

THE EVERYTHING · FIELD GUIDES FOR TRADE BUSINESSES

The **AI** Painter Playbook

How to run a painting and decorating business in the age
of AI — and out-earn outfits three times your size.

THE COMPLETE SYSTEM · NO FLUFF · FREE TO SHARE

THE EVERYTHING

Read this first

Ten years ago, running a proper painting business meant hiring an office person, paying a bookkeeper, and still working out a four-bedroom repaint at the kitchen table long after the brushes were washed out.

Today, a solo painter with the right setup books more work, quotes faster and gets paid quicker than a twelve-ute commercial outfit across town — and spends zero nights on paperwork.

He's not smarter than you. He's not a better painter. And he's definitely not a computer person — one of the best we've seen was pricing repaints off a scribbled room list two years ago. He just worked out one thing before everyone else: **the boring half of the business — the calls, the quotes, the take-offs, the invoices, the chasing, the filing — can now do itself.** So he put his energy where the money is: on the tools, and on the customer.

This is the playbook for how he does it. No "50 prompts to copy". No tech-bro nonsense. The actual system — how to think about it, what to set up, in what order, and the mistakes that make good painters quit before it clicks. The stories in here are real trades and real small businesses we work with — names left out, numbers left in. Read it start to finish and you'll run a tighter, more profitable painting business than you do right now, even if you never spend a cent on software.

A STRAIGHT WORD ON YOUR LICENCE

Nothing in here signs off a paint job, certifies a surface is sound or a lead-paint job was handled safely, or replaces a licensed painter's judgement. It carries the *admin*. The painting — and the responsibility for the prep, the coating system, the ladders and scaffold, and the licence it's done under — stays yours, start to finish.

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01

CHAPTER ONE

The New Playing Field

A homeowner standing in a tired, patchy hallway can't tell if you're a good painter. Not standing there. They judge you on what they can see — and that's where most painters quietly lose work they'd have walked.

When someone finally decides the house needs doing, they don't ring one painter. They ring five, off the top of the Google list, and the job goes to whoever gets three things right first:

1

Did you actually pick up — or call straight back?

The full interior repaint goes to the first painter who answers, not the best one. Ring out to voicemail and it's lost before you've looked at a single ceiling.

2

Did the quote turn up fast, and look the part?

A tidy quote that lists the rooms, the prep and how many coats, landing the next day, beats a lump-sum number texted next week — every single time.

3

Was dealing with you easy?

Clear updates, no chasing, no "sorry mate, forgot to send that". Easy-to-deal-with wins the whole-house repaint after the little touch-up job.

Notice what none of those are about? How good a painter you are. Nobody's checking your cut-in from the footpath. All three are about **admin and communication** — the exact stuff you hate and never have time for at the end of a day on the tools.

And here's the bit nobody's telling you: the other side of the table already runs on AI. The commercial builders feed their tenders through it. The big repaint franchises price a whole house in minutes. The strata manager checks every line of your building-repaint claim against their schedule the second you upload it. The question isn't whether AI comes into painting — it's already in. The question is whether it's working *for* you or *against* you.

The good news? This is the first time in history the technology favours the small operator. The big firms have to run committees, rollouts and training programs. You can decide on a Tuesday and be running by Friday. The playing field just flipped: the small, fast, well-organised painter can now look and perform like the big commercial outfit — without the big outfit's overheads.

"But I'm not a computer person"

Neither are the trades doing this best. One of the fastest adopters we've seen is an owner with 26 years on the tools who only picked up a computer three years ago. His words: *"Don't worry about spelling. Don't worry about grammar."* If you can send a text or leave a voice message, you can run everything in this playbook. Being good at typing was the old requirement. Being able to say what you want is the new one — and painters, who talk their way through a walk-through for a living, are already good at that.

\$300–1,000
+ per month

What a lot of trade job-management and estimating software charges — and it *still* makes you do the typing and the room-by-room take-off. One owner we know was paying a grand a month, some months three, for software his crew barely used. Keep that number in mind: everything in this playbook either replaces that spend or makes it earn its keep.

The firms three times your size are slow because they're big. That's your opening. This playbook is about walking through it.

02

CHAPTER TWO

Think AI-First

Before we touch a single tool, we need to fix how you think about this — because the biggest mistake isn't buying the wrong software. It's bolting AI onto your old way of working and wondering why nothing changed.

Every process in your business was built on one assumption: a human has to do each step. Someone answers the phone. Someone walks the house and types the quote. Someone chases the progress claim. Someone files the colour schedule and the safety data sheets. Your whole day is shaped around that assumption — and that assumption just died.

Don't automate your old process. **Re-draw it** — with the AI touching everything first, and you supervising. Three mental shifts, every one of them learned by a real trade business we work with:

Shift one — delegate outcomes, not steps

Stop thinking "which buttons do I click". You now talk to your business the way you'd talk to a good leading hand: say the outcome, let it work out the steps. One owner cancelled an invoice, re-issued it pro-rata and emailed the customer by saying exactly that, in one sentence. Another buys materials by sending one message from the trade counter — for you that's *"I'm at the paint shop picking up 40 litres of low-sheen and the undercoat for the Nguyen repaint"* — and the purchase order, the expense against the job and the books sort themselves. His words: *"It's one text message that just does heaps of data."*

Shift two — AI first, you second

Old way: you do the work, maybe a tool helps. New way: the AI does the first pass of everything, and you approve, tweak or overrule. The quote is drafted before you sit down. The reply is written before you open the email. The call is answered before you're off the ladder. One customer described the routine: *"Nine times out of ten it's perfect. Just go — yep, send."* Your job shrinks to ten seconds of judgment, not forty minutes of typing. (And no — you don't hand over the keys on day one. It asks permission for everything at the start, especially money. You loosen the leash as it earns it — Chapter 9.)

Shift three — corrections are investments

With normal software, you fix the same mistake forever. With AI, you fix it once. A painter tells it that a standard interior repaint quote includes washing down, filling and sanding, one coat of undercoat to bare patches and two topcoats — and that ceilings are quoted separately — and it answers, *"I'll remember that from now on."* And it does. Tell it once that a particular strata client always gets the specified low-sheen and never a substitute, and it never gets it wrong again. Every correction compounds. Six months in, it quotes like you, writes like you and knows your rules — because you taught it, once.

The re-imagining exercise

Walk your business and ask one question about every interaction: *"What would this look like if the AI touched it first?"*

INTERACTION	THE OLD WAY	AI-FIRST
Customer rings wanting a house repainted	Voicemail. Job lost to whoever answered.	Answered, captured, booked for a walk-through — quote drafted before breakfast.
Paint order turns up in the wrong sheen	You notice Thursday, chase Friday, forget Monday.	Flagged the day it lands, chased automatically — you hear only if they don't fix it.
Paint shop's price-list update lands	Buried under 200 emails. Old rates on your next quote.	Extracted, applied to your rates — one line: "trade prices up on six lines, including your low-sheen."
Job finishes	Invoice "tonight". Review never asked for.	Invoice sent from the driveway. Review asked while the place still smells like fresh paint. Next job flagged.

Every chapter from here is just this exercise applied to one part of your business. You don't become an office worker. You become the owner of a business that runs itself around you.

03

CHAPTER THREE

Never Miss a Job Again

Let's start with the leak that costs you the most and hurts the least — because you never see the bill.

Painters are shocking for this, and you know it. You're three-quarters up a ladder cutting in a cornice, brush in one hand, wet hands, phone buzzing in your pocket. Even if you wanted to answer it, you'd have to come down. It rings out. That caller — a full interior repaint worth real money — rings the next painter on the list. Gone.

\$50,000
+ a year, unseen

Say you miss four calls a week (most flat-out painters miss more). Say one in three was real work. A full interior repaint runs into four or five figures — it's not a touch-up. That's roughly one good job a week walking straight to whoever picked up next. You never feel it, because you never knew the phone rang. (Illustrative — but run your own numbers and it'll sting.)

And the kicker: the customer who rings you doesn't leave a voicemail. They ring the next bloke.

Voicemail is where jobs go to die. The old fix was "answer more calls". The AI-first fix is bigger — because a call is really two problems, and most painters only ever think about the first.

Problem one — the call you couldn't take

You're up a ladder, wet hands, rolling out a ceiling, or halfway through a spray job you can't stop. An AI receptionist answers in your business's name, 24/7, sounds normal on the phone, gets the job details — *what* (a full interior, a ceiling job, exterior weatherboards, a strata block, a fresh build), *where*, and *how big* — books the walk-through into your calendar, flags the urgent ones to the top, and texts you a summary before you're back on the ground. It doesn't take smoko, doesn't get sick, and costs a fraction of a person.

Problem two — the call you took, and half-forgot

Be honest: how many times have you said *"yeah mate, I'll get you a price for the outside by Thursday"* from the driver's seat — and by the next job it's gone? You're not disorganised. You're busy, and your head is your filing system. This is where AI-first changes what a phone even is:

- **Every call is captured.** Recorded, transcribed, filed against the job. Six weeks later, when the customer says "but you said the ceilings were included", you can check what was actually said.
- **The promises come out automatically.** "Quote by Thursday." "Ring the paint shop about tinting the heritage colour." Pulled out of the conversation — you don't write anything down, because you were driving.
- **The promises chase you.** Thursday morning: "You told Dave he'd have his exterior price today — want me to get it moving?" The follow-up your competitors never send now happens every time.
- **And if it has what it needs, the work starts itself.** The call captured the job, the address, the rooms — so the quote isn't a reminder on a list, it's a draft waiting when you pull over.

What to insist on — however you solve it

- ✓ Every call answered in your business's name — including 6pm, including Saturday.
- ✓ A searchable transcript of every call — "what did we agree about the ceilings?"
- ✓ Promises land somewhere that chases you — not a notebook, not your memory.
- ✓ Job details from the call flow into the job — not re-typed three times.

THE DIY VERSION

Forward your number to a call-answering service with a tight script — name, suburb, what they need painted, "he'll call back this arvo". And voice-memo your promises before you drive off. That alone wins jobs.

THE DONE-FOR-YOU VERSION

An all-in-one AI phone system (the sort of thing The Everything does) covers the whole standard — answered, transcribed, promises chased, quote drafted from the call. Either way: never let a call — or a promise — hit the floor.

04

CHAPTER FOUR

Quote Before You Leave the Driveway

Second-biggest leak: the quote that goes out "tonight".

Here's what actually happens. You walk the house — room by room, ceilings, doors and frames, how much filling, is the old paint flaking off the eaves, can you even get a ladder down the side — you say "I'll get that over to you tonight", then you get home knackered, the kids need feeding, and the take-off gets done at 9:30pm. Or tomorrow. Or Thursday. Meanwhile the customer got two other quotes the same day they saw you.

Speed

wins quotes

Not price. Speed. The painter whose quote lands while the customer's still walking the hallway picturing the colour wins a shocking amount of the time — even when he's dearer. A fast, professional quote signals the one thing the customer wants: this bloke's got his act together and he'll turn up.

The old advice was "use templates, quote from your phone". Forget that. AI-first quoting means **the AI builds the take-off from your walk-through. You check it.** Here's what that looks like in a real painting business today.

- **You talk, it builds.** Walk the job and dictate what you see, room by room, the way you'd say it to a mate — *"four bed, two bath, walls and ceilings throughout, cornices and skirtings, twelve doors and frames, hallway needs a fair bit of filling, ceilings are flat white two coats, walls low-sheen two coats over undercoat to the patches, kitchen's staying"* — and it turns that into a priced, itemised, professional quote on your template, with the prep spelled out.
- **It prices from YOUR history.** Feed it your past quotes and it learns your rates, your margins, your per-square and per-room pricing, your loading for two-storey work. Different rates for a builder you sub to vs a one-off homeowner? It keeps them straight.
- **It knows your rules — because you taught it once.** What "prepare and paint" includes on your jobs, how many coats you quote on a dark-to-light colour change, your standard exclusions. Teach it like an apprentice; unlike an apprentice, it never forgets.
- **It catches what you forgot.** The bit that kills painters is prep, and prep is what gets skated over at 9:30pm. It doesn't get tired and leave out the wash-down, the two extra coats over the old dark feature wall, the access gear for the high side, or the drop sheets and masking. That's the point.
- **It can even go get prices.** Not sure of today's trade price on 20 litres of low-sheen or the primer for bare render? It checks and slots it in — you correct it if it grabbed the wrong product, and it remembers forever.

2–3 days

→ half a day

An owner we work with — 26 years on the tools, barely touches a computer: *"Quotes that used to take me two or three days, my AI does in half a day. I did one yesterday that would've taken two days — sent it off the same day."* Pricing came in "pretty much on par" with his own numbers, because it learned from his past quotes.

The quote itself is also where you kill your two worst margin-eaters, and it costs you nothing to do it.

Write the prep in, line by line — the washing, the filling, the sanding, the coats — so when the client says the price seems high, you're talking about work, not a number. And **write the colour in**. A colour changed after you've cut in a coat is a repaint you're not being paid for, unless the quote says a change of colour after sign-off is a variation. Same for the "while you're here, could you just do the laundry?" — the AI drafts the variation from one sentence in the ute, and the customer says yes to a price instead of you saying yes to nothing.

Then the bit everyone skips — **the follow-up**. One message, two days later: *"Just checking you got the price for the repaint — happy to walk you through what's in it."* That single message wins more jobs than dropping your price ever will, because most competitors never send it. AI-first, the follow-up isn't a habit you build. It's a thing that just happens.

THE POINT ISN'T THE SOFTWARE

It's the standard: same-day, professional, prep itemised, priced from your own numbers, followed up. A painter with a notepad who hits that standard beats a painter with an app who doesn't. The AI just makes the standard effortless.

05

CHAPTER FIVE

Get Paid Without the Awkward Chase

You've done the work. Now you've got to get the money — which for most painters is a second unpaid job nobody warned them about.

7 days
not 47

The average trade invoice gets paid around six weeks after it's sent. Not because customers won't pay — most just forget, and you feel weird nagging them. So the money sits out there while you're carrying a few hundred litres of paint on the trade account. And the last slice is the worst: the final 10% on a finished repaint can drag for weeks over a touch-up list nobody's written down.

The chasing is a **system** problem, not a people problem. Fix the system and you never have the awkward conversation — or send that cringey "just following up on that invoice mate" text — again.

The system that gets you paid in a week

1

Deposit up front, progress as you go, final on the day

Deposit before the drop sheets come off the ute — it covers the paint. Then claim the stages you've actually hit — prep done, undercoat, topcoats, exterior complete — so you're funding the paint shop, not the customer. At first it's one sentence from the ute: "invoice the Wilson repaint, prep and undercoat stage." Line items come off the quote, your terms, their email.

2

Kill the final-10% drag with a written touch-up list

The last payment doesn't drag because they're dodgy. It drags because "there's a few bits to touch up" has no end. Walk it, dictate the list, have it sent the same hour with a date against it. Done list, done job, paid.

3

Make paying stupidly easy, and automate the polite nudges

A "pay now" link gets paid faster than "here are my bank details". Then a friendly reminder at day 3, 7 and 14 — automatically, so you never send it. Then a monthly statement, and a flag to you only when someone's genuinely overdue. Worth thousands in cash flow.

4

Escalate the tone only if you have to

Most pay on nudge one or two. The rare straggler gets a firmer — still professional — message. You stay the good guy the whole way.

And because money is money: this is the one place you keep the AI on a short leash at the start. It drafts, you approve, every time — until you've watched it be right for a month and tell it to stop asking.

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CHAPTER SIX

The Inbox That Runs Itself

Your inbox is where quiet money leaks out and stress leaks in.

Trade account statements, customer questions, paint orders, price-list updates, the builder chasing a variation, the colour schedule for the next job, the strata manager wanting a start date — all mixed in with junk, all landing while you're up a ladder with a brush in your hand. One store manager we work with started with a backlog of 24,000 emails: *"I'd read one email, it'd get lost. I wouldn't even be able to find it again."*

The problem isn't too much email. It's that the important stuff and the noise look identical until you stop and read it all — and you don't have time to. At first, the inbox becomes something that's already handled by the time you look:

- **Triaged.** The three emails that matter today float to the top, flagged with why — "this one's the colour schedule the builder needs confirmed before you start Monday." The tyre-kickers get filtered before they cost you a thought.
- **Drafted.** Routine replies — "yes we do exteriors", "we're booked till the end of the month", "here's rough pricing for a four-bed interior" — written and waiting. You glance, tweak, send.
- **Answered on demand.** That same manager now just asks, "what's the current price update from the supplier?" — and it finds the latest instantly, even joining a manufacturer to the distributor who replies under a different name.

THE PART NOBODY EXPECTS — IT GUARDS YOUR MONEY

Because the AI reads everything, it catches things. One business: *"It's already saved me thousands in mis-ordered products — it said, hold on, based on your past jobs you probably want this one."* Get 60 litres tinted in the wrong sheen and it's your money sitting in the shed forever — tinted paint doesn't go back. Another had a supplier accidentally invoice at a 50% discrepancy — flagged automatically before it was paid.

The point isn't a cleverer inbox. It's that a solid enquiry never again dies at the bottom of a pile of trade statements.

07

CHAPTER SEVEN

Your Digital Office Manager

Every painting business has an office manager. In most, it's you — doing it badly at 10pm, because there's no one else.

+20 jobs
in one week

One trade business's admin person went on leave for a week. The owner: "We haven't had her in the office for a week, and it's helped us do her job — and we've had probably an extra 20 jobs come in through this week." Not survive the week. Their biggest week.

The office manager's job is the connective tissue: what's on today, which house you're on when, where are the photos of the render cracks before you filled them, what colour and sheen did the Henderson job get, did the paint get ordered and tinted, is the exterior week going to get washed out on Wednesday. You don't need to hire that person. You need the system that person would run.

The morning brief

Before you turn the key: today's jobs in order, who to chase for payment, what's waiting on paint or a delivery, the week's forecast against your exterior jobs so you can swap to an interior instead of losing a day, and the one thing that'll bite you if you forget it. Two minutes with a coffee — and your crew knows too.

Job files that build themselves

Every photo, quote, invoice and site note attaches itself to the right job — so when the customer rings in eight months wanting the same colour done in the back rooms, the whole history's there, colour and sheen and batch included, not scattered across your camera roll and three text threads.

The paperwork without the dread

The paperwork that comes with the trade — the colour schedules, the product data and safety data sheets, the paint warranty details, your ladder and scaffold checks, the notes and consents on a pre-1970 place where lead paint is on the cards — gets prompted, captured against the job, and kept where you can actually find it when someone asks. Never invented for you, and never a substitute for your own licensed judgement on how that job gets prepped and coated — just stopped from going missing.

If it's not in the system, it doesn't exist — so your head can hold the job instead of the paperwork.

08

CHAPTER EIGHT

Look Twice as Big as You Are

Here's a secret the big firms rely on you not knowing: most of "looking professional" is presentation — and presentation is now nearly free.

A one-ute painter and a fifty-person commercial outfit can send the identical, spotless, branded quote. The customer can't tell which is which — so the small operator who bothers gets treated like the big one, and can charge like it. First presentation is where the price objection is won or lost.

The referral flywheel — on purpose, not by accident

- R Retain** — make the whole job easy and clear, so they'd have you back without thinking twice.
- R Review** — ask for the Google review at the moment they're happiest, the day the drop sheets come up and they're walking a house that looks brand new, automatically, with the link. Reviews win you the next ten jobs while you sleep.
- R Refer** — happy customers refer if you make it easy and remind them. "Know anyone else thinking about a repaint? We'd look after them like we looked after you."
- R Resell** — the outside they said they'd do "next year"; the garage and the fence they mentioned while you were cutting in — it's in the call transcript, remember. A reminder at the right time turns one job into three.

This engine is pure gold and almost nobody runs it — because it means doing the boring thing at the perfect time, every time, forever. Which is exactly what a system does perfectly and a busy human never does.

START TODAY — EVEN WITH ZERO TECH

Ask every happy customer for a review before you load the ute, and send tidy before-and-after photos with every invoice. Nothing photographs better than a repaint — you have a genuine "before" on every single job, for free. Take it. The flywheel doesn't care how it's turned. It just needs turning.

09

CHAPTER NINE

The 30-Day Switch

Everything above works. The reason most painters don't get it working is they try to do it all at once, get overwhelmed mid-job, and go back to the old way. So: one thing at a time, without stopping work.

1

Week 1 — Stop the biggest leak: the phone

Every call answered, every call captured, promises pulled out automatically. This one starts paying for the whole exercise immediately, and it's the one you'll feel first — because you stop coming down the ladder.

2

Week 2 — Fix quoting

The AI drafts the take-off from your walk-through and your past pricing; you correct it — and every correction is a lesson it keeps. Same-day quotes with the prep itemised, plus the two-day follow-up. Watch your win-rate move.

3

Week 3 — Fix getting paid

Deposit up front, progress claims at the stages, a written touch-up list so the final doesn't drag, easy payment, automatic reminders — with you approving everything money-related until it's earned the leash. The week your bank balance starts looking different.

4

Week 4 — Hand over the back office

Inbox triaged and drafted, morning brief running, job files building themselves, reviews asked automatically.

Why all four? Because one process never feels like much. One automated process gets a shrug. Three is where the "holy hell" moment happens — because that's when the pieces start talking to each other. The call becomes the quote. The quote becomes the invoice. The invoice becomes the review. That's when it stops being a tool and starts being a system.

The trust dial — how to hand over without losing sleep

You don't hand a new apprentice the spray gun on a finished job on day one. Same here:

- 1 Weeks 1–2: it asks about everything**
Every email draft, every invoice — "here's what I'd send, OK?" You approve, correct, teach.
- 2 Weeks 3–4: it asks about the important stuff**
Routine replies just go; money and new customers still get your nod.
- 3 Month two onward: it asks about exceptions**
You've watched it be right for weeks. Now it runs, and you get the morning brief and the flags. You're still the boss — you've just stopped being the bottleneck.

The mistakes that make good painters quit before it clicks

- **Doing all four weeks at once.** Don't. One a week. Each banks a win before you add the next.
- **Bolting AI onto the old process.** If you're still typing every room into the same old software and asking AI to "help", you've missed the point. Re-draw the process (Chapter 2).
- **Treating it like software instead of staff.** Software you configure once and curse forever. This, you teach — and it gets better every week. The trades getting the most out of it talk to it all day, like their best leading hand.
- **Waiting for perfect.** A rough system running today beats a perfect one you'll set up "when things quiet down". Things never quiet down.

WHERE THE LINE SITS — READ THIS ONE PROPERLY

The AI drafts, chases, answers and organises. It does not paint, and it does not decide. Whether the old coating is failing and has to come off, whether that pre-1970 place needs lead-safe handling, whether the licence threshold in your state covers the job, whether that ladder should be a scaffold — that is your call, under your licence, every time. Anything it writes about prep, coatings or safety is a draft for you to check, not an answer to rely on.



BEFORE YOU PUT THIS DOWN

The 2-Minute Leak Audit

Be honest. Tick the ones that are true right now.

- ☐ I regularly miss calls while I'm up a ladder — and I don't know how many jobs it's cost me.
- ☐ I've promised someone a quote or a callback this month — and forgotten until they chased me.
- ☐ My quotes go out "tonight" more often than "on the spot".
- ☐ My quotes don't spell out the prep — so I'm arguing about a number, not about work.
- ☐ I've eaten the cost of a colour change, or a "while you're here", in the last six months.
- ☐ I don't always follow up after sending a quote.
- ☐ My invoices take longer than two weeks to get paid, and the final 10% drags.
- ☐ My inbox stresses me out, and important stuff gets buried.
- ☐ If a customer rang about a house I painted last year, it'd take me a while to find the colour and sheen.
- ☐ I don't ask every happy customer for a review.

0–2

Tight ship. A few tweaks and you're flying.

3–6

You're leaking real money in the boring half — and it's all fixable. Start with Week 1.

7+

Mate, you're doing a second job for free every week. Good news: it's exactly the stuff that's now easiest to fix.

Whatever your number — your biggest tick is your biggest opportunity. Start there.

ONE LAST THING

Want it set up for you?

Everything in this playbook, you can build yourself — and you should, if you've got the time and the patience. Plenty do. If you'd rather it was just done — the AI that answers your phone while you're up a ladder, captures every promise, builds your quotes off your walk-through, chases your invoices and runs your back office, all in one, working in your painting business this week — that's what we build. It's called The Everything.

- ✓ 14-day free trial. Cancel anytime. No lock-in, no contracts.
- ✓ Nothing important — a quote, an invoice, a customer message — ever goes out without you seeing it first.
- ✓ It lives in Microsoft Teams and the tools you already use.

See it working on your own jobs at the-everything-app.com — no credit card to look.

Honest note: this won't fix a broken business, and it won't make the painting decisions or sign off the work — the prep, the coating system, the lead-paint and height safety, and the licence are still yours. What it fixes is the office job you've been doing for free after dark.

THE EVERYTHING · A FIELD GUIDE FOR TRADE BUSINESSES · FREE TO SHARE · A
PRODUCT BY SG1 CONSULTING