



Lifestyle Tradie

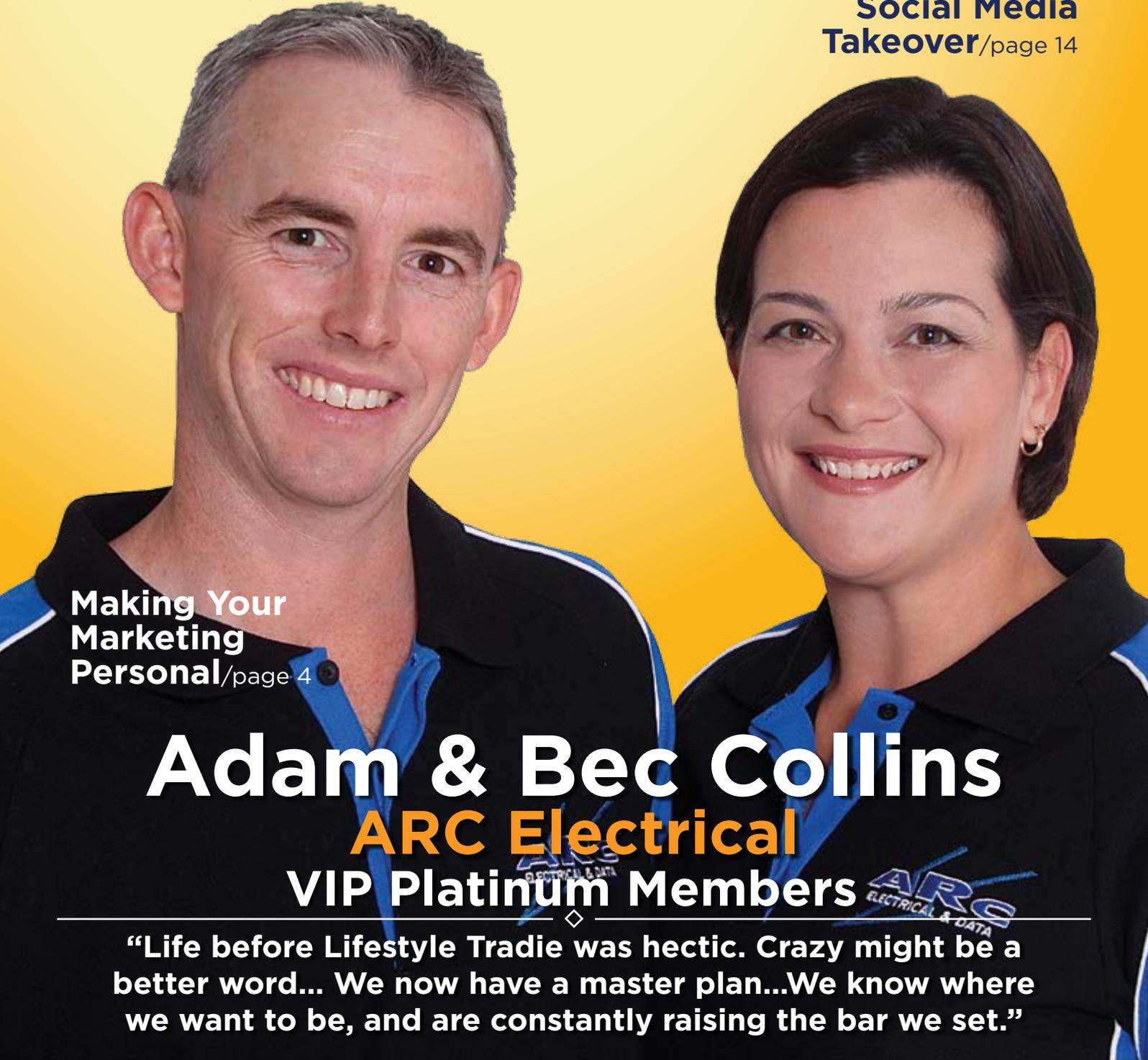
the freedom to choose...

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Adam & Bec Collins ARC Electrical VIP Platinum Members

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Lifestyle Tradie

the freedom to choose...



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Cool iPhone Apps for Tradies

Failure NOT Fatal

Lifestyle Tradie Member Profile

Adam & Bec Collins

ARC Electrical

VIP Platinum Members

1. Tell us a little about your business, life and family. (If your partner is in the business, include when she joined and how she helps.)

Bec & I have been together 18 years, married for 12. We live in a place called Kearns in Sydney's southwest with our 3 boys Harry who is 10, Ben who is 6 & Will who is 4.

I started ARC Group in 2002 doing General maintenance & electrical, ably helped by my dad.

We have since refocused our brand forming ARC Electrical & Data and have a 2nd year apprentice. Bec has also become more involved in the company.

2. What do you love most about what you do?

I enjoy the flexibility of owning my own business & the fact the work is very diversified. I love seeing a project come to life – and following it from start to finish, as well as seeing a customer's reaction upon completion. I like that I can choose what work I take on.

3. Tell us a little about your life before joining Lifestyle Tradie? (What wasn't working, what was holding you back or was in your way?)

Life before LTG was hectic. Crazy might be a better word. I worked long days, weekends and then spent a lot of nights past midnight in the office doing paperwork, and if you know me, you know how much I HATE office work. It felt like I only saw the boys when they were asleep.

We didn't have a plan or direction on where we were going, it felt like groundhog day, every day, with a young family to support.

4. What specific results have you achieved since joining Lifestyle Tradie?

We have had so many wins since joining LTG!

Going paperless was the 1st thing we did, and we have not looked back! It has made each job more efficient onsite and has really reduced time in the office at night.

We now have a master plan & have set both life and business goals. We know where we want to be, and are constantly raising the bar we set.



Our cashflow has dramatically improved and we are not chasing our tail with overdues. This has caused a significant reduction in arguments also!

5. Where do you see your business in 5 years?

We will have all our systems in place that allows us to have 4 vehicles on the road running independently with the help of office admin/dispatch, allowing me the freedom to be as involved as I choose, and not as hands on with the tools!



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I will be able to take family holidays regularly, and get to the snow a lot more than I currently am.

This has been a big learning curve for us, as Bec's background is in big corporate business.

6. What are the top 3 things you have learnt about business that you would recommend to other tradies and WHY?

Tip 1: & why

Embrace technology & create good solid systems for better productivity from your team. This will stop you getting busier and wearing many hats as you build your business. And it will give your team confidence to do their job, and your confidence in them! Win/Win!

Tip 2: & why

Andy & Ange are constantly saying this, and it is so true. You have to know your numbers. Work out what your actual break even figures are. It is so easy when you are busy to think the business is doing well, when in fact you don't have the cashflow to pay your bills, or worse yourself! Make the time to get this right!

Tip 3: & why

Have a plan and set yourself goals. Aim big, but also break it down into small chunks so they are achievable & don't forget to celebrate the wins. It's easy to see what is going wrong, and forget how far you have come.

7. Some say working with your partner is a challenge! How has being a member of Lifestyle Tradie helped with your relationship?

LTG has helped us to define our roles. Knowing each other's personality type and acknowledging each other's strength and weakness has stopped a lot of petty fights and really made us communicate where we need, and make decisions confidently.

We have always been a great team in life, and we are now seeing this within the business as well.

8. Tell us something quirky about yourself that your buddies don't know?

I cannot float! I dead set sink to the bottom of the pool horizontally.

9. If we were sitting here one year from now celebrating what a great year it's been, what have you achieved (together)? (business/life).

We have a huge year planned, and are looking forward to seeing where the next 12 months takes us. We plan to have all our systems in place and another 1-2 trucks on the road, allowing me to work off the tools some days in building the business up further. This will also free me up to take the boys to the snow for 2 weeks (without phone calls)!