

10 WAYS FOR TRADIES TO MAKE BIG SAVINGS



BUY⁴
TRADIES
STRONGER TOGETHER

IN PARTNERSHIP WITH



Tradie, want to make BIG SAVINGS?

Hi, I'm Andy Smith – a plumber by trade who's owned and operated DrDRiP, a multi-award-winning trade business, before selling it in late 2021. I'm also the co-founder of Lifestyle Tradie, which provides business coaching services for ambitious trade business owners around Australia.

Like you, I had a gutful of paying through the roof for materials (and every thing else!) and seeing profits fall through the floor. Our Lifestyle Tradie members kept asking me to start a buying group to solve this problem – and that's exactly what we did. That's where the Buy4Tradies story began. Through the power of a collective, we're securing the best possible deals from trusted suppliers.

We've got unbeatable offers to help you save on materials, fuel, vehicles, tools and other services – for every trade! As a member, you're already part of something big. The more we grow, the stronger our buying power – so let's keep building and saving together!

This guide provides you with a list of 10 quick wins to help you save – check them out and start stacking up the savings!



Andy Smith



10 Ways For Tradies To MAKE BIG SAVINGS

Give your profitability a pick-me-up with these quick wins.

STREAMLINE YOUR MATERIALS

As a trade business owner, you sell two things: labour and materials. That's why it's important to streamline your materials to make BIG SAVINGS.



1. Join Buy4Tradies

Congrats - you've already completed the first step towards some big savings! Joining a buying group means tapping into collective buying power, so you spend less and stay competitive. Plus, while we handle the negotiating, you can spend more time focusing on your clients and running your business.

2. Manage excess

Excess materials in your vehicle(s) are costing you time and money. Get this under control by using a standard materials list for each vehicle.

Match the materials in your vehicle to your standard materials list and return any excess materials to your supplier for more money in your back pocket.

3. Spend less

When purchasing materials, make sure you get what you received and aren't being overcharged for materials. Double check your supplier statement against your invoice and packing slips every time.

4. Audit usage

Restock your vehicle to your standard material list, as best practice. The general rule of thumb is to restock weekly, with each tradie taking ownership of a vehicle.

5. Refine processes

Consider the placement of inventory in each vehicle to protect your materials from damage, build a quoting price list, optimise your purchase order (PO) system, and conduct a stocktake.

The way you manage your inventory will ultimately impact the profit you make in your trade business.

CONTROL CASH FLOW

Poor cash flow can be the death of even the most profitable trade business. Tightening up your cash flow will ultimately help to save both time and money.

6. Collect payment on-site

Collect payment on-site from customers. You'll get that money in the bank faster and save yourself time in the long run chasing debt.

7. Invoice quickly

Where you are unable to collect payment on site, then invoice quickly. The faster you invoice the faster you will be paid.

8. Deposits and part payments

Make sure you're taking deposits before starting your jobs, and if you're doing large jobs, progress payments along the way. That way, you'll have money to pay for expenses along the way.

9. Collect debt weekly

The more you chase your debt, the sooner it gets paid, usually. Ever heard of the saying, 'Squeaky wheel gets the oil'?

Healthy cash flow provides a cushion for unexpected expenses, reducing the need to dip into long-term savings or profits.

TELL ALL YOUR TRADIE MATES

10. Help us grow

The bigger the group, the larger the spend, the greater the discounts for all! That means bigger savings for you! Get your tradie mates on board and reap the rewards as we grow together.



WANT TO LOVE YOUR BUSINESS AGAIN?



Hi, we're Andy and Angela Smith, co-founders of Lifestyle Tradie and Dr. DRiP Plumbing.

We've been in your shoes.

From building a multimillion-dollar trade business to hitting rock bottom, we've faced the chaos of long hours, cash flow struggles, and constant bickering. But we found a way to turn it all around.

We created **Lifestyle Tradie**, an award-winning trade business coaching program and community, to help tradies like you regain control, time, and profit. Whether you're a plumber, builder, electrician, or any other trade, we offer proven systems and strategies that work.

Here's the thing: It's not about being the best tradie; it's about becoming a great business owner. If you're ready to reclaim your life and love your business again, let's get started.

As proud partners of Buy4Tradies, we're here to guide you to a better business and lifestyle. Together, we're committed to helping you succeed.

That's why we're inviting you to our **1-Day Live Event for Trade Business Owners, Stress Free Tradie**. This is your chance to learn the exact steps to systemise, scale, and succeed in your trade business—all in one actionable day.

Andy & Angela Smith

Andy & Ange Smith

Proud Partners of
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LISTEN TO...

The **TRADIE SHOW**™
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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!



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