

### Contractors' Corner Advice for the Fall 2021 Newsletter\*

#### [What should contractors do to get back to business in the new normal?](#)

Advice	Expert
"Make sure you are up to date on all local health guidelines. Listen to your customers about their needs. Talk with your distributors to learn about new products. Find out about shipping lead times to be able to order what you will need in advance in case of long lead times."	<b>Josh O.</b>
"Get up to speed with your tools, accessories, and equipment."	<b>David G.</b>
"Plan ahead! Several of my contractors have started requesting end-users pay for materials upfront to order in advance due to long lead times. Store materials at the distributors or the contractor's warehouse. Then the project can be scheduled for a few months into the future to allow for current material shortages."	<b>Robert H.</b>
"Stay clean, sterilized, and healthy."	<b>Marcus R.</b>
"Advertise, advertise, and advertise, and maybe offer some discounts on some things. I think that would really put some people out there and make them stand out."	<b>Tommy V.</b>
"Be calm. Be patient. Be empathetic."	<b>Nathan B.</b>
"Be sure to keep up on price changes. As a distributor, we sometimes get cost increase notifications with short notice. I would hate for someone to undersell a job because of this issue."	<b>Kyle D.</b>
"Be patient when ordering parts, materials, and equipment. A lot are on backorder."	<b>Dustin M.</b>
"Try to be patient not just with customers, but with your team(s). Stay safe and use the proper PPE."	<b>Teresa G.</b>
"I would say to make sure to find quality workers with verified experience. Get people who want to work and who will not leave you high and dry by either not coming to work or by lying about their work experience and putting you and/or others in harm's way."	<b>Nathan B.</b>
"Be transparent with your employees. Let them know why you're implementing new processes if that happens to be the case. Following CDC guidelines helps the homeowner and employees feel safe in a time of uncertainty."	<b>Breanne F.</b>
"It will be a long, winding, and grinding road that we will need to travel slowly and safely down. PPE will be key, Spend wisely and don't over-stretch your business."	<b>Teresa G.</b>

\*Advice gathered via a survey. These views are personal opinions and should not be construed as facts.