

**BUILDERS
ACADEMY**
AUSTRALIA



ANDREJS EVERITT'S

**TOP 10 TIPS FOR STARTING
YOUR OWN BUSINESS**

**FROM FOOTY STAR TO BUILDING LEGEND,
TAKE THESE TIPS TO START YOUR OWN GIG.**



COPYRIGHT

© House of Learning Pty. Ltd. (trading as Builders Academy Australia, RTO ID 21583)

- All rights reserved.

No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any way or by any means, electronic, mechanical, photocopying, recording, or otherwise without the prior permission of Builders Academy Australia.

For example, taking copies of pages of this resource, for distribution to Participants enrolled in a course would be deemed to be a contravention of copyright regulations, unless prior permission is obtained from Builders Academy Australia.

This copyright excludes information cited from primary sources and acknowledged as such in the resource text and reference list.

CONTENTS

<u>FOCUS ON COMMUNICATION</u>	<u>4</u>
<u>GET FAMILAR WITH THE PROCESS FROM START TO FINISH</u>	<u>5</u>
<u>HAVE A MENTOR</u>	<u>6</u>
<u>BE PERSONABLE</u>	<u>7</u>
<u>GET THE FINANCE/ADMIN SIDE OF THINGS RIGHT</u>	<u>8</u>
<u>PRIORITISE YOUR WORK/LIFE BALANCE</u>	<u>9</u>
<u>STUDY TO PGRESS</u>	<u>10</u>
<u>EVERY EXPERIENCE IS A LESSON</u>	<u>11</u>
<u>FIND SOMETHING YOU REALLY ENJOY</u>	<u>12</u>
<u>CHALLENGE YOURSELF</u>	<u>13</u>

1. FOCUS

ON COMMUNICATION

I found it really beneficial when I started my apprenticeship and then when I went out on my own, being that bit older and having that sort of life experience.

I was used to talking to people and clients, and that's probably one of my biggest strengths. Communicating with the clients and making them feel happy and safe that I'm going to do the right job.

Then there's the other side where through good communication you also gain relationships. I got pretty good at this and it's what you need. In this industry, you have to talk to clients or other trades, and you learn to help people get things done quicker and that gives you a good reputation to get other clients and tradies to support you on the job.



2. GET FAMILIAR

WITH THE PROCESS FROM START TO FINISH

I did a really good apprenticeship. I was working for a small business called Boris Constructions and we did everything from start to finish for a renovation extension. From the demo to the formwork, until we cleaned the house at the end.

I was pretty much all over most aspects of the job.

For a carpenter to just be with a framing crew your whole apprenticeship or just focused on one single material, it's harder. Getting that exposure doing all of the aspects of the build is so helpful for running your own business.

You want to learn to do everything from start to finish of the house. And while you're not going to be as quick as a framer who has done that for his whole life, you will know exactly what needs to be done and how to do it.



3. HAVE

A MENTOR

Knowing that I had mentors and supporters through my apprenticeship who I still call now and ask questions and advice every week, these guys are more than happy to take my calls. It gives me the confidence to call my old boss and ask, “how do I deal with this?” And he’s more than happy to help me out.

Having a mentor is important not only in building but in life. These guys looked after me throughout my apprenticeship. They’re in their 50s and they have that experience. Most weeks I go around my old supervisor’s house to have a beer with him.

Building relationships and being able to talk about when stuff isn’t going so well, whether it’s starting your own business and managing cash flow or other things, they’ve had years and years of experience of going through the highs and lows. It’s definitely worth having someone to talk to, that you can trust and who is going to tell you up-front what’s right and wrong without beating around the bush.



4. BE

PERSONABLE

Being able to understand people and communicate with them is part of being a teacher or as I am now, a Construction Manager. Learning to listen and know how to respond to people is so important, when that person needs to be pushed or when they need encouragement. Knowing that every person reacts differently to different feedback.

I coach football as well, and so no matter if it's in the classroom or on the footy field, everyone is different and everyone learns differently. I didn't like sitting in the classroom and reading textbooks when I was studying, I wanted to be out there learning and making mistakes because that's how you learn. My trainer, George, would come out and assess me on-site, rather than doing it in the office.



5. GET THE FINANCE/ADMIN SIDE OF

THINGS WATER TIGHT

You work 7-4 and when you own your own business it's longer than that. You have to go home and organise getting out quotes or sending off invoices. The paperwork and admin side, you forget how much time that takes out of your day.

To be able to manage that is tough.

I would recommend taking a little bit more time setting up your business and making sure you have the processes in place to manage that. That way you can focus on the building side of things if that's what you enjoyed more, as I did.



6. PRIORITISE

YOUR WORK/LIFE BALANCE

I'm a big advocate for managing your time and getting that work-life balance right. If you can get that sorted, it will go a long way into making your business a lot more successful.



7. STUDY

TO PROGRESS

I definitely recommend studying and learning more about the business side of things. If not, then make sure you have someone there to help or that you can lean on. Experience with the business side of things will help you out.

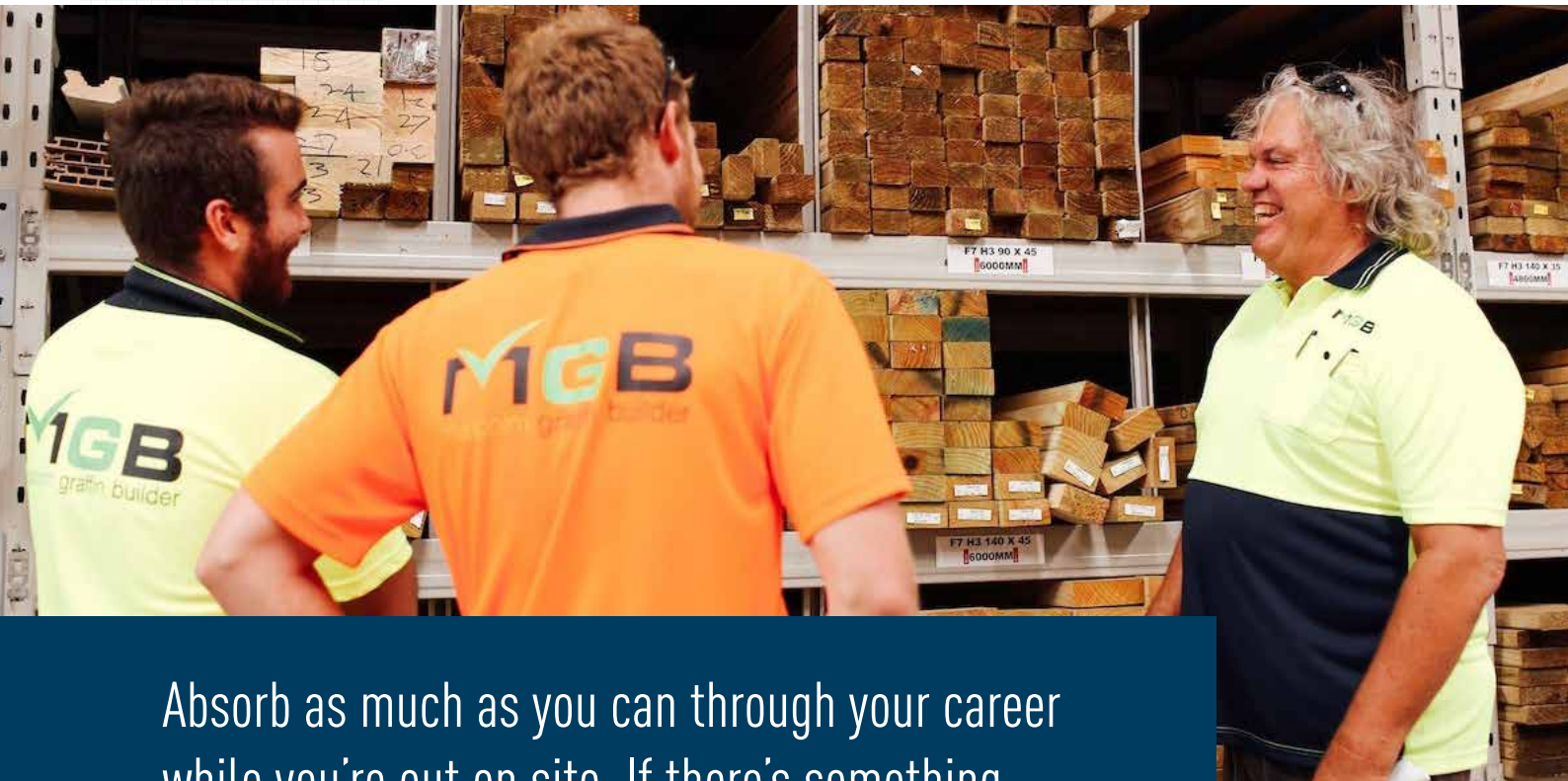
Even with my new business, the importance of having the people behind the scenes being specialised in that sort of stuff, whatever it is - admin, drawings. This makes sure that things run smoothly, and that you can do your work to the best of your ability.

I didn't really have a career plan. I was figuring it out as I went. I still want to study for my Cert IV, and then from there who knows I might take on bigger builds. When I'm ready to go for my licence, I'll start the Cert IV. You can always go back to learning to progress further and bring more in your role.



8. EVERY EXPERIENCE

IS A LESSON



Absorb as much as you can through your career while you're out on site. If there's something you're not sure about, spend the time with someone who knows what they're doing on-site.

My bosses used to put me with a plasterer for a day to see how he does things or other tradies for how they used certain tools.

9. FIND SOMETHING

YOU REALLY ENJOY

Starting a business is a big move.

Make sure you're enjoying what you're doing. I really enjoyed it when I had my business. It was also stressful, and this led me to work out that I loved the managing side so much more. It just made sense to me. So I decided to actually see if I liked being a construction manager and test what I liked.

What I like about it is that it's what I think I'm really good at, people and managing people. Every day is a new experience, and I'm still growing.



10. CHALLENGE

YOURSELF

Try it and see what you think.

At the end of the day, if you're a carpenter you'll always have that to fall back on. But it's good to keep pushing yourself, don't stand still and be satisfied with where you're at if you're not happy. There are so many opportunities in the building industry at the moment. There's plenty of work out there and different roles popping up, so it's important not to be afraid to take the leap.

My whole motivation was, "I want to learn exactly what I want to do in the future." So the painful parts have paid off and I really like my job. Take the plunge and have a goal, if it doesn't work out then reassess.



CONTACT US TODAY TO DISCUSS YOUR TRAINING NEEDS

Level 4, 570 St Kilda Road,
Melbourne VIC 3004

1300 LEGEND

buildersacademy.com.au