



## **How-To Start & Run A Highly Profitable Handyman Business**

*By Jack Naylor*

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## Introduction

As a kid, growing up in Ohio, I was captivated while watching my father fix things around the house, and for a few neighbors. Fixing things was not his trade he was into advertising, and wrote copy. Yet he seemed to have a natural understanding of how things operated.

He often told me, "Once you know how things work, you know how to fix it, and that goes for just about any problem in life!" To me, truer words were never spoken, and have guided my life.

This book was written for any man or woman, young or older, who would like to take advantage of today's increasing need for handyman services, as I happily decided to do, and turn this need into a workable business. Part time or full time.

Of course, it was written with the understanding that the reader has some basic skills, along with a fundamental desire to help people and repair things..

Today, more than ever, there are a lot of people who just can't take care of all those pesky "*little things*" around the house and yard that need to be done, and keep cropping up. Like, painting the kitchen cabinets, installing a new plug on an old lamp cord, fixing a leaky faucet, etc., there's always something that can be a real problem to many people.

And, unless you're really out of touch, you realize many people just can't afford to call in a plumber or electrician these days due to today's over padded fees, especially for a small uncomplicated job. Yet, a reasonably priced handyman who operates on a lower overhead may be just the right answer for these folks, and often is.

There are countless opportunities today for a handyman as you can perform hundreds of tasks that elderly and handicapped people might not be able to do themselves, or that a busy executive might not have time, or make time for.

By the way, handyman is just an all-purpose term, it does not indicate male or female, and that's understood. I never want to hear "handyperson," or some other PC crap!

Working your own business calls for self-motivation, resolve, discipline, and a lot of common sense. It also involves some basic business knowledge, and that's where this book can be of precise help. It offers guidance on starting up considerations such as, choosing the right business name, and equipment to buy.

What you bring to your business are your; skills, knowledge and above all, desire to succeed.

Being a handyman puts you in touch with many kinds of people and their homes. It permits you be a creative thinker, problem solver, and an all around indispensable person.

To say the least, the handyman business has been good to me and my family. As an independent businessman, I've made a good living by helping people enhance their living conditions.

If your central goal in life is to use your abilities in order to help others improve their homes and lives by creating a business that also serves you, then this book is for you.

Remember, as in any business venture you must think and plan carefully. The values you need when running a successful handyman business are the very same as those needed for operating any other business endeavor: good judgment and a willingness to work hard.

You can reach all your goals if you; *stay creative, keep learning, and believe in yourself.* And, if you display belief in yourself, others will, also.

The best of good fortune;

*Jack Naylor*

# Exactly, Who Is, And What Is A Handyman?

## Common Description

The handyman profession is not easy to define, for instance, if I were to say that a handyman is a person who offers his home repairing talents for money, I would be right, but not very helpful.

By listing the specific skills a handyman should have, I would be in hot water, as for every skill I would have to add to the list of required talents, such as; electrical repairs, plumbing repairs, tile work, locksmithing, etc..

No matter what, I'd be eliminating lots of handymen, and if I got more specific by listing job sizes they would accept, painting a wall, painting a house, and so-forth, again I would be lopping off more handymen with each increase in job choices.

Not all handymen are "*Jacks (or Jill's)-of-all trades*," as they come from all walks of life and all sorts of interesting backgrounds. Some handymen come from a trade background with primary skills in, say, carpentry or the construction field..

A few are electricians and plumbers, although not as many as you might expect, given that the money is usually better in those licensed and often unionized professions. Some are tile installers or roofers or appliance repair people who, fill in the lean times with handy-work from their current customers or referrals.

A handyman should be defined as a person that can do *the* job or jobs you need done around your home, and not someone who is capable of doing everything. So, naturally the more you can do, the better your handyman business.

## What a Handyman Does

Simply and plainly, you solve problems. In general, your services are geared to home owners who require small jobs completed around the house, such as installing a light fixture, fixing a leaky faucet, cleaning out an area, or repairing a drywall.

As it relates to your extended skills and abilities, other jobs may be offered you, such as painting, yard work, assembling or repairing furniture or equipment, removing junk, putting down carpet, or just about anything else you can think of!

Needless to say, the most successful handymen enjoy a wide range of knowledge they can draw on. If you want to start up a handyman business, you should be prepared to work in many areas, including the following:

- Plumbing,
- Electrical,
- Carpentry,
- Painting,

- Tiling,
- Carpet installation,
- Drywall,
- Refinishing surfaces, etc..

Of course, you also need to know what your limits are. You'll need to be prepared to be called on to do any number of other tasks as well, depending on your customers' needs.

That, in a roundabout way, is the nature of the handyman business, and what makes a handyman so valuable, to many indispensable.

# Becoming A Handyman

Once you begin marketing yourself as a handyman, requests for your services will entail your going into someone's home or place of business to do repairs, in other words, fixing things, building or painting.

On average, you'll do several small jobs on each visit. That is, you may do plumbing, electrical work, patch a leaky roof, erect shelves, repair doors and windows, service appliances, and maybe even be called on to fix toys, bikes, and so on.

So now is the time to ask yourself, frankly:

- Do you really enjoy fixing things?
- Do you like to work with your hands?
- Do you enjoy taking things apart just to see how they work?
- And, most importantly, would you in reality, really like to work for yourself and be your own boss?

## The Need

In actual fact, most things that need fixing around a house may take only a few hours, or now and then, even less. For instance, where a job needs say, a new electrical outlet in the kitchen, a new washer in the bathroom faucet, or maybe, perhaps a door fixed so it will close properly, a handyman can do all three things, often in one visit.

That way a homeowner saves a lot of money when weighed against paying an electrician, a plumber, and a carpenter to do the work. In addition, the plumber, electrician, and carpenter usually are not interested in that kind of work. Many say they can't get outfits to come for a small job.

And at times, it's more than reasonable; it's only natural that a tradesman would want to have his equipment, truck, and helper doing big jobs where he can make much more money.

## The Benefits Of A Handyman Business

When all is said and done, you are your own boss and have a significant control over where, when, and from whom you accept work.

When you enjoy your job, most every day is different; there's no getting bored, as you are confronted every day with new challenges and you are always learning. You are always meeting new people, and you can take it from me that most are very nice.

Also, there is great satisfaction in going into people's homes, doing an assortment of jobs while observing how pleased they are, and knowing that you have made life a little better for them.

A big plus is that you can set up a handyman business at any time you feel ready. Unlike with many businesses, you won't have to present any resumes or undergo any job interviews. In fact, you don't have to explain to anyone, further, you don't need a college degree or even a high school diploma.

As you know, many fields require thousands, or tens of thousands to start up, while your initial investment as a handyman, *in particular* where you start out by doing small jobs, can be almost zero, and once you have mastered your craft, you can be lucratively employed for life. In addition, you are not faced with any age limit.

Regardless, how good or bad times are, there will always be plenty of people who own houses or apartments and who will need things fixed, or built, or painted. Also, no one but you can fire you, and no one can move your job overseas. The bottom line is, there has *always* been and *will be*, plenty of work people can't or won't do themselves.

In time, as you become more knowledgeable about how houses are constructed and how they perform, you can consider becoming a *home inspector*, which may pay better than handyman work.

Or, once you begin "*feeling your oats*," you may even want to *buy, renovate, and sell* (flip) houses that are run down and in need of major repairs.

These properties are often known as *fixer-uppers* or *handyman specials*, and many people make an enormously good living doing these *rehab*s.

By then, of course, you must know a good deal about the areas housing market, as well as, how to accomplish repairs and know costs.

### On The Other Side Of The Coin

Often, especially in the beginning, you may not make as much money as you are now, that is, unless you are highly knowledgeable at the start.

Then again, even though your hourly rate may be quite good, you can expect to work only 50 to 75 percent of the time, as you will have to spend time consulting with the homeowners, over jobs.

Also, you'll waste time shopping for materials, when you discover that not every hardware store or home center will have what you need when you need it. What's more, you must figure in your time loading things into your car and driving to the customer's home, as well as, perhaps spending time learning how to do particular jobs.

**Of course, you'll have no sick leave, medical benefits, or paid vacations, you'll have to plan for this yourself.**

## Gaining Knowledge And Skills

In this section I'll outline some of the many tactics for acquiring handyman skills and knowledge, should you need it. A few of them are, as follows.

### Be A Helper

Apply for a job as a helper to an area; handyman, carpenter, electrician, general contractor, painter, plumber, or builder. This is probably the best way to learn because you are *earning* while learning.

Keep you eye on "Help Wanted" ads, but if you don't spot one such job, keep looking and asking. Go to home centers and lumber yards. Speak to them, give them your card, or a note that displays your name and phone number. Remember, your not after income it's useful learning experience you want.

Make the same offer to builders and contractors, and if they ask you what experience you have, tell them whatever the truth happens to be. Many tradesmen usually work alone, but do need a helper from time to time.

When you manage to get a job, do everything possible to be as valuable an employee as you can be. Always do the job exactly as your employer wants.

When going through the classified ads, look under "Handyman," "Maintenance" or look for the words "Helper" or "Entry Level" or "Will Train."

Jobs like these are, as a rule, are for maintenance in; apartment complexes, condominiums, or office buildings. Along with these ads, you'll often spot the term "HVAC," Which you probably know, means heating, ventilating, and air-conditioning.

### Books

Without fail, if you look around, there is at least one book, usually several, that tells you exactly how to do whatever you want to do. Of course, there is no such thing as a *perfect book*, so you will never find a single book that tells you everything you might need to know for every possible situation.

In addition, to books about certain subjects, don't ignore multi-subject books with titles such as: Home Repair, Home Improvement, Handyman, Fix It Yourself, Build It Yourself, Do It Yourself, New House, Old House, How It Works, How Things Work. And take into account that new and useful books are published every year.

Invest, whatever time you can spare, studying "how-to" books in your local library. When you can, investigate the books at your home center. Your goal should be to, sooner or later, acquire at least one, good book on these subjects.:

- Flooring
- Drywall work
- Carpentry
- Electrical work
- Cement work
- Power tools
- Painting

Plumbing  
Weatherproofing  
Hand tools

Moreover, if you choose to do work in the following areas, there's books on:

Gardening  
Landscaping  
Energy procedures for the home  
Appliance repair  
Decks  
Locksmithing  
HVAC (heating, ventilating, and air-conditioning)  
Installing electronics  
Home security  
Pest control  
Patios  
Roofing  
Siding  
Rehabilitating or renovating old houses  
etc..

Additionally, a number of companies publish sets of books that cover almost any area in which you will work. You can buy individual books or the entire set.

With the advantage of Internet access, you can find new and used books on almost any subject at Amazon.com, BarnesandNoble.com, Bookfinder.com, and other sites. There are also websites that focus on a wide range of "how-to" books. Use Google to search for books on particular subjects

### Catalogs

You'll find catalogs are often a useful supply of information. In particular, plumbing parts catalogs and electrical parts catalogs.

Just learning the correct names for the various items is constructive in itself, as you know what to ask for when you go to the hardware store.

### High-School Courses

There are a number of high schools have evening courses in home repair. While they may be at a very basic level, the instructors are often experienced professionals who may be helpful to you in finding work. You can also get answers to any questions you may have.

### Home Centers

Roam the aisles at your local Home Depot, Lowe's, etc.. Think of these centers as graduate courses in fixing and building. Take a close look at the range of hand and power tools, for even if you don't need them now, you will in due course buy and use many of them.

Learn the names of the various kinds of lumber, plywood, etc. Even after these years of doing handyman work, I almost never go to one of these places without being confronted with some useful; new tool, hardware device, or material.



## **A To Z Handyman Services**

- ✓ Plumbing
- ✓ Sheet Rock
- ✓ Heating
- ✓ Cement Work
- ✓ Finishing
- ✓ Windows
- ✓ Complete Kitchens
- ✓ Electrical
- ✓ Dry Wall
- ✓ Framing
- ✓ Complete Baths
- ✓ Doors

Thanks for reading these brief few pages, of one of the most successful and original career course manuals available on building your own home-based **Handyman business**. Learning from an established professional is the best way to starting your own profitable home business.

If you'd like to consider the complete course, [click here...](#)

**For information on our other career courses go to either [anezbizz.com](http://anezbizz.com) or [ahow2.com](http://ahow2.com)**

Note: To read another *sample edition* of our famous home study courses follow this link... [Learn](#)

Whatever, your decision may I talk this opportunity to wish you the best of good fortune, and remember, don't leave your future to *the whim of others*.

Your friend;

*Joe Myna*