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HVAC Technician Business Transitions

1. Create a Business Plan

One of the key elements to a successful business is the planning that goes into it. The business plan is the foundation for building your business with direction and guidance. Determine what will set your business apart from other HVAC companies as part of your business plan.



2. Sort Out Your Responsibilities

As a technician, you did your job under someone else's direction. As a business owner, you'll wear a new hat carrying a new responsibility load. Now, you'll manage technicians (unless you're a one-man-band), sorting finances, and many other duties. On top of it all, staying on top of state, county, and federal industry regulations is essential.



3. Raise Capital

Money may be the most significant stressor when forming your business. But that is also one of the biggest motivators to start a business—financial freedom. To begin your HVAC company, you must raise some capital. The costs may vary depending on whether you fly solo with your business or registered LLC.



4. Make a Marketing Plan

People will only know about your business with essential marketing and advertising, especially with all the competition. In planning your marketing strategy, capitalize on what sets your business apart. Remember that business plan you created in step one? Pull it out to help you with your marketing strategy.



5. Network, Learn, and Launch

One of the wisest things you can do when starting a business is to learn from others in the industry. Lean on past mentors by asking questions, shadowing them, and asking for advice when facing challenges. Pick your previous boss's brain about their business operations. Learn from their mistakes and imitate their successes.



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