

**ORANGE PARK MEMBER RESOURCE**

Home Services & Trades

For painters, siding specialists, plumbers, electricians, cleaners, landscapers, inspectors, and contractors.

Put this into practice

- ✓ Describe the job you can complete well: property type, service area, project size, urgency, and any required license or insurance.
- ✓ Create a simple trigger list: water stains, peeling paint, cracked stucco, damaged siding, persistent leaks, or a pre-sale repair list.
- ✓ Coordinate with adjacent trades using a clear scope boundary; ask whether the owner wants an introduction before sharing details.
- ✓ Use photos only with permission. Provide a written scope and let the customer compare options without pressure.
- ✓ Follow up after completion with care information and a straightforward request for feedback or an introduction.

Use these words

If a property owner mentions [visible issue], I can assess [your specific scope] and explain the next step. I serve [area] and my typical project is [size/type].

Would you like an introduction to a member who handles [specialty]? I can connect you after you say yes.

Write your own version

My best-fit customer or member: _____

A clear situation that tells me to act: _____

The first step I will take this week: _____



Make it repeatable

Use this page as a short working sheet. Assign a next step before the conversation ends.

Before you share or recommend

- ✓ Confirm the type of work and any required credentials before a referral.
- ✓ Share only photos and addresses the owner authorized.
- ✓ Explain whether an inspection, quote, or service call has a charge.
- ✓ Avoid diagnosing unseen damage or guaranteeing an insurance outcome.
- ✓ Document the handoff and who owns the next response.

Your next 30 days

- ✓ Week 1: Build a one-page service and referral trigger sheet.
- ✓ Week 2: Meet an adjacent trade and agree on clean scope handoffs.
- ✓ Week 3: Share one useful maintenance tip with members.
- ✓ Week 4: Review inquiry quality and refine the triggers.

Track the outcome

People I contacted: _____ Useful introductions: _____ Follow-ups completed: _____

One thing I learned this month: _____

My next specific ask: _____

These are practical discussion tools, not guarantees of referrals or business outcomes. Respect privacy, obtain consent before sharing contact details, and follow applicable professional rules.