

# Handyman

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Take Rob's Jobs, for example. According to Deb Rogers, wife and business partner of owner Rob Rogers, "We've been doing everything from small to pretty large jobs for nine years now, primarily in the Columbia and Ellicott City areas. We don't advertise, except for an ad on the menu at Jilly's Restaurant. Everything else is by word of mouth, which is the best kind of advertising there is."

Says Rogers, "Our calls have ranged from changing a burned out light bulb in a garage door opener, to a 2,000-square-foot addition on a house. The nice thing about calling us is that we do almost everything. You don't have to call several different people for a list of things in your house." Depending on the time of the year, Rob's Jobs employs six to 12 people to keep up with demand. The average waiting time is about two weeks, or longer during especially busy periods.

Where do all these jobs come from? Sometimes it's a wife who calls them to complete a "honey-do list she gave her husband two years ago," continues Rogers. "She wants it done and doesn't care what the husband says. We also get calls from people with new houses who want us to do jobs they didn't want the builder to do. They know they'll pay the builder more, and might not get the quality they'll get from us. We work with a lot of real estate agents either to get a house ready to go on the market, or to make repairs for a home inspection report."

Just ask a real estate agent about those last two points.

"It's hard to find people to do little jobs."