



# Lifestyle Tradie

*the freedom to choose...*

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## Sam & Bilie Minio Watermaster Plumbing VIP Diamond Member

“We fast tracked the opening of our 2nd business by applying what we learnt from Andy & Ange. Immediately Bilie was only working 3 days per week. Hello Holidays!”



### Lifestyle Tradie

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for Tradies

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## Lifestyle Tradie Member Profile



“When I look back at the changes we have made since meeting Andy and Ange, Watermaster is a different business.”

# Sam & Bilie Minio

## Watermaster Plumbing

### VIP Diamond Member

#### 1. Tell us a little about your business, life and family.

*I started Watermaster Plumbing around 8 years ago and currently employ two qualified plumbers and a part time office person. I have been married to Bilie for ten years, we have three boys, Iszac who is three and twins Gus and Ted who are two.*

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

*I enjoy taking on projects that are outside my comfort zone, it keeps me on my toes and makes work more exciting. The lifestyle and flexibility that running a business can provide is definitely a big plus. I want to be able to make my own choices as to where and when I work.*

#### 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?)

*Before LTG business was good but it was my entire life. I was working 80 plus hours, 7 days per week and was chained to the business which is fine for a while but not sustainable and that's not why I went out on my own. The problem was I didn't know how to change it, they don't teach you that at trade school. I wanted my life back, wanted to play golf on the weekends and wanted to be around for my wife and kids, maybe even have a holiday.*



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

*When I look back at the changes we have made since meeting Andy and Ange Watermaster is a different business. Our bread and butter is now maintenance instead of projects and this has brought consistency to our cash flow and allowed us to undertake projects on our terms, not the builders. We now employ staff and have implemented systems to allow them to do their jobs which has halved my hours allowing me to be at home with the family and provided me freedom to play golf on the weekends, even sometimes during the week.*

*We have recently opened another business that my wife runs and have used what we have learnt with Andy and Ange to help us fast track it to the point where Bilie only works 3 days per week. We are currently booking holidays for next year!*

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

*In 5 years' time we will be a totally systemised business that allows me to be involved when I choose and in what capacity. I would like to have expanded into other trades once our model is right and be able to sell the business if I choose too.*

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

*Tip 1. In order to expand your business you need systems otherwise you will just get busier and busier. Embrace technology and use it to enable you to manage your staff and provide better experiences for your customers.*

*Tip 2. Make sure you know what your true break even cost is. Our industry is extremely competitive and so many tradies just charge what the next guy is but the*

*problem is most of them are going broke and can only survive if they do massive hours themselves. You need to understand what you must charge to keep the doors open, take a wage and make a profit.*

*Tip 3. Business can be a lonely place. Surround yourself with people that have similar attributes to you and get a business coach to help steer you through the tough times.*

#### **7. Tell us something quirky about yourself that your buddies don't know?**

*I don't really have any quirky habits that no one knows about although I have been known to smash a full block of chocolate in a single sitting on many occasions.*

#### **8. 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 are getting close to have most of our systems in place so I am really looking forward to getting that over the line and focusing a little more on growth, this resulting in an additional 1-2 trucks on the road and ultimately an office manager.*

*Our kids are just getting to an age where we can holiday a bit more so will have been on a holiday or two and have another booked for the second half of next year and I will be securing my family's future by investing in a development. Oh yeah and my golf handicap will be 6!*

