

Top 5 Reasons Handymen need great software

written by Vicky Barry | July 16, 2023



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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](#)

[Success Story: Top Reasons Selling Lane is Way Better Than Paper](#)

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John, or “Super Mario” as his kids call him, is a solo plumber with a dream of growing his business. He started out small, but quickly gained a reputation for being reliable, honest, and affordable. With a toolbox in his truck and a passion for providing top-notch service, John had all the makings of a successful entrepreneur. His customers loved him, and he was soon getting more jobs than he could handle, and working with just Penn and paper he asked the age-old question could he use a CRM instead of paper?

Challenges:

- Difficulty keeping track of leads
- Difficulty managing sales pipeline
- Difficulty closing deals

How the CRM system improved the sales process:

- **Tracking leads:** The CRM system helped the business owner to track leads more easily by providing a central place to store lead information, such as contact information, interests, and purchase history.
- **Managing sales pipeline:** The CRM system helped the business owner to manage their sales pipeline more effectively by providing visibility into all stages of the sales process.
- **Closing deals:** The CRM system helped the business owner to close more deals by providing tools for automating tasks, such as sending follow-up emails and scheduling appointments.

Benefits of switching to a CRM system:

- Increased sales
- Improved customer service
- Saved time

Sometimes the Details That Stop Businesses From Growing

However, he found himself struggling with the administrative side of running a business – managing customer relationships, scheduling appointments, and finding opportunities for upselling. John knew that he needed to get organized if he wanted to continue growing his business. He had been using paper to track his invoices, customers, and jobs, but it was becoming increasingly difficult to manage. He decided to try a simple CRM system instead.

“Opting for a CRM instead of paper was a groundbreaking decision for this old school plumber. LOL”

“Can a CRM Really Help a Plumber Like Me?”

Enter Selling Lane, an easy yet innovative CRM and small business tool, designed to convert you from paper and enhance customer relationships. JOHN found that we offered a 31-day free trial, so he took a stab at converting himself from paper to a CRM. Needless to say, for him, Selling Lane was a [Tipping Point](#) for my business

John was hesitant at first, but he quickly realized that the CRM could help him find things faster. It was easy to use, and it helped him to stay organized and on top of his business. He was able to track his customers more effectively, close more deals using menu selling, and provide a better customer experience. Simply because he was more organized.

Testing 1 2 3, Well actually 31 Day Trial of CRM Instead of Paper

With the new free site included with Selling Lane, he was able to upgrade his customer experience, and within six months, John's business had grown by 20%. Mostly with customers, he'd never heard of before, and we're not referred to him. This was like an augmentation to his existing referral-based business. Because of having a CRM and not trying to keep everything in his head, he was able to hire an assistant (his niece), and he was finally able to take some time off for himself. Even on his fishing trip, he was able to send a last-minute invoice, and keep an eye on inbound leads from the smartphone app. He was grateful for the CRM system that had helped him to achieve his goals.

"I can't work without Selling Lane, it's like having a digital helper on the job with you at all times."

-John aka Mario

Example of How an Easy CRM System Helped John Expand His Business:



Plumber under a sink

One day, John received a call from a new customer who needed a leaky faucet fixed. John scheduled the appointment, but in the car, he realized he didn't have the customer's address. He panicked, thinking that he would have to call the customer back and ask for the address again. But then John remembered he had Selling Lane. He logged in and found the customer's information easily, clicked the map link and was on his way.

He was able to get to the appointment on time, and he fixed the faucet quickly and efficiently. The customer was very impressed with John's professionalism, especially that he was able to send a link to pay invoice right from his phone. The customer paid immediately and John was on his way later. John told me that the customer told his friends and neighbors about John's plumbing business, which generated another lead for a new home build, which is one of the dream jobs of a plumber?

John's story is just one example of how a CRM system can help a small business to grow. If you are a small business owner, I encourage you to try an easy CRM system. It could be the best decision you ever make for your business. Using a CRM instead of Paper is a game changer

Menu Selling Was a Breakthrough Decision for John's

Plumbing Business

As mentioned above, the real turning point for John was Selling Lane's unique Menu Selling feature. By presenting a menu of his plumbing services to clients on his Samsung tablet, John could effectively upsell and cross-sell his services. Customers could see all the services he offered and choose the ones that best suited their needs. This interactive approach led to a better customer experience and increased sales.

I showed up at a customer's home, who wanted me to repair an outdoor faucet that had frozen over the winter. Using Selling Lane's [Menu Upselling System](#), I was able to upsell them to add another hydrant faucet at the opposite end of the house, and also add a device that prevents banging when the water pipes are shut off too quickly. This is called a [water hammer arrestor](#), just a great device to attach to your washing machine specifically.

John

Growth in Just a few Month

In just a few months, John saw a significant increase in his revenue. But more than that, he was able to build strong, lasting connections with his customers. He was no longer just a plumber; he was a trusted service provider who understood his customers' needs and provided exceptional service.

I love the way I am now the customer's consultant, not just their plumber. With Selling Lane I don't have to upsell, I can just show them options, and they upsell themselves.

Today, John is a thriving entrepreneur with a growing team. He credits Selling Lane for not just transforming his business, but also for helping him make meaningful customer connections. And as he continues to grow his business, he knows Selling Lane will be there, supporting him every step of the way.

This is the power of Selling Lane – it's not just about customers or revenue; it's about helping [entrepreneurs](#) like John build successful businesses and meaningful customer relationships.

3 Reasons Why John Thinks You Should Use an Easy CRM instead of Paper

1. "First off, with Selling Lane's CRM, I've eliminated the mess of lost or misplaced papers. Everything's digital, organized, and at my fingertips. No more frantic searches for a client's details or job history."
2. "Secondly, it's a game-changer for scheduling and invoicing. I get

reminders for follow-ups, and invoicing is a breeze. No more late nights trying to remember which job was done when and for how much.”

3. “Oh, and I can’t forget about the website builder! Before Selling Lane, I didn’t even have a proper online presence. Now, I’ve got a professional-looking website that attracts more clients and showcases my plumbing services. It’s like having a 24/7 digital storefront without any of the hassle.”

The jump to using CRM instead of paper is a paradigm shift for my business.

Try Free for 31 Days [Get Sellinglane CRM](#) No credit card needed to try

[What is the Asphalt – Seal-Coat Estimating Business?](#)

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Side Gig: What is an asphalt and seal coat estimator? And how do I make money with it?

The asphalt estimating business involves calculating the costs associated

with asphalt projects. This can range from small-scale residential driveways to large-scale commercial parking lots or even roads. Estimators consider various factors to determine the total cost of a project:

Material Costs:

This includes the cost of the asphalt itself, as well as any other necessary materials like base materials, sealants, and striping paints.

Labor Costs:

The cost of the workforce required to complete the project, from the machine operators to the manual laborers.

Equipment Costs:

The cost of using, maintaining, and fueling machinery like pavers, rollers, and trucks.

Project Size and Scope:

Larger areas typically mean more materials and labor, but the cost per unit area might decrease with scale.

Project Complexity:

Features like slopes, curves, drainage systems, or the need for custom solutions can increase the cost.

Overhead Costs:

These are the indirect costs associated with running a business, such as office expenses, utilities, and insurance.

Profit Margin:

The desired profit the asphalt company aims to achieve from the project.

Estimators use a combination of on-site evaluations, software tools, and industry experience to provide accurate quotes to clients. The goal is to offer competitive pricing while ensuring profitability and high-quality work.

[**Side Gig Alert: How do I make money as an asphalt estimator?**](#)

Why does an Asphalt Estimating Businesses Need a CRM?

Operate your Blacktop Estimating Business
With Selling Lane CRM

[Try It Free](#)

30 Day Free Trial– or Upgrade for Only \$5

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