

# A GUIDE FOR MANAGING YOUR STOCK

**DON'T GET OVERCHARGED, AGAIN!**



# 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*



In our modern age, when so much is computerised, it sounds ridiculous that as a trade business, you could potentially be charged for SOMEBODY ELSE'S supplier costs or charged incorrectly for supplies.

However, the reality is this happens frequently. With so many trade businesses operating with similar names, or the difference between 10 and 100 screws, mix-ups at the suppliers is not a "one-off" and therefore needs to be monitored regularly!

It's inconsistencies like this that could be costing your trade business more than you realise, and little by little these costs add up.

Even in our plumbing business Dr.DRiP we never consistently checked the supplier invoicing and referenced it back to what the tradies were being handed. It wasn't until we did a huge business overhaul that we realised this was one area in which we were constantly being overcharged, and mistakes were rampant.

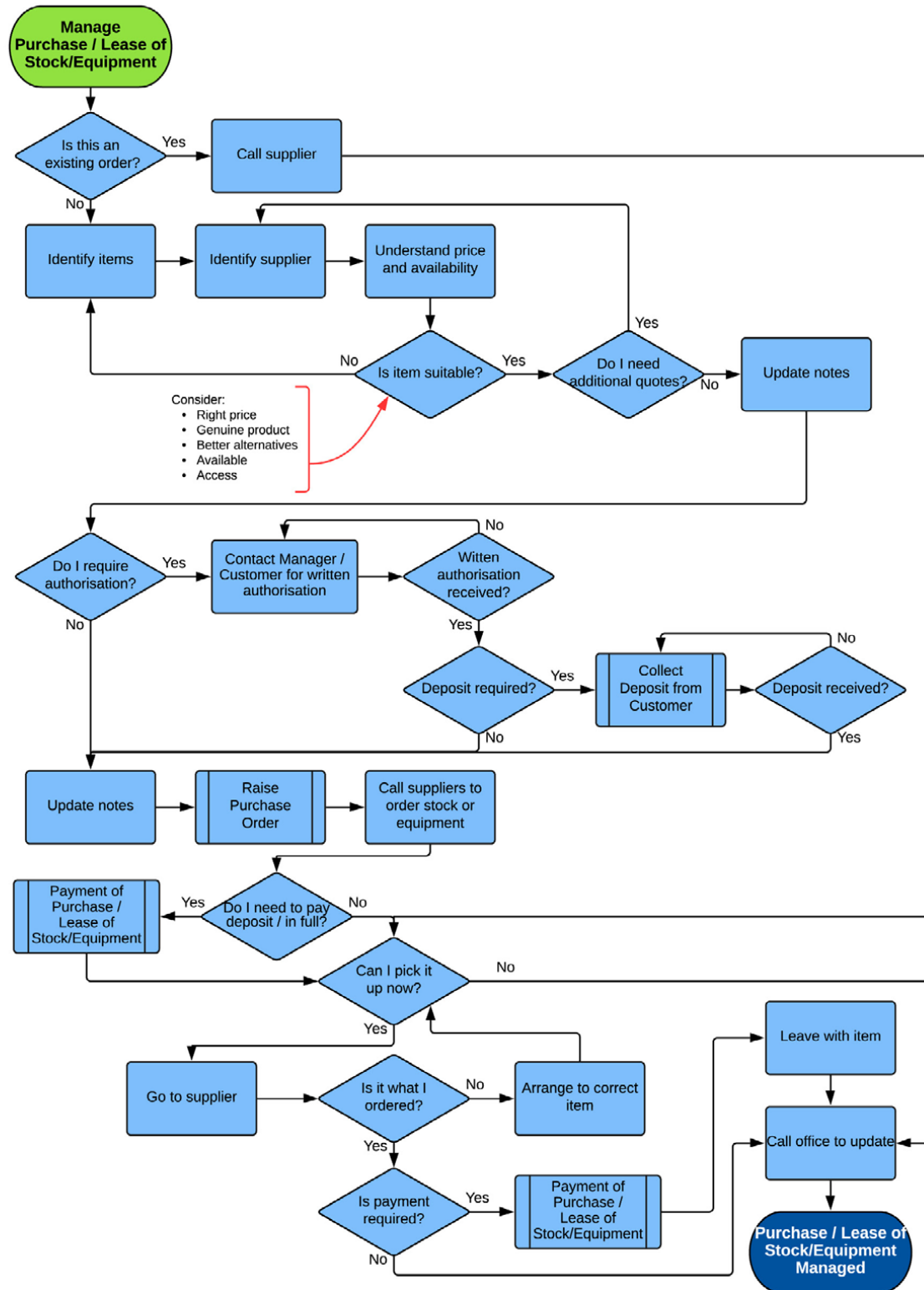
As tradies, we're often in a rush, and the supplier stop is just "one more thing" we need to get done quickly so we can get on with the job. We trust the supplier, so we just grab and go without thoroughly checking that what we've been handed matches what we ordered and the price is correct.

Without a system in place for checking, too much pressure is put on the tradesperson to be the line of defence. By sharing the burden with your team using the supplier flowchart below, you can ensure that you'll never be over or incorrectly charged again!



Follow the below steps on EVERY order to ensure you get the right costs and materials for the right business!

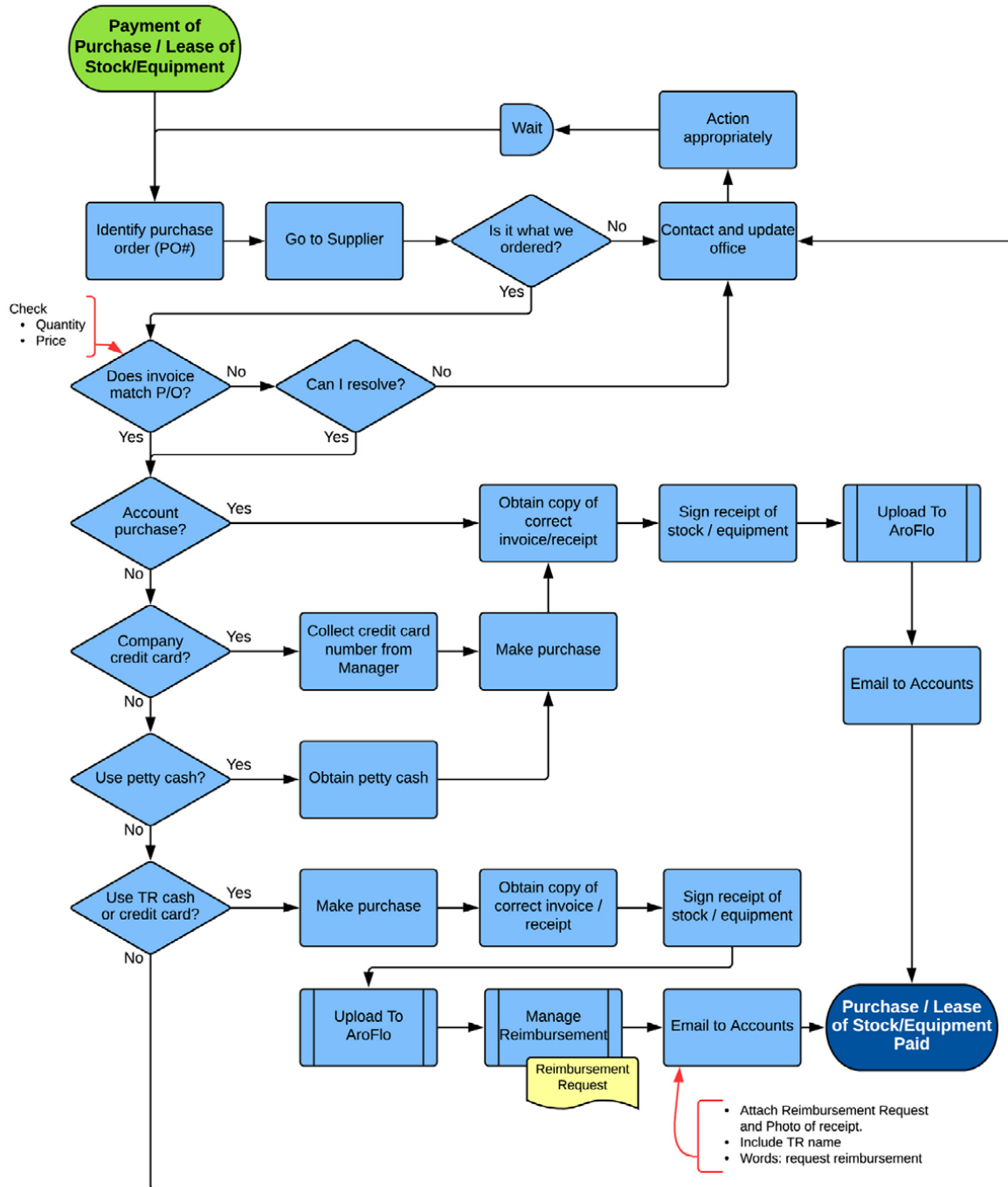
**Tradesman**  
Manage Purchase/Lease of Stock/Equipment



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## Tradesman

### Payment of Purchase/Lease of Stock/Equipment



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# 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!



LISTEN HERE

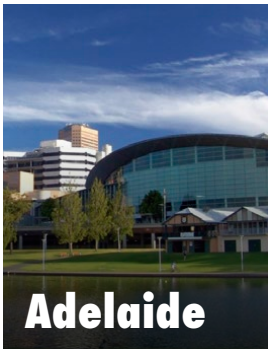
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Stress Free!  
**TRADIE**

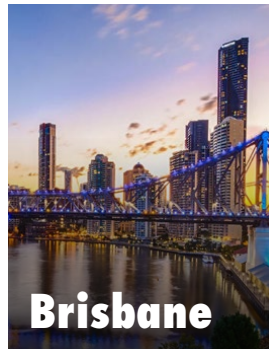
**1-DAY LIVE EVENT FOR  
TRADE BUSINESS OWNERS**



**Perth**



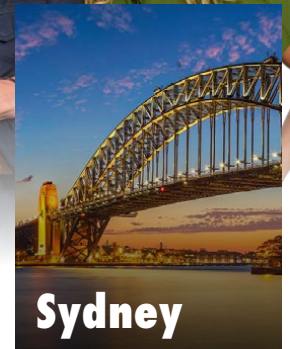
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Book in for a FREE Gameplan call, where we give you the clarity and direction needed to help you create the lifestyle and freedom you deserve.

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