



# DECORATORS

## GROWTH CLUB

### Breakdown your business - Part 1

	How do you rate the client	Lovely to work for	Do they offer tea & coffee	Location - close to home or miles away	Good communication - rubbish at replying	Great payers or do you have to chase money	Zero snagging or really fussy
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	What was the project	Residential - bedroom or lounge	Hall, stairs & landing	The whole house	Loft or rear extension	Exterior	Kitchen or fitted furniture	uPVC	Shopfitting	Commercial	Other
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	Location	Where is your work	Is it all in the same location	How far on average from your home	Is the traffic bad	What is the parking like	Is there potential kerb appeal
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	What kind of house if residential	Flat or apartment	Small terrace house	Semi-detached	Detached	2-3 bedroom	4-5 bedroom	6 bed plus	Luxury home/ mansion	New build - single house	New build - multiple units
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What was the price like	Too cheap	Average	Good	Very good	Fantastic - one off
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How long did the job take	Finished early	Bang on time	Ran over a little	Massively underestimated	Charged day rate
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How was the result	Needed more time	Would have liked more time	Had to send more time to get the result	Looked perfect	It was ok
1					
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	Did you have any problems on the job	There were extras I didn't know about	The client changed their mind	Tried to keep adding things	The areas needed more work than expected	The paint didn't cover	The client chose the wrong products	People or trades in our way
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		What cards did they drive	Where did the kids go to school	Do they have animals	What jobs do they do	What else do you know about them
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2	Now did you take any notice of the clients					
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