

[From the Desk of Janet Barclay](#)

April 20, 2007

[Home Renovations Contractor Attributes Success to Organizational Skills](#)

Filed under: [General](#)



Hamilton's [Triple R Inc.](#) took first place in the Best Business/Service category in the [2007 Readers Choice Awards](#). As many of my readers are small business owners, I asked Triple R's President and CEO, Bobby Assadourian, to share the secrets to his success.

Bobby, congratulations on Triple R Inc. being voted Best Business/Service in the 2007 Readers Choice Awards! Would you mind sharing some of your success secrets with my readers?

This may sound funny; however, I credit it to my organizational skills. I am known around the Golden Horseshoe as the Home Renovations Contractor who writes the longest and most detailed work orders on his jobs.

Has anyone ever said "you've given me too much information"?

Yes indeed! My response is, the more information I provide you, the more knowledgeable you the homeowner will be with respect to your home renovation project. That puts the homeowner and the contractor on a level playing field. End result is a homeowner ultimately being fully satisfied with the job and there are no disputed points during the work. Happy homeowners make excellent referrals!

Have you always been organized?

My parents knew I was organized from the time I was five years old! As a young child I was extremely impulsive and did not listen well. Somehow I still managed to instinctively keep organized. My parents tell me that from a very young age I always knew where things belonged! I was very possessive of my belongings. I always put them away in their exact place; I kept my play area very neat.

My communication skills also came at a very early age. I had a knack for explaining myself very clearly and being able to read people's body language. I knew when and how to communicate my point more clearly based on who I was speaking to and if they need more or less clarity on any given subject. Clarity (peace of mind) in my case arrives from keeping everything around me organized: my office, home, work truck, and job site.

What advice would you give to someone just getting started, either in your industry or a different one?

First and foremost, be honest with yourself - you are either organized or you're not! If not, business will suffer. Hire an [Organized Assistant](#) - this will enable you to maximize your time and space. After all, it's all about time.... More time in the business world equals more money. More time in your personal life equals better relationships with your family and friends, and good health with less stress.

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1. I will be contacting you for a quote on some very much needed repairs in my home.