

HOW TO BE A GOOD LEADER IN YOUR BUSINESS



lifestyletradie.com.au



Want To Love Your Business Again?

Hi, we're Andy and Angela Smith, co-founders of Lifestyle Tradie and Dr. DRiP Plumbing. We teach tradies in business, just like you, how to break the cycle of chaos — long hours, hiring and cash flow dramas, debt collection, and constant bickering.

When you started your trade business, it was a proud moment. You'd finally be in control. Best of all, it was your ticket to a **better lifestyle for you and your family**. More freedom. But now, the self-doubt has crept in. You had no idea how busy and lonely you'd be feeling at the same time.

How do we know this? We've been there, too.

When we started our own trade business, Dr. DRiP Plumbing in 2000, it went gangbusters. It quickly grew into a **multimillion-dollar business**. At the peak, we had a team of 17 tradies, with eight vehicles on the road. We were on top of the world, right?

Wrong. Our lives were in complete chaos.

Like flicking a switch, we went from making **\$50,000 a month to losing \$50,000 a month**. At our worst, we had \$188,000 outstanding. The dire situation was soul-destroying for both of us and it took a heavy toll on our marriage. Everything we'd worked hard for was hanging in the balance.

We had no systems. Andy kept everything in his head. BIG mistake. Before our eyes, the business was **spiralling out of control** — and we were financially, emotionally and physically spent. We had no idea how to fix it and nowhere to go to get help, which completely weighed us down.

After hitting rock bottom in business ourselves, we climbed out the hard way, learning our biggest lessons through expensive trial and error. Based on this experience, we've developed **Lifestyle Tradie's** award-winning trade business education hub and community.

Here's the thing. It's the best business people who are successful, not the best tradies. TAFE only taught you the rules and regulations. Your first boss only taught you how to swing a hammer.

You've never been taught how to become a business owner, until now.

You don't have to reinvent the wheel.

Lifestyle Tradie Membership is for you — plumbers, electricians, builders, landscapers, painters, glaziers, air conditioning technicians, and more — if you want to **reclaim that proud moment**, where anything is possible.

To your success,

Andy & Angela Smith

Andy & Ange Smith



Leadership is like a muscle, it can be exercised, trained and taught how to be strong.

We all have the ability to do this, but sometimes we need guidance and a good kick in the a** to find the dedication and motivation to do it. This leadership guide has exactly what you need to train yourself to be the best forerunner for your business.

STEP 1: Identify your weaknesses and strengths

Using the first column in the below tables, list what qualities you think within yourself are leadership strengths and weaknesses.

For example, a strength may be that you feel you work well under pressure, and a weakness might be that you're bad at giving criticism to your team, so you avoid doing it. Understanding where your strengths lie, and where you can improve, is the first step to becoming a great leader.

My Strengths	Outsider Feedback	Action Plan

My Weakness	Outsider Feedback	Action Plan

STEP 2: Be brave & ask for feedback.

The second part of this is asking for feedback. It can often be hard to self-critique so asking those who either work with you, like your team, friends and family, what they perceive as your strengths and weaknesses, will help you cement your Action Plan. Give them a call to ask them, and add in the feedback to the second column of the table.

For example, you may find out you're not great under pressure, you're short-tempered and don't communicate with your team.

The most important thing is to take this feedback as an opportunity to succeed, not as a personal attack. You are seeking their insights into your behaviour, to better improve your ability to lead your team, and cultivate an amazing trade business! Keep that in mind when receiving the feedback.



STEP 3: Make an Action Plan.

Now on a page, you can review your personal take and third-party “outsider” feedback from those who know you best. Now you need to do something with that information and create an Action Plan.

For instance, if you struggle giving critical feedback to your team members, identify why that is? Is it because your old boss was overly critical and made you feel unhappy at work because of constant criticism? Perhaps your Action Plan could be to set up quarterly review meetings with your team.

Step 4: Be self-aware.



The next hurdle is understanding how your emotions and actions impact on your team, clients, and business.

Dr. Louise Mahler on **“The Tradie Show”** Podcast has some amazing tips on how you can be more self-aware of your body language, tone of voice and overall appearance when interacting with others. She dives into how many tradies ‘lose their cool’ when dealing with difficult clients, and how you can be more self-aware in this situation.

Dr. Louise Mahler has a wealth of knowledge on how to keep your composure and how you can teach your team the same tricks. Search for **“The Tradie Show”** on your preferred podcasting platform or scan the QR code to listen to the episode!

STEP 5: Don’t be afraid to admit you were wrong.

Nobody becomes an amazing leader overnight and handles every situation with grace and level-headedness. We will all make leadership mistakes, but those who can actively learn from their mistakes and do better next time will be the best leaders long-term.

If you make a mistake, hold yourself accountable, if it’s a decision that impacts your team, explain the situation to them, the thought process behind your actions, and apologise if necessary.

Your employees know you’re only human, and many “bosses” will hide from their mistakes or blame others, by taking ownership you are directly showing them you are a good leader and are actively trying to better yourself.

STEP 6: Big picture.

Be open about where you want the business to go. Good ideas can come from anywhere, and you may find one of your employees has a great idea or insight on how to get you from A to B.

If they know the business goals, they may be more motivated to work harder to reach them. For example, if your goal is to land XX more big jobs, so you can upgrade the work vehicles, that might be a great team diver, who doesn’t love a new ute!

STEP 7: Be dedicated to your cause.

If you’re finding each day a struggle and losing love for your business — this will be noticed by your employees. At one point or another, we all “take the foot off the accelerator” for different reasons, and it can be hard to find your way back.

As a leader, your team will note this change in energy, and it potentially will impact their ability to give 200%. Getting your “mojo” back might be something you can’t do alone. That’s why the Lifestyle Tradie Community is great, if somebody is struggling, everyone lends a helping hand to lift them back up. As a community, we are stronger together.

What's next?

You're the one wearing the heavy load of responsibility - and suffering major stress.
Find out how we can help further...



LISTEN TO...



This podcast is about having conversations on topics that matter to tradies, tradie wives, and partners who want to be better at business. You'll hear expert tips, step-by-step trade business strategies, insights and the occasional rant!

www.lifestyletradie.com.au/podcast



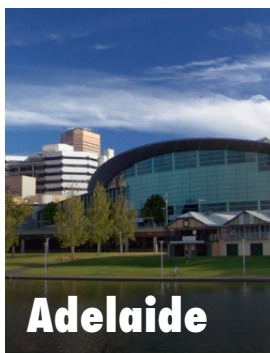
LISTEN HERE

Stress Free!
TRADIE

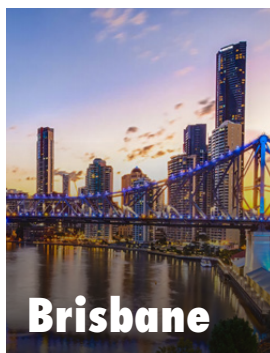
DISCOVER WHAT THE TOP 5% ARE DOING
DIFFERENTLY ... AND WHY IT'S WORKING



Perth



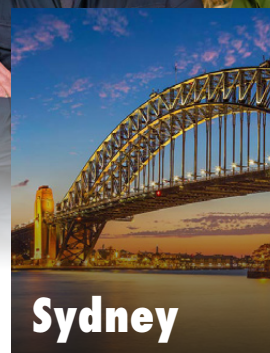
Adelaide



Brisbane



Melbourne



Sydney

WWW.LIFESTYLETRADIE.COM.AU/EVENTS



BOOK A GAMEPLAN CALL

Book in for a FREE Gameplan call, where we give you the clarity and direction needed to help you create the lifestyle and freedom you deserve.

BOOK NOW

www.lifestyletradie.com.au/gameplan-call

