

4 Mistakes Contractors Make When Partnering with Sewer Companies...

...AND HOW TO AVOID THEM

PREPARED BY:

SewerTechs

EXCLUSIVELY FOR PUGET SOUND AREA CONTRACTORS

CONTACT US AT (888) 213-7656

OR

INFO@SEWERTECHS.COM

INTRODUCTION

First off, thank you for downloading this report. Its short – shouldn't take you more than 5 minutes to read. But it's also very important.

Your success and continued growth is contingent on reliable, trustworthy partners. Take the next few minutes to clearly understand the warning signs of problem partners and how to avoid them. Doing so will ensure you do not make these serious mistakes.

Contractors know that their reputations rest on how happy their clients are with the results of the work they do. When it comes to any sewer line work, it pays to ensure the job is done right.

Strong, strategic partnerships can be a great boon to contractors, enhancing their capabilities and helping them do more for their customers.

At the same time, working with other businesses can also be fraught with danger, as too many contractors have found out. Contractors who partner with sewer companies often make at least one of the following four mistakes, and recognizing these potential pitfalls ahead of time is the best way of avoiding them.

MISTAKE #1: FALLING PREY TO HIDDEN AGENDAS

Bringing another company to work on a job you've earned means giving it access to hard-won customers. Honest, reputable companies will not abuse this privilege and will focus on getting the necessary work done without being presumptuous.

Some companies will arrive at the job site with less honorable intentions, though, and this is a common source of problems. While a contractor's back is turned, partners can be pushing further services on customers and otherwise trying to secure future business, undercutting established relationships.

That kind of behavior can be damaging to you in a number of ways. For one, it can result in lost business over time, as the company uses the Trojan horse of a partnership to improve its own fortunes. It can also alienate customers who feel overly pressured and put upon, with neither of these results ever being a positive one.

This issue even crops up, surprisingly to some, where there is no direct competition between the two companies in question.

The best way of avoiding this danger is to be well aware of a prospective partner's history and reputation before signing them on.

MISTAKE #2: FAIL TO LAY DOWN TERMS IN WRITING

Actually signing often turns out to be more important than most contractors expect, too. While many assume that basic verbal agreements will be enough, such arrangements never cover every possible eventuality.

A simple written list of expectations and terms is all that it takes to remove the vast majority of common stumbling blocks from the process, with no lawyer being needed.

Even when drafted by laypersons, such a document can prove to be valuable when signed by both parties. Much more importantly, it will make sure that both sides are on the same page from the very start.

MISTAKE #3: BECOMING STUCK WITH UNRESPONSIVE PARTNERS

Even among companies that consistently do excellent work, weaknesses of other kinds are always a risk. Should a job-related emergency crop up, a partner that cannot be reached can be even more harmful than one that is merely average in other respects.

Getting accurate contact details and a promise to respond when needed should therefore be a high priority when starting a new partnership. Better yet, contractors often do well to prefer partners that volunteer such

information themselves, as this shows that they take their responsibilities seriously.

MISTAKE #4: TAKING FLACK FOR SOMEONE ELSE'S LACK OF CUSTOMER FOCUS

Building up a strong, positive reputation for a contracting company is a lot of hard work. Unfortunately, partners are not always as invested in preserving that asset, and sloppiness of this kind can do a lot of damage.

Even failures as basic as doing a bad job of cleaning up after a project will inevitably reflect poorly on the contractor that chose a particular partner. Contractors therefore do well to ensure from the very start that any potential partner will be driven both to do excellent work and also to leave things such that any customer will be happy.

THE SEWERTECHS DIFFERENCE

What all these common issues point to is the need to find and work with a sewer company that understands and respects its significance to its contractor partners.

As one of the pioneers in the trenchless sewer industry, SewerTechs has a long record of doing top-quality work while being honest, transparent, and unfailingly respectful with customers.

When called upon by contractors to help out, SewerTechs always strives to make sure that everyone comes out a winner, focusing on building strong, mutually rewarding relationships.

Working with such a company is therefore a great way for contractors to protect themselves and their customers while enjoying the long-lasting benefits that healthy partnerships can produce.

Give Walt or JB a call today at (888) 213-7656 or visit our website – SewerTechs.com – and talk with us about creating a partnering arrangement. Working out the details will be easier than expected, and the results will be consistent and reliable support every time. Thanks to this dedication and commitment, we guarantee that you will find the arrangement positive, productive, and mutually beneficial.

Talk soon,

Walt, JB, and the SewerTechs Team