

Tradesman Inner Circle Member Profile

“Becoming members with TIC has opened our eyes and unlocked our mind”

Matt Olive & John McCue Sydney Power House (Licensed Electrical Contractors) Platinum Members



TIC

Tell us a bit about your business, family etc.....

SPH: After both previously owning our own business we thought we could offer more to the Electrical industry as a team. We both were in search of a good balance of work and life.

Sydney Power House was formed in December 2008, 2 guys operating out of a kitchen/office and a residential garage. We share a yin/yang partnership in the business both excelling at opposite things.

We experienced rapid growth between the 12-24 month stage, from 2 to 17 men and found it difficult to take the next step of moving into an office/warehouse.

We found ourselves deep within the business rather than driving it from outside.

We got on board with TIC after I (Matt) attended a seminar in Dr Drip’s office and were convinced that TIC was what Sydney Power House needed in order to grow and develop a long lasting structure.

Since then, we have employed an Office Manager and Supervisor to help us streamline our business.

The business is nearing its third year of operation with neither us being on the tools. We realised the need to delegate work to the right person and to always ask questions, set goals and monitor your progress.

I am now concentrating on business development and general management while John is concentrating on sales and estimating.

John has 2 children, Lachlan and Megan and a girlfriend Megan (Megsy blue eyes). He is also a player/ Ambassador for the Maroubra Sinners AFL team.

I have spent 10 years traveling the world, and have worked in the UK and Canada. I have a girlfriend, Helen who keeps me in line. My father is also an electrician who has helped both John and me over the years.

TIC: What is the biggest challenge you’ve faced in the last 12 months.....

SPH: The biggest challenge has been stepping back and empowering staff/employees and assigning responsibilities to key people along with hiring the right



person and trusting them with the job or tasks we have set.

TIC: How have you tackled the challenge?

As electricians we were not trained to become business owners, account managers, HR managers, marketing guru's etc. Becoming members with TIC has opened our eyes and unlocked our mind.

We have created employee manuals, and hold regular training sessions with our team. We are continually adding to and building new systems. We now hold a weekly meeting for all staff which helps with communication.

TIC: Where do you see your business in 5 years?

SPH: We would like Sydney Power House to be known as leading Residential and Commercial Electrical contractors. We hope to have 20 full time employees who see SPH as their career and to have the business running itself. Our aim is also to win a small business award.

TIC: What are the top 3 things you have learned about business that you would recommend to others and WHY?

1. Invest in training/business coaching.

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2. Spend time on planning.

Know who you are, what you want and how you are going to get it. Develop systems that will help streamline business procedures.



3. Your team is the most important thing you will ever have.

If you want to grow your company, if you want to expand into new markets, if you want to step back from the business, you need a powerful team standing. Spend time on hiring the right person, training them in your systems and empower them to succeed.

TIC: How has your business changed since joining TIC?

TIC has unlocked our minds and made us aware of the need for planning and structure. We have streamlined some of our electrician's day to day procedures. We have a marketing plan in place and now know where our work is coming from.

TIC: Tell us something about yourself that your buddies don't know?

SPH: John: I count wheel nuts on vehicles at traffic lights and always look for money on traffic islands when in slow traffic.

Matt: I hole punch every piece of paper that is printed regardless of whether it is going into a folder or not. I enjoy dessert before lunch.

TIC: Who would you most like to have lunch with and why?

SPH: John: My Girlfriend because the silence has never been awkward.

Matt: Mark Zuckerberg (Facebook) and Larry Page (Goggle), I reckon they could teach me a thing or two about the world.

TIC: Favorite tool and why?

SPH: John: My electrician tool pouch+belt, after all these years it still fits. Matt: My phone, help is only a phone call away.

