



**THE ULTIMATE
GUIDE TO
STARTING A**

**HANDYMAN
BUSINESS**

MAUI MASTER CRAFTSMAN

INTRODUCTION – THE HANDYMAN STARTUP GUIDE

I didn't grow up knowing how to do construction or how to make money. At 15 I started out doing odd jobs, and stayed busy. At 19 I got married and started taking my handyman work very seriously. Over the course of 4 years, I went from charging \$25 an hour to confidently quoting jobs instead of hourly and making \$100–150 an hour instead.

By 23 I had my first kid. I had to make real money — fast. Supporting a young family on an inconsistent income wasn't just hard — it was pressure every day. I didn't want to be gone all the time working for someone else, and I didn't want to settle for struggling. That's when I decided to hone in on this business and gamify my income. I got addicted to seeing just how much more I could earn. Seeing my income double every year got me hooked. Everything I learned I'm about to share with you.

This guide is for anyone who's handy, hungry, and ready to take control of their income. Whether you're just getting started or you've been doing side work for years, what I've packed into this guide is everything I wish I knew when I first started. No fluff, no filler — just real tools, real strategies, and real mindset shifts that helped me build a legit business one client at a time.

Why This Guide Works

Everything I've written in this guide continues to work for me and bring me \$10k+ a month. This is the distilled, potent information you need to hit the ground running.

Make It a Game

One mindset that helped me grow fast was gamifying my income. I tracked everything — how much I made per day, per job, per week. I celebrated hitting \$500 in a day. Then \$2,000 in a week. When I had my first 10k month I knew I had something worth sharing.

I competed against myself. Could I finish this job faster and cleaner than the last one? Could I get the next quote just right? I also started seeing how smaller jobs were more profitable and manageable. My 10k months weren't going to happen by taking on huge jobs, they would happen from the months filled with door knob installations, gutter repairs, deck repairs, and ceiling fan installs.

When you turn your growth into a game, it becomes fun — and fast. You stay motivated, and you see how far you've come.

Now doesn't that sound better than getting paid jack shit working for someone else?

What You'll Learn

Inside this guide, I'll walk you through:

- What services to offer as a beginner or experienced handyman
 - What to charge
 - How to increase your income
 - Writing Estimates
 - Ideal clients characteristics
 - Determining tools you need
 - Writing amazing affordable ads
 - Getting reviews from happy customers
 - How to talk to customers in a way that earns trust fast
 - How I turned handyman work into real freedom for my family
 - How to position yourself as THE HANDYMAN in your area
 - Social Media - simple pictures and videos to make you the top of the crop
-

Exactly What's In This Guide :

Here is the **Guide Outline**. This is what each **Module** contains. These are the basic fundamentals for getting started and controlling how much you make per hour, per job, per day, per year.

Module 1: What Jobs You Can Do - How To Price Them + Mindset & Habits

- Identify your abilities
- Tools You Need
- Estimates (PRICING LIKE A BOSS) + **real estimates from my jobs**
- Writing Invoices + **real invoices from my jobs**
- Tracking Tips to Double and Triple your Income
- Guide For Buying Materials For Your Clients
- My Go To Professional Habits

Module 2: Ads, Clients, Communication + Being The Most Desired

- Ads For Your Business (easy peasy ads for beginners wanting to make money TODAY)
- Practice Amazing Communication and Service
- Clients - Different Types Of Folks + Information You Need
- What I Say (things I say all the time to keep clients happy)
- Scheduling Tips (don't get burnt out!)
- Tips On Getting The Best (and Highest Paying) Clients
- Warnings and Insights (who to watch out for)

Module 3: Tools, Work Vehicle & Setup + Pricing Guide

- Basic Tools to get
- How I stay Mobile and Efficient + **Video Showing You My Tools and Truck Setup**
- Looking Professional on a Budget
- Tips On Staying Organized With Your Tools and Vehicle

Module 4: Ads (In Depth), Getting Reviews, & Legal Setup

- Making simple kick ass ads better than your competition
- **Example Ad that has made me over \$100k**
- **Example Pictures** of jobs and reviews to add credibility
- Getting Five Star Reviews
- Basic Legal Setup Guide

Bonus Module: Website and Social Media For Marketing your Business

- Why A Website Matters
- How I Created My Website
- What To Include
- Make Simple Videos to Win Clients

Handyman Services & Pricing Guide - (126 Different Services & Prices Listed)

- **Categories**
 - Electrical and Lighting
 - Plumbing
 - Carpentry and Woodwork
 - Painting and Caulking
 - Assembly and Installation
 - Repairs
 - Outdoor and Seasonal

- Miscellaneous and Property Care

List Of Services - Beginner to Expert

- A compact list you can use as a reference to pick your first list of offers
-

At the end of each Module there is a Recap/Checklist to go through

To help you stay focused and on task. I highly recommend going through each step accordingly.

BEFORE WE BEGIN - SPECIAL OFFER

1 On 1 Consulting: Solving Your Issues So You Can Make More \$\$\$

I am temporarily offering 1on1 consulting if you want to discuss anything specific, ads, tools, website building etc. My years of experience distilled into an easily digestible guide was not easy, and there's so much more I want to teach but it gets so case specific that this guide would be too long. All that to say, I'm here to help you thrive. If you're interested, schedule a call with me using the link in the email that delivered this guide, and we'll talk soon.

Let's get started

MODULE 1: HOW TO START

What Jobs You Can Do - How To Price Them + Mindset & Habits

1. Why I Started This Path

I didn't have a lot of money or resources when I started. I just knew I had some basic skills, and people around me needed help. I realized fast that if you show up on time, communicate clearly, and actually care, you'll stand out immediately.

2. Jobs I Took at the Start (and Jobs I Avoided)

Here's what I focused on early on — simple, high-demand tasks I knew I could do well. I avoided the risky or permit-heavy stuff until I had more confidence.

- ✓ TV Mounting & Shelves
- ✓ Painting interior/exterior
- ✓ Drywall Patching & Touch-Ups
- ✓ Light Fixture Replacements
- ✓ Faucet/Toilet Swaps
- ✓ Furniture assembly
- ✓ Landscaping - laying pavers, making small retaining walls
- ✗ Roofing or major plumbing/electrical
- ✗ Full remodels or structural framing, or anything that scarred the sh*t out of me

Here's a solid list for beginners (see my list of services attached to the guide for full list)

1. Furniture Assembly

- Beds, dressers, shelves, desks, chairs.
- Low tool requirement, easy to learn, and people will happily pay to avoid the hassle.

2. Hanging & Mounting

- TV wall mounts
- Curtain rods & blinds
- Pictures, mirrors, shelves

3. Minor Painting & Touch-Ups

- Painting a room or accent wall
- Touching up scuffs on walls, trim, or doors

4. Caulking & Sealing

- Around tubs, showers, sinks
- Window and door frame sealing to stop drafts

5. Replacing Fixtures

- Light fixtures
- Ceiling fans (basic swap with existing wiring)
- Faucets & showerheads

6. Minor Drywall Repairs

- Patching small holes or dents

- Fixing popped nails or screws

7. Basic Plumbing Fixes

- Replacing a toilet
- Unclogging drains (without major disassembly)
- Installing a new sink faucet

8. Door & Lock Adjustments

- Fixing squeaky hinges
- Replacing door handles or locks
- Adjusting doors that don't close right

9. Weatherstripping

- Adding or replacing door & window weatherstripping to save energy

10. Gutter Cleaning

- Removing leaves and debris
- Checking downspouts for blockages

11. Small Outdoor Projects

- Building/repairing simple fences or gates
- Assembling patio furniture or a BBQ grill

12. Basic Flooring Fixes

- Replacing a single cracked tile
- Installing peel-and-stick vinyl flooring in a small area

3. Your List Of Services + Tools You Need

The jobs you take on determine the knowledge level and tools you must acquire. Sounds overwhelming? It's not, just start small and build onto it. For example, start with drywall repair. For \$100 (or less if you are thrifty) you'll have all the tools you need to do basic drywall repairs.

Step 1:

- Review my list of services attached to the program, pick out all the services you want to offer. These skills will be what you advertise, and build upon. Beginner services like patching drywall, painting, and planting shrubs are the skills you will build upon to become the ultimate handyman.

Step 2:

- Gather your tools: If you want to start drywall repair, painting, and furniture assembly, go get the tools you need. If you have a limited budget for tools, start small with what services you offer. The more services, the more tools + knowledge you'll need.

I go into way more detail regarding tools in **Module 3**

This guide WILL NOT be going into detail about the tools you need for every job, that is up to your own research and preparation for the job you take on. However I list my My Starter Tool Kit (Under \$1,000) in **Module 3**

Knowledge Required

Use the resources available to you. Youtube tutorials, google search, and chatgpt can teach you everything you need to know. Most people are too lazy to ask "How Do I Replace Sink Faucet"

They assume it's too hard, and go to hire someone.

Really it's a 10min video, \$20 of tools (if that) and the courage to say "YES I CAN"

You'll get better and better, smarter and smarter, and as your skillset grows so will your capacity to make money

How I Built Confidence

I didn't know everything — I just learned on the job. I said yes to what I could handle and figured out the rest. Confidence came through action.

4. Hourly vs Estimates

Giving estimates is the best. There, all done. JK. Giving estimates is the best if you want to make more than \$30/hr, but there is risk involved and you need to be aware of a few things:

At first, I charged hourly. Then I started giving flat rates and felt like I was playing a video game — the faster I got, the more I made. Clients love a clear price, and it pushed me to work smart.

What to do as an absolute beginner:

- Start hourly if you don't know how long it will take
- Track how long it took

- Next time write out an estimate and make twice as much (if you like money)

If you are confident and don't want to start hourly, here's a basic formula for writing estimates I follow.

1. Get details of the job (every detail!) I like to visit every job in person unless it's something simple like a ceiling fan or toilet replacement.
2. Take pictures of the job or have the client send pictures
3. Sit down with a cup of joe, and ask yourself these questions
 - How long will this job take me? (Time and experience)
 - How likely is this job to get complicated and run long? (Unforeseen factors)
 - What materials and tools will I need? (\$ and time)
 - How far away is the job? (\$ and time)
 - Does the client seem happy to pay or more frugal?
4. Open up a google doc, and breakdown your estimate task by task (see picture below of a real estimate I sent out to a client)
5. Price each task according to market rates (google search or ChatGPT) + what your ideal hourly rate is.
6. I want to make \$100+/hr, so if the market rate for replacing a toilet is \$150, but I know I can get it done in 45min, I may charge \$125. More affordable price and I'm still making good money.
7. If you're giving a material estimate as well, keep it separate in your estimate and have a disclaimer like mine regarding material price and reimbursement.
8. Make your estimate easy to read, with all the details you need to cover your butt, and have the client knowing exactly what they are paying for

Here's some examples. Estimate 1 is simple, just labor, no material added because the client had everything. Estimate 2 is more complex, bigger job, includes material estimate and disclaimers. Example 3 is how my estimates look now using Invoicing.co

Client Name - 123 Address Rd - 123-456-7891 - client@gmail.com

Various Tasks - Labor Estimate

Replace/Install 2 ceiling fans - \$150 ea: \$300
Replace/Install Faucet \$125 ea: \$250
Install 2 toilet paper holder/ 2 towel rings/ 3 towel hooks \$150
Install Security Screen Weather Strip: \$55
Add Trim to Closet Door: \$125
Install broom closet handle and patch old holes: \$30
Fix outlet depth in kitchen: x2 \$75
Replace Outlet by TV: \$50
Install Curtain Ceiling Track: \$80
Repair Gate Sag: \$50

Total: \$1,165

Client Name - 123 Address Rd - 123-456-7891 - client@gmail.com

ESTIMATE

Repair, Sand, and Paint 24'x8' Deck (192 sq ft)

Scope of Work:

- Power wash deck surface to remove dirt, mildew, and loose paint
- Allow deck to fully dry before sanding
- Remove and replace 1 damaged deck board (match size and spacing)
- Orbital sand deck surface to paint-ready, feathering peeling paint areas
- Vacuum and clean dust/debris after sanding
- Apply 2 finish coats of deck/floor paint to walking surface
- Final cleanup and debris disposal
- Replace rotten post caps (2)

Labor Cost Breakdown:

Power Wash: \$250

Repair (replace 2 boards): \$150

Orbital Sanding: \$400

Painting: \$550

Total: \$1,350

- Price assumes no railing work and only 2 board replacements

Material:

Post Caps \$9 ea. \$18 total

2x6x24 2ct pt DF \$43ea \$86 total (special order rough estimate)

2-3 gallons of Paint \$50/gal

Sanding Pads \$30

Total: \$250-\$300 (Material estimate only includes items listed, any extra unforeseen materials needed to do the job right will be added to final invoice)

Materials are charged separately, and any materials purchased will be reimbursed by the client. Receipts will be held in an envelope to be given to the client once the job is finished.



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QUOTE

Quote Number 0003
Quote Date 23/May/2025
Total \$160.00

0005
Wailuku, HI 96793
United States
contact.mauimastercraftsman@gmail.com

Item	Description	Unit Cost	Quantity	Line Total
Material	Lumber, shade cloth, hinges, latch	\$60.00	1	\$60.00
Service	Labor	\$100.00	1	\$100.00
Quote Terms: Build a gate for backyard		Net		\$160.00
		Subtotal		\$160.00
		Total		\$160.00
		Paid to Date		\$0.00

Track Every Job (Especially in the Beginning)

When I was starting out, I charged hourly so I could learn how long things actually took. I kept mental and written notes on:

- How long it took to mud and sand a patch
- How long a faucet swap took
- What slowed me down — like finding tools or working around a client's mess

I didn't just track hours for billing — I tracked them so I could confidently quote flat rates later on. Knowing how long something takes (on average) makes you way more profitable.

This is the basic formula for handyman work

- Start hourly, \$20-\$30/hour
- Track how long the job takes

- Next time you do a similar job, go back to your notes. If the job took you 3 hours and you made \$90 at \$30/hr, then you can write an estimate for the job at \$150 Labor. If you get it done in 3 hours, you just made a whopping \$50/hr.

As you get better, and you can get the job done in 2 hours, or 1.5 hours, and soon you're making \$100+ an hour. All because you tracked.

Don't get stuck with the comfort of hourly work. Gamify your income, and see how good you can get.

How to Use Tracking to Build Your Pricing Model

Once I knew that installing a toilet took me about 90 minutes, I started quoting it at \$150 flat. If I finished early, great — I made more. If it ran long, I still knew it was close. That's how you win: use real data to inform your estimates.

Over time, you build your internal playbook. Eventually, you can look at a job and just know the price.

Bonus:

Chatgpt is surprisingly good at telling you how much to charge, here's what you do. Upload pictures of the job to gpt, tell it whatever details that might help (for example, if it's a painting job and the old paint is peeling, that will add to the time of the job) Give the chat these details so it can account for the time when coming up with the estimate.

Tell chatgpt that you need an estimate for labor only, and tell it how much you want to make an hour.

ONLY use chat gpt along with your experience on the job. Ai is a good tool to help you make estimates quickly, but you need to know what it takes to get the job done in order to get a reliable estimate. This only comes from experience

Materials For The Job

Every job takes something, and Lowe's and Home Depot will have whatever you need. Here's how I handle purchasing material for the job.

- Separate section in estimate for materials
- The client will assume for you to get the materials unless they said otherwise.
- I prefer to get materials myself because then I know exactly what's on hand for the job
- I offer to hold receipts and give them in an envelope with receipts when the job is done for reimbursement
- They can purchase the material via phone sale at Home Depot or Lowe's.

Invoicing - Getting Paid

I use Invoice Ninja/ [Invoicing.co](https://invoicing.co) to create professional invoices. You can also use this program to write estimates if you like.

My invoice has all the same details as my estimate, just a finalized description of the work performed, labor cost and material cost.

See Examples:



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INVOICE

Invoice Number 0078
Invoice Date 10/Aug/2025
Invoice Total \$388.72

0009

Pukalani, HI 96768
United States

Item	Description	Unit Cost	Quantity	Line Total
Service	Install Shower Valve	\$350.00	1	\$350.00
Material	ACE - plumbing parts	\$38.72	1	\$38.72

Invoice Terms:

Install Shower Valve – Add On/Off Control
Cut open drywall on back side of shower wall Install new shower valve at proper depth Secure valve to framing
Cut hole into shower wall for valve handle Install provided trim kit
Clean up work area
Close drywall on backside
Tape and mud joints
No texture matching required (per client)
Test shower and set thermostatic shower valve temperature
After completing the remodel, we realized the valve installed only controls temperature, and not flow. Since the valve was provided by the client and I didn't catch the limitation before finishing the walls, I'm only charging a reduced rate to cover the extra labor involved in accessing the plumbing, installing a standard on/off valve, and repairing the back wall. This avoids damaging the new Tadelakt finish and restores full functionality to the shower.

Net	\$388.72
Subtotal	\$388.72
Total	\$388.72
Paid to Date	\$388.72
Balance Due	\$0.00



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INVOICE

Invoice Number 0077
Invoice Date 10/Aug/2025
Invoice Total \$1,165.00
Balance Due \$1,165.00

0010
Kihei, HI 96753
United States
@gmail.com

Item	Description	Unit Cost	Quantity	Line Total
Service	Replace/Install 2 ceiling fans	\$300.00	1	\$300.00
Service	Replace/Install 2 Faucet	\$250.00	1	\$250.00
Service	Install 2 toilet paper holder/ 2 towel rings/ 3 towel hooks	\$150.00	1	\$150.00
Service	Install Security Screen Weather Strip	\$55.00	1	\$55.00
Service	Add Trim to Closet Door	\$125.00	1	\$125.00
Service	Install broom closet handle and patch old holes	\$30.00	1	\$30.00
Service	Fix outlet depth in kitchen	\$75.00	1	\$75.00
Service	Replace Outlet by TV	\$50.00	1	\$50.00
Service	Install Curtain Ceiling Track	\$80.00	1	\$80.00
Service	Repair Gate Sag Auto Latch	\$50.00	1	\$50.00
Net				\$1,165.00
Subtotal				\$1,165.00
Total				\$1,165.00
Paid to Date				\$0.00
Balance Due				\$1,165.00

6. Your Energy Is Everything

If you show up early, clean, and with a good attitude, people love having you around. If you show up grumpy or disorganized, your business suffers. Character wins every time.

7. My Go-To Professional Habits

- Communicate clearly
- Pick up the phone, email or text back immediately (don't delay!)
- Send estimate or hourly rate ASAP
- Track Everything! Time and Material costs
- Arrive 10 minutes early (if you're not 10 minutes early, you're LATE!)
- Clean work shirt and pants (once the job has started, dirtier work clothes are fine)
- Communicate job scope clearly
- Send a thank-you text after the job
- Always leave things cleaner than I found them

Most people are so lazy and careless none of those basic things get done. If you have these good habits, you will stand out and make more money.

Story: Learning By Doing

When I started out, I didn't know everything — I just started doing small things. One of the first calls I got was to fix cracks in the drywall all over this guys house. I needed to fix the cracks so that they wouldn't come back and then I needed to match the texture. I watched youtube videos on how to get it done. I arrived and fixed about 15 cracks for \$25/hr. It was about 4 days of work. I learned as I went and had to redo the first two cracks I texture matched cause it didn't look that good. I got it all done, the client was very happy, and I was happy to be making others happy making good money.

Now I can do the same amount of work in 2 hours and bid it out at \$500.

The most important thing is to track your work, I use the notes app on my phone. Track your hours and what was done so your client gets transparency on what they are paying for, then use that same note to help you come up with an estimate next time you get a similar job.

Module 1 RECAP - Checklist

- **Gather your list of skills - services you will offer (see list of services page)**
- **Start hourly if you are an absolute beginner**
- **Track how long your jobs take**
- **Write estimates based of your notes from past jobs**
- **Get your invoicing looking professional**
- **Use AI to help write estimates quickly**
- **Double and Triple your income by perfecting your services and estimating**

- **Add new services and skills to your skillset, the more you offer the more you can work and make more money!**

DO THIS TODAY TO START MAKING MONEY

Next in **Module 2** I'm going to give you some beginner examples of advertising so you can start making money just by reading **Module 1 and Module 2**

MODULE 2: ADS, COMMUNICATION AND PROFESSIONALISM

1. ADS: GETTING PEOPLE TO CALL/TEXT/EMAIL YOU

I'm going to keep this really simple so you can start right now, and start making money. You need to start and see how easy this is, that will motivate you to keep going and earning more and more, gamifying your income and loving life.

Ways To Advertise

Advertising is as simple as putting your name, your number, and what you offer in a place online or in person so people can know about you, what you do, and call you to pay you to do the job

Where To Start

1. **Text everyone** you know, grandpa, aunt, uncle, friends friends. You need to let people know what you can do, so message the people you have in your phone. Here's a short, friendly text you could send to your contacts that feels personal but still professional

- **Option 1 — Friendly & Direct**

Hey [Name], hope you're doing well! Just wanted to let you know I've started offering handyman services here in [your area]. If you (or someone you know) needs help with repairs, installs, or odd jobs, I'd be happy to help. You can call or text me anytime at [your number].

- **Option 2 — Short & Casual**

Hey! I'm now offering handyman services in [your area]. Let me know if you need help with repairs or projects — or feel free to pass my info along. [Your number]

- **Option 3 — Slightly Promotional**

Hi [Name], I've started doing handyman work locally and have openings this month. I handle repairs, installations, and general home projects. If you need help or know someone who does, give me a call or text at [your number].

2. **Craigslist Advertising:** Create an ad for \$5, make it the best handyman ad on there, and you'll get all the business. I go into depth on this in **Module 4** because this has been my main money maker.
3. **Local Paper** - Yes people still read the paper, especially boomers who are too old to want to or able to do the random things to upkeep their home. They need a scrappy young fellow, a trustworthy young man (or women) they can trust to come help them out. Find out a way to advertise in your local paper.
4. **Facebook post.** Similar to texting everyone, make a facebook post letting people know what you offer.
5. **Business Cards:** Make some cards or fliers (100 cards for \$20 on vistaprint.com) and go put them on peoples cars, homes, in businesses, restaurants. Be friendly and get your info out there. People need help. And you need to not be broke.
6. **Nextdoor app:** this is great especially in cities and heavily populated areas. Create a presence on that app, make a nice profile, and let people know what you do. You can also make a business page and pay to have ads run on the app.
7. **Community Bulletin Boards:** Look for boards in grocery stores, libraries, laundromats, or hardware stores. Pin a flyer with tear-off phone number tabs.
8. **Yard Signs:** Make a simple sign ("Handyman Services – Call [Number]") and place it at busy intersections, near job sites, or in your own yard if zoning allows.
9. **Local Facebook Groups:** Join neighborhood or "Buy/Sell/Trade" groups and post about your services. Be friendly and engage in the group — don't just drop ads.
10. **Partner with Local Businesses:** Ask real estate agents, property managers, or small shop owners if they can refer you in exchange for you referring them.

They need your list of services, name, phone number, email and that's it. Dress it up with pictures and videos, make yourself attractive, warm and friendly in your advertising, and you'll get clients all day long.

2. Clients, Clients, Clients

There's a few different types of clients:

Wealthy tech Millennials - Not handy at all, need help with practical, easy home repairs

Baby Boomers - Handy, but too old to do the work, happy to pay an ambitious hard working man

Single Women - Some may be handy, but overwhelmed by doing anything extensive. Happy to pay and often the best to work for.

Real Estate Agents/Managers - Often the worst to work for. Stingy on price, always wanting the cheapest, fake friendliness. Not always, but most often. Up side is they usually have plenty of work.

Client Info:

You want to get their

- Cell Number (for easy contact)
- Email (for sending your estimate and invoice to)
- Address (so you know where the job is)

I keep a simple google doc with all my clients info in that order

- Name - Phone - Email - Address

Having everything in one place is essential. Information can stack up and get lost in your notes on your phone. Keep everything as organized as possible.

Your Ideal Client Is

Someone who has the work you want to do, is happy to pay, and trusts you to do the job. That's it. Everything else is just details for details sake.

Work for people you jive with, do great work for them, keep them happy, and you will be busy with them, their friends, and referrals.

My Communication Style

These are simply examples of how I communicate. This guide is not meant to teach you everything to say for every single scenario, but I'll show you what I do in some scenarios and you can get the gist. Adapt the same attitude and communication style and you will do great!

● When I Schedule The Job

“I will reach out the day before to confirm we’re good to go, thanks!”

- **The Day Before The Job:**

“Hey just confirming I’m good to come out tomorrow at 8am”

- **Before I Start Work:**

“Hey, I’m on my way, ETA 7:50Am”

- **If I’m Running Late:**

“Hey [Name], just a heads-up — I’m about 20 minutes out. Still on my way and ready to go.”

- **When I Finish:**

“All done! Want to take a quick look while I clean up?”

- **After They Pay:**

“Thank you so much — really appreciate the work. Let me know if you ever need anything else.”

Daily Habits That Make a Big Difference

- I give them an arrival time and stick to it
- I show up 10 minutes early — always.
- I park respectfully and walk in with a smile.
- I wear clean work clothes — simple but professional.
- I keep my tools clean and organized.
- I thank the client before I leave and follow up with a quick text the next day.

3. My Personal Code (What I Stick To)

If you come across as busy, desired, and booked, people will want you more. Because it’s a sign you are good at what you do and are reliable. Even if you are just starting out, here’s some key things you can say to give the impression your time is valuable.

Scheduling

“I should be able to make time to come out sometime this month (or week) to get the job done, let me check my schedule. When works best for you?”

“I’ve been staying very busy, a lot of people need a lot of help, and I love doing it for them!”

“I’m booked out for about 2 weeks but I’d be happy to come take a look sometime this week in the afternoon if that works for you. And if I have a cancelation I can come sooner”

I could write so many more but I don't need to. You need to become the type of person who is high value, great at communicating, and making clients happy by doing amazing, clean work.

Use these examples to uncover the correct energy to embody, and build your own character. Find your way of communicating wonderfully.

4. Warnings and Insights

Some people are crazy, don't work for them. If your gut says no, listen. You were fine before the job landed on your lap, don't be desperate, another one will come

Don't do 24/hr communication. Have a hard cutoff time. If someone out there wants to text a handyman at 9pm, good for them. You can call or text them back at 8am.

Carry yourself with a "don't f*ck with me" mentality, be no nonsense, life is too short. People will respect you if you respect yourself and your time.

Be extremely kind. Even if you show up to a job and the person is a crackhead, and you know for sure you won't work for them because of whatever reason, be kind. Find a way to make their day. Hear them out.

Don't judge too quickly. My best client ever was a total blindside. My initial note I took for her after checking out the job was "Probably hard to please, and not the best fit".. Boy was I wrong. She turned out to be the best client ever, so happy with my work, happy go lucky person. Offered me coffee and snacks all day long and kept the work coming.

Don't Be Lazy. If you want money then you need to work. You can be more picky as time goes by, but in the beginning stay humble and willing to serve anyone (unless your gut screams RUN)

The great thing about handyman work is you get to meet so many different people, and doing small jobs, you're only committing yourself to a day or two max at any given job. If the client rubs you the wrong way or gives red flags, just don't go back

If the client doesn't want to pay you, count it as a donation from you to them, and never go back. Some people are really selfish and problematic, this is why trusting your gut is so important. Find people who are happy to pay you.

5. The Best Clients

Other handyman guides try to sell you on the idea that there is a specific type of person that is the best to work for. The fact is, the best client can appear as anybody. Young, old, fat, skinny, wealthy, middle class. Doesn't matter.

But these are the best characteristics I've noticed I appreciate the most in the people I choose to work for.

- **Generally happy** (grumpy people are never satisfied)
- **Willing to pay**, never second guessing your worth or pricing
- **Home owners**
- **Respectful of your time** – they don't expect you to drop everything for "just a quick thing."
- **Clear communicators** – they know what they want done, or they trust you to figure it out.
- **Repeat business mindset** – they think of you first when something else comes up.
- **Referral givers** – happy to pass your name to friends and family.
- **Pay on time** – no chasing down invoices or "I'll get you next week" games.
- **Value quality over cheapness** – they'd rather have it done right once than cheaply twice.
- **Pleasant to be around** – you'll spend hours in their home, so it helps if you actually like them.

If you want the best clients you need to be the best you. If you don't eat healthy, start. If you are negative, try a no negativity 24hr challenge. If you stink, shower. Simple shit leads to big money.

Story: The Power of Showing Up Right

Construction workers are known for being dirty, grumpy, and selfish. If you show up clean, happy, and dedicated to getting the job done beautifully you will be in business for a long time.

Ever since I started I've been told by clients "Really appreciate the communication" and "Wow you're here on time" and "Dang, you even cleaned up!"

Simple easy things that are really just common sense, but so few self employed handymen carry themselves respectfully and do business gracefully. I stand out by doing the basic things, it's so easy to win these days.

Module 2 RECAP - Checklist

- **Get your name, number, and offer out there, do whatever it takes.**
- **Pick 1 or 2 ways of advertising (I recommend Craigslist and Local Paper) and start landing jobs**

- **Work on having great communication. People appreciate it more than you think.**
 - **Keep yourself in good shape, clean clothes, well rested, and being happy attracts the best high paying clients**
 - **Watch for the crazy people**
 - **Attract the best clients (and keep them by being the best you)**
-

MODULE 3: TOOLS, WORK VEHICLE, & WORKFLOW

Before you get overwhelmed!!

I gathered all these tools for under \$200, gifts, hammy downs, thriftstores, facebook marketplace, craigslist. If you want to buy it new go for it! If you want to get started without spending a lot of money like I did, get thrifty. Befriend some old guys, be friendly with clients and they will offer you tools they have and don't need anymore.

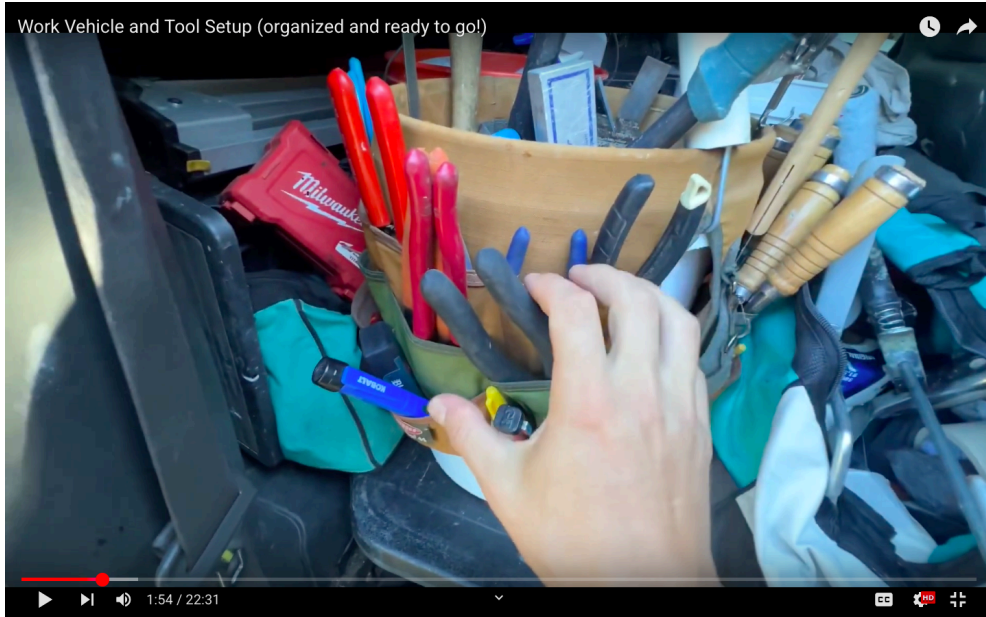
My first vehicle was a 2003 Subaru Forester I bought in cash for \$3,500 off craigslist and I did all my work out of there for the first 4 years till my brother in law sold me his Chevy Avalanche for \$5,000.

I have around 10k worth of tools now, but for the first 4 years I had used old tools and I did great work with them.

See My Setup:

Watch this video of me showing you my work truck and tool setup, how I keep it organized and what a 8 year handyman has accumulated in tools:

<https://www.youtube.com/watch?v=MxcTNcqlvSE&feature=youtu.be>



1. My Starter Tool Kit (Under \$1,000)

- Cordless Drill
- Multi Tool
- Paintbrush
- 5 min Drywall Mud Powder
- Drywall repair kit (Pate, Knife Set etc)
- Utility Knife + Blades
- Tape Measure + Stud Finder
- Adjustable Wrench + Channel Locks
- Screwdriver Set (Flathead + Phillips)
- Level (2ft + Torpedo)
- Pliers + Wire Cutters
- Hammer, finish hammer, rubber mallet
- Painter's Multi-Tool
- Tool Bag or Tool Bucket
- Caulk Gun + Tubes (paintable + waterproof + silicone)
- Extension Cord + Power Strip
- Mini Shop Vac or Dust Brush
- Work Light or Headlamp
- Knee Pads or Floor Cushion
- Foldable stool
- Basic assortment of Screws and Nails (Mollies included)
- Hand Saw / Circular Saw / Jigsaw
- Chisels
- Plastic wood or Bondo

- Super Glue
- Spray bottle
- Step Ladder/foldable extension ladder
- Cleaning Rags + Contractor Bags
- Stringline

2. How I Stay Mobile and Efficient

- Stackable bins for different jobs (plumbing, drywall, etc.)
- Milk crate for materials, contractor bag for tools
- Painter's tape or label maker to mark every bin
- I reset my tools every night — makes the next day smoother

Have your painting stuff in a bucket, your drywall stuff in a duffle bag, your hand tools in a tool bucket, a tool bag with caulking, plastic wood and touchup markers. Don't throw it all into one tub. Have it organized and easily accessible.



3. Looking Professional on a Budget

- Plain or logo shirt, clean pants, closed-toe boots (slip on boots like Redbacks are perfect for entering and exiting clients homes with a shoes off policy)
- Magnetic truck signs (cheap and effective)
- Business cards from Vistaprint
- Simple landing page with photos and contact info
- I accept Venmo, Zelle, PayPal, Check, or Square for easy payments

4. Pro Tip: Organization is the Best Tool

If I spend 10 minutes looking for something four times a day, that's almost an hour of unpaid time. That's why I keep things tight and always put tools back in the same place. It adds up fast.

Bonus Pro Tip!

When I started my vehicle was a 2003 Subaru Forester I bought for \$3,500, it was the perfect vehicle for handyman work. You don't NEED a truck. But if you want one eventually, you'll be able to afford it if you do what's in this guide.

I used buckets and milk crates for all my tools early on, when I wanted to upgrade I got the \$100 Husky roll around tool box set, and when I wanted to upgrade more, I found a \$1,500 Milwaukee Packout set for \$300 on craigslist. Start simple, make money, upgrade as you desire.

Story: The Tool That Cost Me an Hour

I once spent 45 minutes looking for a bit I thought I had packed. I had to drive home to get it, and that whole time, the client was just waiting. That day I realized being organized wasn't optional. I set up bins and tool bags the next week. I haven't had to waste that kind of time since — and I work way faster.

My dad taught me as a kid, everything has a home. When you're done with the toy, put it in its home. Same goes for screwdrivers and chisels. Put it back where you grabbed it from. Don't be like the crackhead who just throws tools back into his vehicle.

Module 3 RECAP - Checklist

- **Get thrifty - build your arsenal of tools with Facebook Marketplace, Old Guys, Craigslist etc**
 - **Stay organized! If you know where everything is you will be fast and efficient**
 - **Get a simple vehicle, keep it clean and make it work!**
 - **Keep well dressed**
 - **Get online banking set up so clients can pay you easily!**
-

MODULE 4 - ADS IN DEPTH - GETTING REVIEWS & LEGAL SETUP

In this final module, I'll walk you through the key things that kept me booked and growing — even in the early days when I was just starting out. From simple Craigslist ads to tracking job times and quoting with confidence, this is how you build long-term success as a solo handyman.

1. How I Used Craigslist to Get My First Clients

I posted every day or two in the 'Skilled Trade Services' section with a very clean, non-needy tone. I wasn't begging for work — I simply told the truth: I'm a reliable, clean-cut, trustworthy guy who can take care of the problem. I included a clear list of services, links to my website with real reviews, and photos of my work. The key was making the post feel like it came from a professional — not someone desperate.

People browsing Craigslist want someone they can trust. Your tone should be confident, humble, and clear.

Go on craigslist and look at the other handyman ads (if there are any) and simply make yours better. Better pictures, better wording, link to website, youtube channel. If you make your ad the top of the crop then you will get the work. Super simple. And most handymen are too lazy, drunk, or high to sit down and defeat the competition by making a website, a cool video, or simply a better worded ad.

Improve your ad throughout the months and years, and you'll always get calls.

One of my earlier ads looked like this:

Looking for work. I'm based in ____ and serve clients all the way from ____, to _____. I have great contacts/references to assure you I'm the man for the job

I can pretty much do it all. If you need creative solutions I'm your guy.

-Interior -

Flooring
Painting
Drywall
Wall patching and repairs
Texturing
Texture Matching
Trim/Molding/Baseboards

**Light Fixtures
Accent Walls
Doors/Windows (Install/Replacements)
Appliance Installations
TV Installations**

-Exterior-

**Fencing - Install and Repair
Gardens (I have plant knowledge and know how to grow without gophers destroying your food)
Irrigation
Green Houses - builds/assemblies
Chicken Coop - builds/assemblies
Decks
Carpentry
Dry Rot Repair
Siding (Repair/Install)
Roofing
Flashing
Painting
Caulking
Log Cabin/House Maintenance & Repair
Retaining Walls
Brick work
Masonry, stonework
Pathways
Landscape
Stairs (For those hillsides on your property you don't want to fall down)
Tree work
Property Cleanup & Hauling**

-Additional Skills-

**Moving heavy objects (I've got a strong body)
Creative Design
Milling Lumber
Custom Furniture
Murals and specialty work (interior and exterior)
Videography
Photos for Listing Property
Acrylic Landscape/Seascape Painter
Musician**

I'm proud of my common-sense and ability to work hard. Email, call or text Adam if you have any work that needs to be done. I'm happy to come out, meet and see if I can help you out.

Youtube Channel: @RevivedCraftsman

Simple, straight to the point, trustworthy. Add pictures and a link to social media/website and you're good to go.

Craigslist automatically provides your phone number and email so that's why you don't see it included in my ad.

Pictures For Your Ad

Create before and after pictures like these, and add screen shots of your reviews (see examples)



2. Getting Reviews

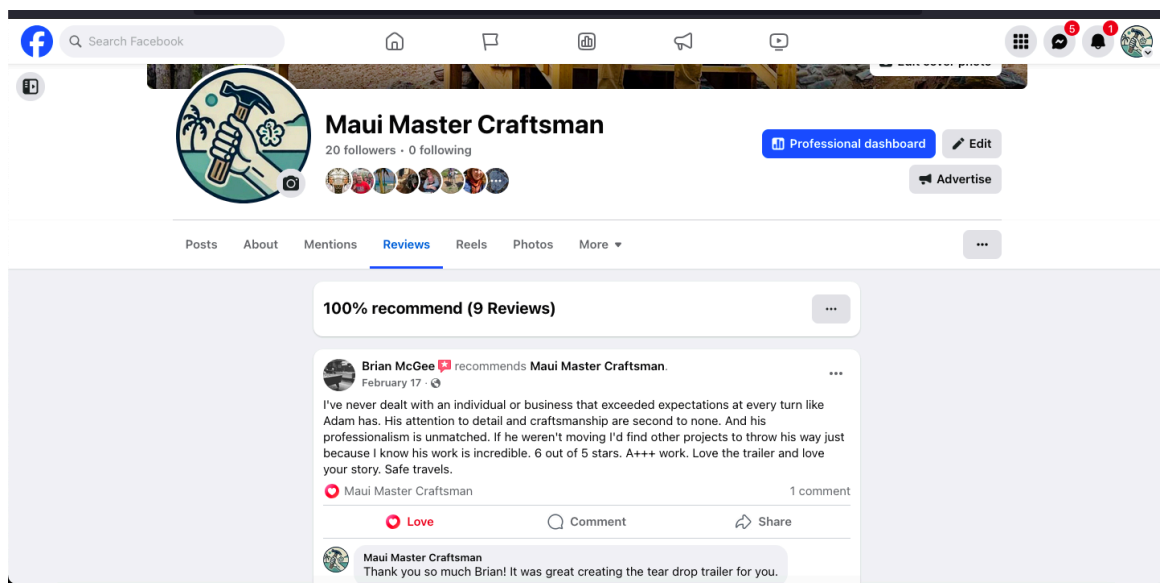
Okay, this is really simple. Do a great job, when the client happily pays you, and thanks you, at that peak satisfaction moment, ask them to leave a review for you. Tell them it helps a lot and makes it so people don't need to call references, they can just go look at reviews.

You can gather reviews

- On your own website (hard)
- On your Facebook page (easy)
- On Yelp
- Google Business

Do This At The End Of the Job

1. Ask your happiest clients at their happiest moment to leave a review (they are your number 1 fans and will write an amazing review for you)
2. Send them a link right away with your page where they can write a review
3. Use your reviews as proof on your ads. Take screen shots of your reviews and post on your craigslist ad



3. Legal & Business Setup

Disclaimer:

I'm not going to tell you exactly how to set up your business legally, as it totally depends on where you live, how much you want to earn, and what kind of jobs you want to do. But here's a basic outline of things you might want to consider for the future. **Note**, you can do none of these at first if you're doing very simple, under the table, handyman work. People need help and you're available to help them. Use your own discretion.

1. How I Set Up My Business (The Simple Way)

I didn't overthink it. I just got started. I set up an LLC for protection and professionalism, but you can start with a sole prop or DBA and upgrade later. Don't let paperwork stop you from making money.

2. Business Bank Account & Invoicing

I opened a free business checking account and kept my handyman money separate from personal stuff. Makes taxes easier. I use simple Google Docs for invoices, or PayPal/Square if I want to accept cards.

3. Insurance – Peace of Mind for Cheap

I use general liability insurance. It's not expensive and it protects me in case something goes wrong. Some clients require it, and it shows them I take my work seriously. Start with the minimum — just have something.

4. Local License or Permit?

Every state is different. In Hawaii, I stay within the limits of what doesn't require a contractor's license. Know your state's handyman limits and play within the rules. You can do a ton of profitable work legally without a license.

5. Client Agreements & Job Scope

Before I start a job, I confirm what I'm doing, how much I'm charging, and how I want to be paid. If it's bigger, I'll write it down in a simple agreement. This keeps everyone on the same page and avoids misunderstandings.

6. Tracking Income Without the Headache

I track everything in a simple Google Sheet — date, client, job, price, and if they paid. I set aside 20–30% of income for taxes and keep it moving. It doesn't need to be complicated.

Module 4 RECAP - Checklist

- **Write a competitive ad**
 - **Get calls because your ad is the best**
 - **Use my ad example as your beginner template!**
 - **Get Reviews from your happiest clients at their happiest moment**
 - **Get legal (keep it simple to start)**
-

Bonus Module – Make More \$\$\$ By Recording Your Jobs & Building an Online Presence

Position Yourself As The Top Of The Crop

If you have videos online of you doing work and explaining what you're doing, you immediately defeat any competition. Add some humour to your content, and MY DUDE, you will attract the exact clients perfect for you

Wherever you advertise, encourage people to go to your Website, Facebook, Youtube to learn more about you and your services, and to see reviews.

You really have no excuse, if you have an iphone, go to goodwill and get a tripod for \$10. Clear some space on your phone and record the jobs.

Website

Having your own website sets you apart as a professional, especially if you're working with higher-end clients or want to eventually raise your rates. It gives you a place to show off your work, list your services, and collect reviews — all in one place.

Craigslist doesn't allow videos, just pictures. So build your website, display some videos of your work, and get more personal. The goal is for them to feel like they know you before you even get the call. This way they seek you, and feel lucky to have you, rather than treating you like just another untrustworthy handyman

Check out my website: mauimastercraftsman.com and revivedcraftsman.com to see what I did. You can buy the template if you want, find that offer in the email that delivered this guide to you.

Why a Website Matters

When I started, I noticed right away that people trusted me more when I had a clean website. Even if they found me through Craigslist or word of mouth, they almost always checked my site before reaching out.

Your site becomes your digital business card. It shows that you're legit, organized, and easy to contact. It also gives you a place to collect Google reviews, link to your booking form or course (if you launch one), and build your brand long term.

What I Used

It's a learning curve, but it's worth it.

I personally used WordPress and hosted it through A2 Hosting. It seemed to be the most

affordable option at the time, and it gave me full control to customize and update things as I learned.

There are lots of other options out there — like Wix, Squarespace, or even just a landing page tool like Beehiiv if you're starting simple. The important thing is just to get something up that shows who you are and what you do.

What to Include

Your site doesn't need to be fancy. Start with:

- A short About Me section (just be real and human)
- List of your services
- A few before/after photos or finished jobs
- A contact form (even just Google Forms works)
- Testimonials or reviews

You can always add a blog, booking page, or product store later.

My Tips

- Keep it simple and clean
- Use real photos of your work — no stock images
- Don't overthink design — just be clear and easy to contact
- Add your phone number and email in a big font right at the top

If you're stuck, YouTube has tutorials on everything. Or just ask someone to help set it up — it's a one-time investment that keeps paying off.

Bonus: Make Simple Videos to Win Clients

One of the best ways to stand out and win trust is by showing your work in action.

A simple timelapse of you painting a room, laying flooring, or building a fence does more than a picture ever could. It shows people that you're clean, focused, and skilled.

Use your phone and a cheap tripod. Set it in the corner and let it run while you work. Speed it up using a free app or in your phone's gallery, and post it to your website, Facebook, or Instagram.

You can even record short before/after walkthroughs with your voice explaining what you did. Be real. Don't try to be a salesman. Just show your work and speak honestly — people love that.

You don't need to be an influencer. Just take a few minutes here and there to document the process. It makes you more trustworthy and shows pride in your craft — and it helps you market without having to sell.

Handyman Services & Pricing Guide

(126 Different Services & Prices Listed)

This pricing chart is general, each job is so specific I don't recommend using this pricing chart or anybody else's pricing chart religiously or exclusively.

This is to give you an idea of what to charge, but what you charge needs to be based on your experience, and the estimate process I share in **Module 1**

That being said, this is a great reference for you to always come back to. Especially if you are a beginner trying to figure out how much you can expect to make.

Electrical & Lighting

- **Light Bulb Replacement** — \$20–\$50 each
Includes ladder work, specialty bulbs, or high ceilings
- **Ceiling Fan Install or Replacement** — \$100–\$200 per fan
Assemble, mount, and balance — power off at breaker required
- **Light Fixture Install or Replacement** — \$75–\$250 each
Flush mounts, pendants, sconces, chandeliers
- **Exterior Light Fixture Replacement** — \$75–\$200 each
Porch, flood, or motion-sensor lights
- **Under-Cabinet LED Light Install** — \$75–\$150
Low-voltage lighting for kitchens or workspaces
- **Security Light Sensor Adjustment** — \$35–\$75 each
Optimize detection range and timing for motion lights
- **Keyless Entry Keypad Installation** — \$75–\$150
Setup, mounting, and programming of digital door locks

- **Doorbell Chime Replacement** — \$50–\$100
Swap out mechanical or electronic chimes inside the home
 - **Smart Home Device Setup** — \$75–\$100 each
Wi-Fi plugs, cameras, thermostats, voice assistants
 - **Technology Assistance** — \$50–\$150 per session
Phone setup, Wi-Fi router, app help
 - **Home Entertainment Setup** — \$150–\$350
TV, soundbar, game console, cable management
 - **Light Switch or Outlet Plate Replacement** — \$25–\$50 each
Swap cracked or outdated covers
-

Plumbing

- **Minor Plumbing Fixes** — \$75–\$200
Leaky faucet, clogged drain, toilet flapper, garbage disposal
- **Garbage Disposal Replacement** — \$150–\$250
Includes safe removal, new install, and function test
- **Showerhead Replacement** — \$50–\$100 each
Includes plumber's tape and leak check
- **Toilet Wax Ring Replacement** — \$100–\$200
Remove toilet, replace seal, reinstall, and test for leaks
- **Faucet Aerator Cleaning/Replacement** — \$25–\$50 each
Improve water flow and reduce splashing
- **Under-Sink Leak Repair** — \$75–\$150
Tighten fittings, replace hoses, or add plumber's tape
- **Outdoor Hose Bib Replacement** — \$100–\$200
Remove old spigot, install new, and check for leaks
- **Refrigerator Water Filter Replacement** — \$35–\$75 each
Quick swap with leak check and disposal of old filter

Carpentry & Woodwork

- **Shelf Installation** — \$50–\$100 per shelf
Includes leveling, anchors, and mounting hardware
- **Deck Board Replacement** — \$75–\$150 per board
Includes removal, cutting, and fastening
- **Carpentry Trim Work** — \$150–\$500
Baseboards, crown molding, or door/window casing
- **Small Deck Step Repair** — \$75–\$150
Replace worn treads or add anti-slip strips
- **Closet Rod Installation** — \$50–\$100 per closet
Secure support brackets and level for smooth operation
- **Porch Swing Hanging** — \$100–\$200
Secure to beams or install mounting hardware
- **Furniture Leg Repair or Replacement** — \$50–\$100 per piece
Reattach, reinforce, or replace broken legs
- **Small Shed Assembly** — \$250–\$500
Pre-fab kits for garden or storage use
- **Deck Railing Tightening** — \$50–\$100
Re-secure loose rails and posts

Painting & Caulking

- **Paint Touch-Ups** — \$75–\$200 per wall
Includes color matching and fine brushwork
- **Caulking (Kitchen/Bath)** — \$50–\$150 per room or section
Tubs, sinks, tile seams — includes cleanup and masking

- **Baseboard Gap Caulking** — \$50–\$150 per room
Seal gaps for cleaner look and pest prevention
 - **Paint Small Furniture** — \$100–\$250
Sand, prime, and repaint side tables, chairs, or shelves
-

Assembly & Installation

- **Furniture Assembly** — \$75–\$250 per item
IKEA-style to full desks or beds
- **Lawn Furniture Assembly** — \$75–\$200 per set
Chairs, tables, loungers, or swings
- **TV Mounting** — \$150–\$300 per unit
Includes bracket, leveling, and wall type consideration
- **Bathroom Hardware Installation** — \$35–\$75 per fixture
Towel bars, toilet paper holders, etc.
- **Curtain/Blind Installation** — \$50–\$100 per window
Includes measurement, drilling, and mounting
- **Cabinet/Drawer Handle Install** — \$5–\$15 per handle
Includes layout, drilling, and leveling
- **Wall-Mounted Coat Rack Installation** — \$40–\$100
Level, anchor, and secure to studs or drywall
- **Vent Cover Replacement** — \$25–\$50 each
Install new floor, wall, or ceiling registers
- **Pet Door Installation** — \$100–\$300
In door, wall, or screen; includes sealing edges
- **Garage Shelf Assembly & Mounting** — \$150–\$300
Heavy-duty shelving, leveling, and secure wall anchoring
- **Garden Hose Reel Installation** — \$50–\$100
Mounting, hose connection, and leak prevention

- **Shower Curtain Rod Install** — \$35–\$75 each
Straight or curved rod, including wall anchors
 - **Floor Protector Pad Installation** — \$25–\$50 per set
Prevent scratches on hardwood or tile
 - **Mailbox Number or Name Plate Install** — \$25–\$50
Clean surface and apply or screw in new plate
 - **Window Well Cover Install** — \$50–\$100 each
Custom-fit plastic or metal covers
-

Repairs

- **Doorknob/Handle Replacement** — \$50–\$150 each
Interior/exterior/smart lock install included
- **Fence Gate Repair** — \$75–\$200
Adjust sagging hinges, replace latch, or rehang
- **Drywall Patch & Repair** — \$75–\$200 per hole
Texture match and paint touch-up included
- **Tile & Grout Repair** — \$100–\$300
Replace cracked tiles and re-grout affected area
- **Window Screen Repair/Replacement** — \$50–\$100 per screen
Re-screen or swap frame — insect-proof mesh included
- **Exterior Door Weatherproofing** — \$75–\$150
Install sweep, adjust hinges, and seal edges
- **Sliding Door Track & Roller Repair** — \$75–\$200
Clean track, replace rollers, and adjust alignment
- **Small Appliance Installation** — \$75–\$150
Dishwasher, microwave, under-cabinet lighting, etc.
- **Mailbox Lock Replacement** — \$50–\$100
Rekey or replace lock on community mailbox

- **Grab Bar Installation** — \$50–\$150 per bar
Securely anchored for safety in showers or baths
- **Attic Ladder Installation or Repair** — \$150–\$350
Includes mounting, adjustments, and sealing gaps
- **Storm Door Install or Adjustment** — \$100–\$250
Hang, align, and secure closer hardware
- **Garage Door Opener Install or Replacement** — \$200–\$400
Includes track, sensors, and remote programming
- **Window & Door Lock Replacement** — \$50–\$100 each
Basic rekey or hardware swap for security
- **Door Hinge Replacement or Adjustment** — \$35–\$75 per door
Fix squeaks, sagging, or misalignment
- **Sliding Closet Door Track Repair** — \$75–\$150
Replace track, adjust rollers, and ensure smooth glide
- **Storm Window Install/Removal** — \$75–\$150 per window
Seasonal swap for insulation or airflow
- **Door Stop Install or Replacement** — \$25–\$50 each
Wall-mounted or hinge-pin styles
- **Small Area Carpet Repair** — \$75–\$200
Patch burns, tears, or worn spots
- **Mailbox Post Straightening** — \$50–\$100
Re-level leaning posts in soil or concrete
- **Small Hole Wall Anchor Patch** — \$35–\$75 each
Spackle, sand, and paint match
- **Door Weather Sweep Replacement** — \$35–\$75
Improves insulation and pest prevention
- **Garage Floor Crack Fill** — \$75–\$200
Seal small concrete cracks before they spread

- **Window Latch Repair or Replacement** — \$50–\$100 each
Restore smooth locking for security and draft prevention
 - **Dryer Drum Belt Replacement** — \$100–\$200
Remove panel, replace belt, and test operation
 - **Shower Door Seal Replacement** — \$50–\$100 per door
Prevent leaks and water damage around shower frames
 - **Fridge Door Seal (Gasket) Replacement** — \$100–\$200
Improve energy efficiency and cooling performance
 - **Peep Hole (Door Viewer) Installation** — \$35–\$75
Drill and install for added entryway security
 - **Attic Vent Screen Replacement** — \$75–\$150
Keep out pests while allowing ventilation
 - **Garage Weather Threshold Replacement** — \$75–\$150
Seal gap between floor and garage door bottom
 - **Mailbox Flag Replacement** — \$25–\$50
Install new flag to meet USPS visibility requirements
 - **Door Threshold Replacement** — \$75–\$150
Seal gaps at the bottom of exterior doors
 - **Bifold Door Track Replacement** — \$75–\$150
Replace worn tracks, adjust alignment, and smooth operation
-

Outdoor & Seasonal

- **Gutter Cleaning** — \$100–\$250
Ladder work, debris removal, and downspout flush
- **Power Washing** — \$150–\$400
Driveways, decks, siding — price depends on square footage
- **Holiday Light Setup / Take Down** — \$350–\$1,000+
Includes roofline clips, ladder work, and packing lights

- **Outdoor Furniture Power Wash** — \$75–\$150 per set
Remove mold, mildew, and dirt buildup
 - **Driveway Crack Sealing** — \$150–\$350
Fill and seal small asphalt or concrete cracks to prevent spread
 - **Basic Weed Barrier Install in Garden Beds** — \$100–\$200
Cut, place, and secure fabric with stakes
 - **Gutter Splash Guard Install** — \$35–\$75 each
Helps prevent water overshoot at corners
-

Miscellaneous / Property Care

- **Air Filter Changing** — \$25–\$75 per filter
Price depends on access and whether you provide the filter
- **Picture & Mirror Hanging** — \$40–\$100 each
Heavier pieces may need anchors or studs
- **Picture Wall / Gallery Hanging** — \$100–\$300
Design layout, level, and securely anchor multiple pieces
- **Smoke Detector Test & Battery Replacement** — \$35–\$75 each
Test, replace batteries, and verify code compliance
- **House Sitting / Property Management** — \$50–\$100/day or \$350–\$500/month
Water plants, collect mail, basic walk-throughs
- **Dryer Vent Cleaning** — \$75–\$150
Lint trap and pipe cleaning for fire safety
- **Basic Home Troubleshooting** — \$75–\$150
Odd noises, switches not working, mystery problems
- **Closet System Installation** — \$250–\$1,500
Depends on size, design, and complexity
- **Garage Organization** — \$350–\$700
Shelves, hooks, bins, layout, and clear-out

- **Home Office Setup** — \$250–\$500
Desk, lighting, cables, and ergonomic layout
 - **Baby Proofing** — \$300–\$500 per home
Cabinet latches, outlet covers, furniture anchoring
 - **Room Measuring / Layout Planning** — \$50–\$150 per room
Perfect for furniture placement or remodel planning
 - **Microwave Vent Hood Filter Replacement** — \$25–\$50 each
Grease and charcoal filter swap for proper ventilation
 - **Solar Path Light Installation** — \$50–\$150 per set
Placement, assembly, and battery check
 - **Hose Bib (Outdoor Faucet) Insulation** — \$25–\$50 each
Wrap and secure for freeze protection
 - **House Number Installation** — \$35–\$75
Mount numbers on wall, door, or mailbox
 - **Child Safety Outlet Covers** — \$25–\$50 per room
Install tamper-resistant covers or plugs
-

List Of Services - Beginner to Expert

Disclaimer: Not all of these can be legally done by a handyman, depending on where you live. Do your due diligence and stay legal. There's plenty of money to be made without breaking the law.

Much like the pricing guide, this is simply listing out services I could think of, this time listed out from easiest to hardest so that you know where to start.

Beginner / Easiest

(No special tools or licenses required — quick wins)

- Replacing light bulbs
- Installing curtain rods
- Hanging pictures/art/mirrors
- Assembling furniture
- Installing shelf brackets
- Changing smoke detector batteries
- Installing doorstops
- Replacing cabinet knobs/pulls
- Caulking tub or sink
- Replacing shower heads
- Installing toilet paper holders or towel bars
- Installing child safety latches
- Fixing loose hinges
- Cleaning gutters (single-story)
- Installing weatherstripping
- Patching small nail holes

Intermediate

(Requires basic tools, a ladder, or moderate know-how)

- Mounting TVs
- Replacing faucet or shower fixtures
- Unclogging drains

- Patching medium drywall holes
- Replacing toilet fill/flush valves
- Installing blinds
- Repairing fences or gates
- Replacing ceiling fans or light fixtures
- Installing bathroom mirrors or medicine cabinets
- Replacing baseboards or trim
- Small concrete patching
- Cleaning dryer vents
- Basic painting (walls, baseboards, trim)
- Installing laminate or vinyl plank flooring
- Power washing exterior
- Installing door locks or deadbolts

Advanced

(Requires experience, high precision, power tools, or advanced knowledge)

- Drywall repair (full sheet replacement, taping, mudding, sanding)
- Framing small walls or partition walls
- Building custom shelving
- Deck repair or building small decks
- Installing tile (floor or backsplash)
- Replacing windows

- Installing doors (interior/exterior)
 - Fixing door alignment or jambs
 - Installing baseboard/crown molding with coping
 - Replacing garbage disposals
 - Troubleshooting electrical outlets
 - Installing dimmer switches or GFCIs
 - Cabinet installation
 - Wood rot repair
 - Subfloor repair
 - Hanging and finishing drywall in a garage or room
 - Installing storm doors or screen doors
-

Expert / Hardest

(May border on general contracting or require permits/licensing)

- Full bathroom remodel
- Full kitchen remodel
- Load-bearing wall removal (with engineer)
- Roofing repairs or replacements
- Major structural framing
- Installing large multi-panel windows or doors
- Advanced plumbing reroutes
- Upgrading main electrical panel

- Running new electrical or plumbing lines
- Insulating attics or crawlspaces
- Building a shed from scratch
- Deck builds with stairs, landings, and railings
- Custom carpentry (furniture, built-ins)
- Tiling a shower or wet room
- Slab work or concrete pours
- Fence installations over difficult terrain

Thanks for going through the guide.

I know you can make this work, and build a life of freedom, controlling your stress, time, and income.

If you have anything bad or positive to say about this Handyman Guide, please email me at contact.mauimastercraftsman@gmail.com

Remember failure is the stepping stone to success. And as long as you are learning, there really is no such thing as failure.

- Adam Klausner / Maui Master Craftsman

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