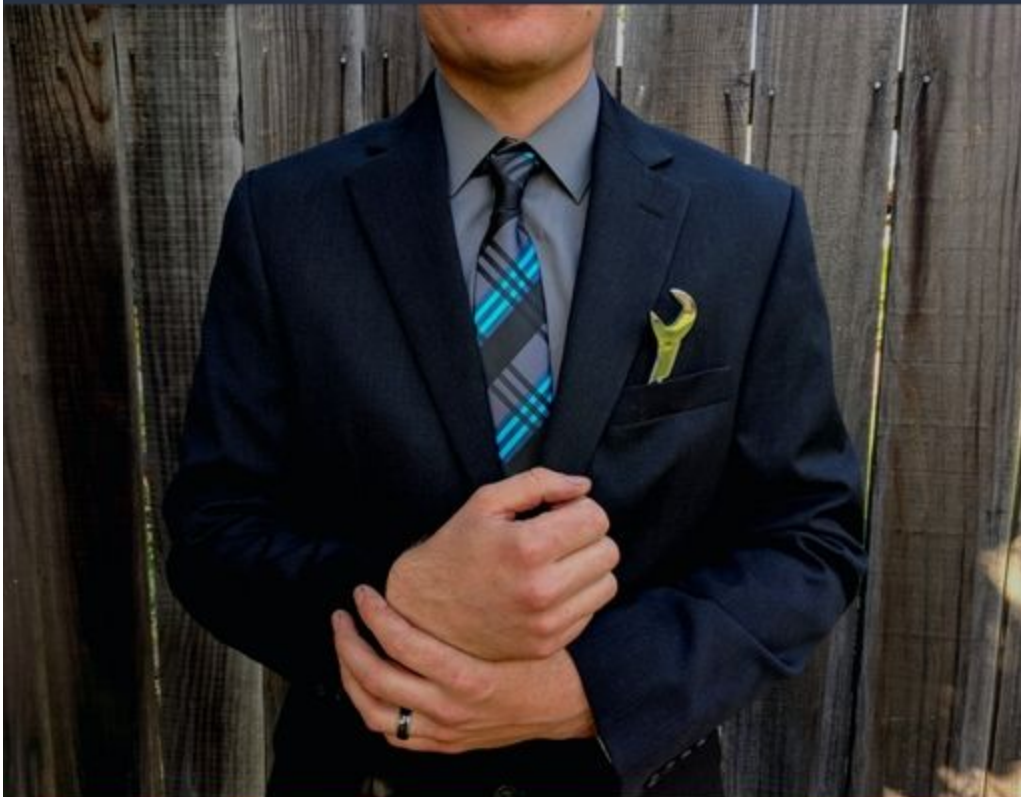


4 SECRETS TO HANDYMAN BUSINESS SUCCESS



From Start-up to Success

THE HANDYMAN JOURNEY

by Allen Lee

The Handyman Journey

4 Secrets to Success for your Handyman Business

Take your business
From Start-up to Success

By Allen Lee

Anyone can start a handyman business, but it takes diligence to start a successful handyman business.

This book is comprised of the secrets to unlocking success in your handyman business. These secrets are made up of 4 hard learned truths, that when understood and applied, nothing can stand between you and success!

I wanted to write this book because I wasted so much time learning these secrets the hard way and I want to help jumpstart your business and help you not only become better businessmen but better people!

Starting a handyman business can be one of the scariest things you ever do. These 4 secrets to success, if implemented can help you face and overcome the fears that are holding you back from making the leap into the rest of your life. I am excited for you to read the information in these pages because I know it has the power to do for you, what it has done for many others, and that is **equip you with the resources necessary to not only start a handyman business** but help you **take your business to the next level.**

The first Secret to success is understanding the difference between an asset and a liability in your business.

Asset = Something of value that makes you money.

Liability = Something that costs you money or time.

For the longest time, I thought that in order to make more money all I had to do was work longer and spend less but boy was I wrong. It turns out

that the key to making more money lies in this secret of knowing the difference between an asset and a liability.

Many people in business, especially a hands on business like the handyman business, see their only assets as their tools to get the job done and the time to do it. When in fact our **biggest asset in business and life is ourselves!**

When we can see ourselves as our businesses biggest asset we understand that we need to be constantly growing our mind and skills, this is what allows us the opportunity to make more money in business.

On the other hand, **the majority of people go through life being their biggest liability rather than their biggest asset.** Oftentimes, our own desires and misguided truths get in the way of us being productive. This is how we can become a liability (our own worst enemy) that hurts our business.

Making the shift from liability to asset is actually very simple and starts with the way you view yourself. Start by really looking into who you are and why you are doing what you do. Discovering your true desires and why you started your business in the first place will ultimately help you transition your thought into being an asset and making you money. Because it is why we do things that is really what makes us succeed or not. As Teddy Roosevelt once said, **“People do not care what you know until they know how much you care.”**

People whose main cause and desire in life is money and chase it all their lives will never be fulfilled. They will always see themselves as a failure because they will never make enough to satisfy their selfish desires.

On the other hand, people who understand that their “why” is way bigger than money, will find fulfillment in the things that their business

provides them: flexible schedules, the ability to control your time, and the freedom that a business lifestyle brings. **The money will end up chasing them!**

You might wonder, how can money chase me?

That leads me into the secret to success #2 : Having clear priorities.

When we understand what our priorities are, the right things will fall into place.

Think of it this way, when our priorities are skewed it is like trying to fit a square block in a round hole. When our priorities are straight it's like putting that square block in the square hole, much easier right? And it gets done a whole lot quicker!

Our priorities often look like this, #1: Work , #2: Work , #3 Work, you get the idea. See, before I realized this secret, I was working non-stop, actually making less money, and getting absolutely nowhere.

The way our priorities are designed to be ordered is #1: God , #2: Spouse , #3: Kids , #4: Work.

Did you get that?! Work is fourth on the list! People may ask how can I get anything done with work as my last priority? This takes me back to what I said before which was **once we have our priorities set, things start falling into place.**

When I first realized this and set my priorities straight, I was able to quadruple my time and grow my income by 30% in the first month of this practice. The key to priorities is setting a schedule. When it is time for family, be fully devoted to that in that time, and do the same for when it is

time for work! Knowing and setting priorities helps you **laser focus in on every aspect of your life**. By doing this you have the privilege of watching your relationships, time, and money grow!

Secret to success #3 is Invest in yourself and never stop!

This secret ties into Secret #1 because if you realize that you are your biggest asset, you will also understand that in order to grow your business you constantly need to be pouring into yourself. You can do this with training programs, watching videos, taking courses, and by finding mentors. Whatever way you can do, you should! **Your personal growth is directly tied to your business growth!**

The way that I stay focused on this secret is by constantly investing in myself. I wake up at 5 am every morning and spend at least one hour listening to my mentors either through video, audio, or training materials.

I cannot stress enough how important investing in yourself is, especially for a business owner. After all, we are the business and we don't have a boss that is investing time and money into our training. We are the bosses and need to be constantly growing as people. **As a business owner, if you are not growing your business is not growing.**

As people we can see what we truly value with what we are willing to spend our money on. You can see that some people will spare no expense for their spouse, kids, or even pets, which are all great things. But how often do we apply those same thoughts to ourselves? Are we willing to spare no expense for our own personal development? After all, we know that it is our own development that contributes to the growth of our businesses. To invest in your personal development is to invest in the business that makes the money and pays the bills and has the opportunity to change your life.

Secret to success # 4 is you become the average of the 5 people that you hang out with.

Jim Rohn once said, **“You’re the average of the five people you spend most of your time with.”** Entrepreneurs often underestimate the importance of the company they keep. The people around you matter.

When I first started my business I only had one friend who was entrepreneurial minded. This friend was really the only one that I could talk to about business ideas that didn’t think I was crazy.

Often times we as entrepreneurs want to be the biggest, smartest person in the room. We do not realize that when we surround ourselves with people who aren’t doing more than us, we tend to become complacent. But when we surround ourselves with people that are infinitely better than us we strive to always be better in every aspect of life!

We need to surround ourselves with people that push us to be better businessmen, and to become better people.

We need to find supportive, challenging people and hang around with them, whether that be mentors, family members or friends. We need smarter more driven people around us!

This secret to success is the heart of Handymanjourney.com because our desire is to create a community of people who are constantly learning and taking their handyman business to new heights!

I want to finish with a little story of how personal development changed my life:

Many years ago we were told that we should go to a live event put on by what appeared to be a “self-improvement” specialist. For many months we told our friends, that told us about the event, that we didn’t have the money to go. Finally we gave in and bought tickets to the event. I was under the impression that this event was going to be a money throw away, so I started thinking of ways that I could “recoup” the cost of the tickets. I created a flier offering handyman services and distributed it to friends and family. The response from this flier was astounding! I discovered a huge need for a honest, reliable handyman that knew what they were doing. After doing handyman jobs for a few months in the nights and weekends, we went to the event seminar and I was blown away.

At the seminar we were challenged to tackle emotional issues that were holding us back in life. It was at this moment when I realized why I hadn't been willing to take any kind of risk in life, I was filled with fear of failure and anxiety of not being able to provide. This was the motive that I had been operating in. My why was “fear” instead of fulfillment. Coming back from this event, I was a new man. I had a new vision, not only for myself, but for my marriage, my family and my career.

Later that year, after much deliberation and prayer, my wife and I decided to start our handyman business. I quit listening to fear and left my full time job even though it had great benefits and pay. This was just the beginning to the rest of my life! I realized that day that I need to take control of my own future and establish a vision for what I want and go for it!

Since that day of making the choice to control my vision rather than let fear cloud it, my life has drastically changed! **I now have way more time to spend with my family and make more money while doing it!** If you are on the fence about starting your own handyman business and are controlled by the fear of change or failure I would encourage you to reach out to other like minded people. We have assembled a handyman mastermind group on facebook that has countless people with similar

stories as I. There are people in there who despite having a well paying job, with benefits and a great 401K, a wife and 3 kids have made the choice to take control of their families future and take the leap to become a full time handyman.

Join the Handyman Journey community and stay connected!

<https://www.facebook.com/groups/955093931316242/>

If you are ready to start your handyman business and want to get it off on the right foot I would encourage you to go to <https://handymanjourney.com/101-course/> and get started on the handyman course that has **helped many people start up a successful handyman business from day 1!**

If you ever have any questions feel free to email me personally at

handymanjourney@gmail.com

Thank you for taking the time to read this free E-book and I wish you the best of luck in your journey and I hope I can, in some way be apart of it!