

Top 5 Reasons Handymen need great software

written by Vicky Barry | July 16, 2023



Top 5 Reasons Handymen need great software

For handymen or handy women, efficiency, organization, referrals and customer satisfaction are key to success. To put it mildly, you need great **handyman software** to run your trades' person business, with robust features and user-friendly interface, you need the perfect tool to help you achieve these goals. Here are the top 5 features of great software for that can transform your home improvement business.

And we are not just talking about handymen, every sort of trade's person can benefit from great software. Whether you are a Maintenance Worker, Repairman, Fixer, Tradesman, Artisan, Technician, Crafts person, Skilled Worker, Service Worker or Jack/Jane of All Trades you all need to track customers, send invoices and manage travel. Maintenance Technician's and Home Repair Specialist, need to be able to schedule tasks, upsell existing customers and even menu sell new referrals.

So let's talk about the 5 most important features in our opinion.

1. Customer Relationship Management (CRM) Artisan's

As a handyman, your customers are your most valuable asset. A great CRM system allows you to manage your customer relationships effectively. You can track customer interactions, manage contacts, and improve customer service, leading to increased customer satisfaction and loyalty. With great trades' person software, you can ensure that no customer request falls through the cracks, and they want to give referrals.

2. Scheduling and Time Management for Handymen and

Women

Your software should have advanced scheduling feature because this is a game-changer for handymen. It allows you to manage your assignments seamlessly, eliminating the need to juggle multiple calendars or spreadsheets. With great handyman software, you can view all your assignments in one place, making it easier to fill gaps in your schedule and take on more work.

3. Handyman's Menu Selling Software

Menu Selling is a killer feature that most handymen don't think about, it allows you to present your services in a menu-like format using an iPad or Tablet, making it easier for customers to understand your offerings. This feature can help you upsell your services, increasing your revenue without stressing out your customers. Because its easier to sell by giving choices.

4. Handyman Task Management software

With great handyman software, you can easily assign tasks, track progress, and ensure projects are completed on time. This feature is particularly useful for handymen who often juggle multiple projects at once. With Selling Lane, you can stay on top of all your tasks and ensure that nothing is overlooked.

5. Handyman Invoicing Software

You can't stay in business unless you get paid. So as a Crafts' person you need to be able to send invoices, and get paid quickly whether you use [Venmo](#) or [PayPal](#) or the click to pay features of the software. And it should be easy for [Artisan's](#) like you to bill seamlessly from your business software.

Conclusion

In the fast-paced world of handyman services, Selling Lane is the partner you need to streamline your work, manage your finances, and ultimately increase your income. With its robust features and user-friendly interface, Selling Lane can transform your handyman business, helping you achieve your financial goals.

Consider Selling Lane for Your Handy Person Business.

Ready to revolutionize your handyman business? Sign up for [Selling Lane](#) for free today and take the first step towards a more profitable and organized career. Experience the power of [efficient scheduling](#), comprehensive invoice management, [route planning, enhanced customer relationship management](#), and more. With Selling Lane, success is just a click away



Selling Lane Handyman Software, Free For Life or Upgrade as Needed

[Try It Free](#)

Unlimited Free for Startups – or Upgrade for Only \$25

No credit card needed to try, startups get the CRM **free forever**

Or get the discounted [Business Max Plan for \\$75](#)

5 Reasons Why Your Business Needs Delivery Service Software

written by Vicky Barry | July 16, 2023



Roll up your sleeves and buckle in, business leaders! In the whirlwind world of small business, where the pace would make a cheetah feel a little sluggish, your triumph hinges on something faster than a speedy internet connection or the latest smartphone. We're talking about your Delivery Service Software that should be built into your business software..

It's like the unsung hero of your operation – when it works flawlessly, nobody notices. But when it falters, boy does everyone feel it, especially during peak order days. In this neck-and-neck race against competitors, your customers don't just want their deliveries – they're practically betting on them like they're in a high-stakes poker game.

And what's your ace in the hole? A Business Software solution with a kick. It's not just a software; it's a high-octane, hyperefficient, route-managing, logistics-taming beast! Delivery Service Software is the name, and it's built into Selling Lane.



Fasten your seatbelts, Who Knew Delivery Service Can Be Fun!

This blog post is taking you on a journey through the bustling highways of business logic. Where the pit stops are marked not by tacky souvenir shops, but with compelling reasons, why your business needs a shiny, new Delivery Service Software.

We've got not one, not two, but five hard-hitting, mind-bending, thought-provoking arguments that are going to make you say, "Why didn't I think of that?" Trust us, they're more persuasive than a grandmother insisting you have "just one more" slice of her homemade apple pie.

With a spotlight brighter than a Broadway show, we're showcasing the benefits of the star of our show, Selling Lane, and its understudy, Simplicity. Together, they're like the dynamic duo of software, ready to transform your business procedures faster than a magician pulling a rabbit out of a hat.

Stay tuned to learn how Selling Lane can not just manage, but put the 'zing' in your business procedures and take your delivery service from zero to hero. Now, who's ready for a fun ride?

Reason 1: Optimize Your Delivery Efficiency with Great Software

To truly rise above the competition and meet client needs, delivery operations must be as efficient as a clockmaker's workshop. Now, you might be wondering, how do I get there? That's where the magic of software like Selling Lane comes into play.

Firstly, Selling Lane has the power to streamline workflows smoother than a hot knife through butter. Moreover, it can optimize your business processes faster than you can say "efficiency."

But wait, there's more! This tool doesn't just stop at workflow and processes. Imagine having Customer Management, Order Management, and tracking operations all neatly bundled into one tool. It's like having an office supercomputer right at your fingertips.

Consequently, this can save you time, because let's face it, no one wants to waste hours on mundane tasks when they could be innovating. Additionally, this can cut down on errors, and we all know that even the smallest mistake can snowball into an avalanche in business.

Most importantly, it can boost routing productivity, skyrocketing your operations to new heights. So buckle up because with Selling Lane, your business is in for one smooth, efficient ride.

Reason 2: Enhance Customer Experience

Delivering an exceptional customer experience is essential for business success. Delivery Service Software allows you to provide real-time updates to your customers, keeping them informed about their orders every step of the way. With Selling Lane, you can easily communicate delivery status, estimated arrival times, and any potential delays. By enhancing transparency and communication, you can build trust, increase customer satisfaction, and foster long-term loyalty.

Reason 3: Centralize Order Management

Managing orders across multiple channels can be challenging and prone to errors. Delivery Service Software centralizes your order management process, providing a single platform to handle all incoming orders. Selling Lane enables you to streamline order processing, track inventory, and ensure accurate fulfillment. By consolidating your order management, you can improve accuracy, avoid duplication, and reduce the risk of errors.

Reason 4: Optimal Route Planning with Delivery Service Software

Efficient route planning is vital for minimizing delivery time, reducing fuel costs, and improving overall productivity. Delivery Service Software like Selling Lane offers advanced route optimization capabilities. By considering factors such as traffic, distance, and delivery priorities, Selling Lane helps you plan the most efficient routes. With real-time GPS tracking, you can monitor drivers' progress and make necessary adjustments to ensure timely deliveries.

Reason 5: Data-Driven Insights with Great Business Software

Making informed decisions is critical for business growth. Delivery Service Software provides valuable data and analytics to help you gain insights into your operations. Selling Lane offers detailed reports and analytics on key metrics such as delivery times, driver performance, and customer satisfaction. By leveraging these insights, you can identify areas for improvement, optimize processes, and make data-driven decisions to drive your business forward.

Bottom Line: Invest in Delivery Service Software

Although the going is difficult and your rivals are numerous and well-established, effective delivery service software can make all the difference. For businesses seeking to improve client experiences, streamline operations, and spur development. A comprehensive solution is provided by Selling Lane that boosts productivity, centralizes order administration, enhances route planning, and gives data-driven insights. Utilize Selling Lane to maximize

the potential of your delivery operations by embracing the strength of delivery service software. Invest in simplicity to benefit from a successful and efficient delivery service.



Selling Lane Business Software, Free For Life or Upgrades as Needed

[Try It Free](#)

Unlimited Free for Startups – or Upgrade for Only \$25

No credit card needed to try, startups get the CRM **free forever**

Or get the discounted [Business Max Plan for \\$75](#)

Recommended books: [Start, Run, and Grow a Small Package Delivery Service](#)

It's Really Simple, Grass is Greener in Business if You Water It

written by Vicky Barry | July 16, 2023



Cultivating Business Growth: 7 Lessons learned by Watering Your Lawn.

- **Introduction**

- When I started selling, I met a man who worked at the location for 20 years. He was pretty famous in the business for being the best sales person in the country. Most of the other sales people envied him, and in some cases hated him for his success. Maybe I was brought up different, but instead, I studied him to try to understand how he was getting so many referrals from other customers, and watched the way he sold with a natural style. The

bottom line is, this man was cultivating his garden every single day. Calling customers on their birthdays and anniversaries, being kind to their children when they came in to the business, even if they were crying. In other words, just being a great person, and a natural for customers to buy from.

I also noticed business journals on his desk, and caught him one morning, an hour before opening, watching a YouTube channel on selling success. He had Napoleon Hill's book on his desk, a bottom drawer filled with toys for the children, and was always willing to help other sales people if they would just listen.

- Full Disclosure: This person was my father. The number one sales person for most of the 1980s for a big automobile manufacturer.
- What I learned working for him over those precious few years was priceless. Because he taught me empathy and kindness, not how to "close" a customer, but Instead, how to make a customer, feel like he was the only person they should ever buy from.
- Instead of envying, others, he worked on himself. In fact, I never heard him say an unkind word about another sales person. But instead, I watched him constantly work on his selling skills. In other words, "He realized that the grass is always greener under your feet if you spend time watering it."



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• **Understanding Your Soil (Knowing Your Business)**

- Just as different soils require different care, every business has a unique set of needs. For example, if you are a florist, you can't attract customers until you perfect your skills at making flower arrangements. If you're a plumber, most of your business will come from word of mouth. So, referrals are critical, building a great relationship with each customer and being there for them in a crisis, could be the best way to grow your business. You might invest in [great software for plumbers](#), and spend your watering time learning how to use it at 100% efficiency.
- I know this is basic, but knowing your customers, what they require, and especially what they fear, or what they enjoy, is critical to growing your business. So spend some time watering your own lawn, by investing time in learning about your customers and what they are worried about. It will go a long way to your success.

• **The Right Amount of Water (Balancing Resources)**

- Overwatering or under watering can harm a lawn, just as overinvesting or underinvesting can harm a business. Spending time

trying to grow, but not actually selling anything or working on your customers, will ultimately lead to failure.

- Over preparing is also a mistake. I've seen people spend months and months preparing to do something, but then have anxiety and fear of actually starting. It's a term we call "failure to launch" or "Success Quagmire." Businesses spend so much time preparing that they forget I need to actually get started, so they can pay for their time and make enough money to keep the business afloat. Sometimes just starting even if things aren't perfect will allow you to perfect your business model, pivot, and get bigger faster. And most importantly, allow you to adapt to market changes.



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- **Consistent Watering (Consistent Effort)**

- Consistency is key in both lawn care and business growth. Achieving long-term success, it's a marathon, not a sprint. Look at your business every day, find something to improve and ask yourself, are the things you're doing, going to grow your business or are they just busywork.
- Examples include:
 - Spending an hour every morning answering people's positive or negative reviews.
 - Making sure that you write a post about your business every day on social media. Mix it up with interesting and heart-wrenching stories, then mix in some self-promotion and selling.
 - Talk to other neighboring businesses and let them know what you're up to. This includes Internet businesses, sometimes making relationships with competitors that are selling similar products to filling partnerships later on.

- **Adapting to Seasons (Adapting to Market Changes)**

- Just as lawn care needs change with the seasons, a business must adapt to market changes. Entrepreneurs often call this "the pivot." Where are you start out doing one thing, but realize the customers want something else very similar, so you modify your business to accommodate their needs and off to the races you go. But sometimes seasons and locational factors will require you to make changes, just like the way Walmart puts a pro is out in front when it's

raining and BJ's puts air conditioners upfront when it's boiling hot outside. Marketing to a season can make all the difference, is no one wants sweaters in summer or shorts in winter.

- **Lawn Maintenance (Maintaining Business Health)**

- Regular lawn maintenance prevents issues and keeps the lawn healthy. Similarly, regular check-ins and adjustments can keep a business on track. I've helped run large companies and started two of my own. In each case, I find that having consistency in my marketing strategy makes all the difference. Sometimes just doing things the same time of day, same time of week, and once a month, is all you need to ensure that you don't miss something. If you don't schedule your watering, you may sometimes forget and let months go by, then you realize that you haven't posted anything on Facebook or written a blog post, and you wonder why your business just floundering.

- **Conclusion: Growing a Green Lawn and a Thriving Business Growth**

- There are many ways to start a business to run a business to maintain a business, but there is one common denominator among all successful businesses, and that is constant attention to detail.

Bonus: Book Suggestion for Small Business

- [12 Months to \\$1 Million](#): by Ryan Daniel Moran
- [Your Next Five Moves: Master the Art of Business Strategy](#) Patrick Bet-David
- [STARTING BUSINESS FROM SCRATCH](#): The Ultimate Blueprint of Building a Multi-Billion dollar business for successful Entrepreneurs

[Salespeople and Real Estate Agents](#)

Need Their Own Personal CRM?

written by Vicky Barry | July 16, 2023



[Continued from 10 reasons Salespeople Must Have a Private CRM](#)

Introduction: The Power of Personal CRM ☐

In the competitive fields of automotive and real estate sales, having a personal Customer Relationship Management (CRM) system is a game-changer. It's not just a tool; it's your secret weapon for success. But why is a personal CRM so crucial for salespeople in these industries? Let's dive in.

1. Independence: Your Business, Your Rules ☐

When you have your own personal CRM, you're not tied to the systems provided by your dealership or real estate agency. This means you can move between companies without losing your valuable customer data. Your relationships stay with you, giving you the freedom to control your own destiny.

2. Customer Loyalty: Building Strong Relationships



A personal CRM allows you to track every interaction with your customers, from the initial contact to the final sale and beyond. This helps you build strong, lasting relationships, which are key to earning repeat business and referrals in both the automotive and real estate sectors.

3. Efficiency: Streamline Your Workflows ☐☐

With a personal CRM, you can automate many of your daily tasks, such as following up with leads, scheduling appointments, and sending out marketing emails. This saves you time and allows you to focus on what you do best: selling.

4. Insights: Know Your Customers ☐

A personal CRM provides valuable insights into your customers' needs and preferences. This information can help you tailor your sales approach, improving your chances of closing deals.

5. Professionalism: Impress Your Customers ☐

Using a personal CRM shows your customers that you're organized, professional, and committed to providing excellent service. This can enhance your reputation and help you stand out in a crowded market.

Conclusion: Take Control of Your Success with a Personal CRM ☐

In the fast-paced worlds of automotive and real estate sales, a personal CRM is not just a tool; it's a necessity. It gives you the independence, efficiency, and insights you need to take your sales to the next level. So, why wait? Start exploring the benefits of a personal CRM today.

#AutomotiveSales #RealEstateSales #PersonalCRM #SellingLane #SalesSuccess

Questions about a private CRM For Salespeople:



- [What are the top 10 reasons to have a private CRM](#)
- How does a Private CRM protect my time investment?
- [Why do I need a second CRM for MY customers?](#)
- Are my customers Mine?



**Selling Lane The Easy CRM,
Free For Life or Upgrade as Needed**

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Or get the discounted [Business Max Plan for \\$75](#)

What is a CRM? [Watch this](#)

10 Reasons Salespeople Must Have a Private CRM

written by Vicky Barry | July 16, 2023



Introduction: The Value of Your Customer Base □

In the automotive sales industry, your customer base is your most valuable asset. It's the foundation of your business and the key to your success. Building a strong, loyal customer base takes time and effort, but the payoff is well worth it. However, it's not just about building a customer base; it's also about protecting it. But why is this so important? Here are the top 10 reasons why automotive salespeople should prioritize protecting their customer base.

1. Customer Loyalty: The Key to Repeat Business □

Customers who have had a positive experience with a salesperson are likely to return for future purchases. By protecting your customer base, you're nurturing these valuable relationships and encouraging repeat business. This loyalty isn't just about the immediate sale; it's about establishing a long-term relationship that can lead to multiple sales over time.

2. Referrals: Word-of-Mouth Marketing □□

Happy customers are your best advocates. They're likely to refer friends and family to you, helping to grow your customer base organically. By protecting your customer base, you're also protecting this valuable source of referrals.

3. Competitive Advantage: Stand Out from the Crowd □

In the competitive world of automotive sales, having a strong customer base can give you an edge over your competitors. It's a resource that's uniquely yours and can't be easily replicated. By protecting your customer base, you're safeguarding your competitive advantage.

4. Independence: Take Control of Your Future □

When you protect your customer base, you're not just protecting your current sales – you're also safeguarding your future. This is especially important if you ever decide to move dealerships. With a protected customer base, you can

hit the ground running at your new location.

5. Personal Brand: Build Your Reputation □

Your customer base is a reflection of your personal brand. By protecting it, you're reinforcing your reputation and positioning yourself as a trusted advisor in the automotive industry.

6. Revenue Stability: Secure Your Earnings □

A strong customer base can provide a steady stream of revenue. Even in slow periods, repeat customers and referrals can help keep your sales stable. By protecting your customer base, you're securing your future earnings.

7. Career Progression: Climb the Ladder □

Salespeople with a strong customer base are often more successful and have more opportunities for career progression. They're valuable assets to their dealerships and are likely to be recognized for their achievements.

8. Customer Insights: Understand Your Customers □

Your customer base is a wealth of information. By getting to know your customers, you can gain valuable insights into their needs and preferences, helping you to sell more effectively.

9. Negotiating Power: Leverage Your Value □

When you have a strong customer base, you have more negotiating power with your dealership. You're bringing value to the dealership, and this can be leveraged in negotiations.

10. Job Security: Safeguard Your Position □

In an industry where sales targets are everything, having a strong customer base can provide a level of job security. You're less likely to be affected by changes in the market or at your dealership.

Conclusion: Protect Your Customer Base with a Personal CRM □

Protecting your customer base is one of the most important things you can do as an automotive salesperson. It's your ticket to increased sales, career progression, and job security. So, how can you protect your customer base? One effective way is by using an independent CRM solution like [Selling Lane](#).

Questions About a Personal CRM:

1. [What is a CRM?](#)
2. [Why should a Automotive and Real-estate salesperson have their own personal CRM?](#)

3 Important CRM Features for Tree Removal Services

written by Vicky Barry | July 16, 2023



In the tree removal industry, managing customer relationships, upselling services, and ensuring timely payments are critical aspects of running a successful business. However, these tasks can often be challenging and time-consuming. That's where software solutions like Selling Lane come into play for Tree Removal Services like yours.

1. Track Customers Efficiently

One of the most significant benefits of using Selling Lane is its robust Customer Relationship Management (CRM) capabilities. With Selling Lane, you can easily track customer details, appointment history, and communication all in one place. This not only saves you time but also allows you to provide personalized service to each client. By having all customer information at your fingertips, you can respond to customer inquiries faster, schedule appointments efficiently, and provide top-notch service consistently.

2. Upsell with Ease

Upselling is a powerful strategy for increasing revenue, but it can be challenging to implement effectively. Selling Lane's unique [Menu Selling](#) feature simplifies this process. By presenting a menu of your tree removal services to clients on an iPad or tablet, customers can easily understand the breadth of your offerings and select the ones that best suit their needs. For instance, a client booking a tree removal service might be interested in additional services like stump grinding or tree health assessments when presented in the menu. This interactive approach not only improves customer experience but also opens up opportunities for effective upselling.

3. Ensure Timely Payments



get paid faster with Selling Lane's invoicing system

Selling Lane also helps you ensure timely payments. With its [integrated billing system](#), you can send invoices directly to your customers via email. Customers can then pay online, making the process quick and convenient for both parties. This feature can significantly reduce the time you spend chasing payments and improve your cash flow.

Selling Lane is Free to Try, Pay as You Grow

One of the best things about Selling Lane is its pricing model. It's free to try for 31 days, allowing you to explore and utilize its features without any financial commitment. As your business grows and your needs become more complex, you can choose to upgrade to a premium account. This "pay as you grow" model ensures that you only pay for what you need, making Selling Lane an affordable solution for tree removal services of all sizes.

In conclusion, Selling Lane offers a range of features that can help tree removal services streamline their operations, enhance customer service, and maximize their revenue. It's a comprehensive tool designed to meet the unique needs of service-based businesses. So why wait? Start your free trial today and experience the Selling Lane difference for yourself.

Other names for Tree Removal Services:

- [Arborist](#) services
- Tree care services
- Tree cutting services
- Tree pruning services
- Tree trimming services
- Tree surgery
- Tree felling

[Top Reasons a CRM Will Improve Your Cleaning Business?](#)

written by Vicky Barry | July 16, 2023



In the bustling world of house cleaning and cleaning service businesses, efficiency, customer satisfaction, and revenue growth are the cornerstones of success. As a business owner in this industry, you're likely juggling a multitude of tasks – from scheduling appointments and managing teams to maintaining customer relationships and identifying upselling opportunities. Enter Selling Lane, an innovative online CRM and logistics platform designed to streamline your operations, enhance customer relationships, and maximize your revenue.

Streamlining Operations with Selling Lane

One of the most significant challenges in the house cleaning and cleaning service business is managing the logistics of your operations. Coordinating teams, optimizing routes, and scheduling appointments can be a complex and time-consuming task. But with Selling Lane, these tasks become a breeze.

Selling Lane's user-friendly platform allows you to manage all aspects of your operations in one place. Its innovative mapping feature optimizes your team's routes, reducing travel time and allowing for more appointments in a day. Plus, with real-time tracking, you can provide customers with accurate ETAs, enhancing their service experience.

Enhancing Customer Relationships

In the service industry, customer satisfaction is key. Selling Lane's CRM capabilities ensure you never miss a beat when it comes to your customers. You can keep track of customer details, appointment history, and communication all in one place, ensuring you provide personalized service every time. This organized approach can lead to increased customer satisfaction and loyalty.

Maximizing Revenue with Effective Upselling

Upselling is a powerful strategy for increasing revenue, but it can be challenging to implement effectively. Selling Lane's unique Menu Selling feature simplifies this process.

By tracking customer history and preferences, Selling Lane can highlight potential upsell services that would benefit each customer. For instance, if a customer frequently requests basic cleaning services, the Menu Selling feature can prompt you to offer them additional services like deep cleaning or specialized cleaning services. This not only provides value to the customer but also increases your revenue.

Affordable and Easy to Use

Despite its comprehensive features, Selling Lane is highly affordable and easy to use. With a freemium model, you can start using Selling Lane for free and upgrade to a premium account as your business grows.

Join the Revolution

In the competitive house cleaning and cleaning service industry, staying

ahead of the competition is crucial. Selling Lane equips you with the tools you need to streamline your operations, enhance customer service, and maximize your revenue. Join the revolution and transform your cleaning business with Selling Lane. It's time to embrace the future of business operations.

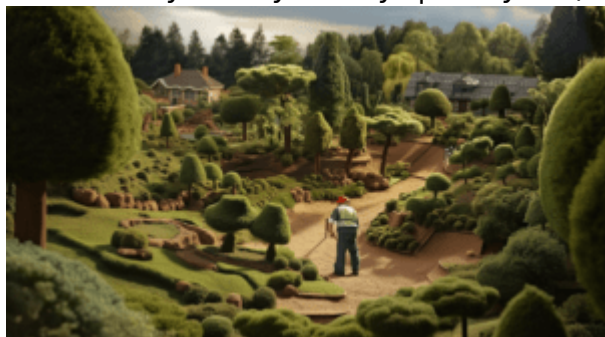


More on menu selling for cleaning services

Menu Selling is a transformative feature for cleaning services, designed to enhance customer engagement and boost revenue. By presenting a menu of your cleaning services to clients on an iPad or tablet, customers can easily understand the breadth of your offerings and select the ones that best suit their needs. This interactive approach not only improves customer experience but also opens up opportunities for effective upselling and cross-selling. For instance, a client booking a standard cleaning service might be interested in additional services like deep cleaning, carpet cleaning, or window washing when presented in the menu. This not only adds value to the customer's experience but also increases your revenue potential.

[Transform Your Landscaping Business with Selling Lane](#)

written by Vicky Barry | July 16, 2023



Having fun at work is vital because it cultivates a positive environment that boosts morale, fosters creativity, and ultimately increases productivity – because when people enjoy what they do, they do it better.

[How to Upsell Effectively with Menu Selling: A Guide for Small Businesses](#)

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Having fun at work is vital because it cultivates a positive environment that boosts morale, fosters creativity, and ultimately increases productivity – because when people enjoy what they do, they do it better.

[Harnessing the Power of Software to Transform Your Carpet Cleaning Business](#)

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