most important ways to make contacts and gather new clients. As you develop a solid reputation, you will find that you may become known in your own area, and certainly in your business community.

Meet New Challenges

Some days, when you arrive at a homeowner's residence, the scene can be a disaster. Other times, it can just require extra-sharp problem solving abilities. From unfinished projects to emergency leaks, your day will greet you with a new challenge. By learning how to flip these

scenarios on their heads, you will master these obstacles, gaining experience along the way.

Financial Rewards

With so many people willing to invest in a trustworthy professional like you, you have the ability to turn your business into a profitable venture. Your entrepreneurial pursuit as the owner of a handyman business will allow you to scale as you want, when you want. Project by project, you can build a lucrative income!

1.4 Inside This Guide

In the pages that follow, you will find out exactly what you need to do to turn your passions into a successful business. You will learn how to package and market the skills you already have, and how to acquire the skills that may be new to you.

Chapter 2 (What a Handyman Does) will introduce you to areas of specialization for your handyman business. Should I specialize? What are the best ways to offer my expertise? You will be introduced to potential markets for your skills and interests. You will also learn tools of the trade, how to make small repairs, and how to work with clients.

Chapter 3 (Getting Ready) helps you prepare for getting into the home maintenance business, no matter which branch. We discuss ways to learn hands-on, education and certification programs, and resources for self-study. In addition to knowing your own specialty, having certain sets of skills in business, communication, and customer service will not only impress your clients, but make it easier for you to manage your day-to-day activities as the owner of a handyman business.

In Chapter 4 (Starting Your Handyman Business), you will learn how to set up your handyman business. Covering all the essentials of starting a business, you'll learn the legal, financial, and planning aspects of running a business. Learn how to set fees, and operate your business from home or an office, with or without employees. We help you to simplify and streamline business processes so they aren't intimidating or overwhelming once you start earning money.

In Chapter 5 (Getting Customers) you will learn a variety of marketing strategies to help promote your business. Building a portfolio, leveraging social media, and teaming up with friends and family are all discussed. Combining trusty old school techniques with tech savvy methods can help to boost your visibility for those who need your services the most. Our experts have shared their tips on how they grew their businesses, and what's worked best for them.

You have reached the end of the free sample of the *FabJob Guide to Become a Handyman Business Owner*. To order and download the complete guide go to <https://fabjob.com/program/become-handyman-business-owner/>.