

# 40 New Year's Resolutions

## For Field Service Business Owners

The Holiday Season is in full swing and it is time for field service businesses to start considering their objectives for next year. We don't always keep our personal New Year's Resolutions, because quite frankly, if you're anything like me, you don't like going to the gym or are you willing to give up beer... mmm.

But how about having a few New Year's Resolutions for your business instead? Here is a list of 40 you can commit to that will improve your business in 2016:

- 1. Make more business decisions based on real numbers**
2. Commit to spending more time learning about your industry
3. Network with other field service professionals
- 4. Get more customer feedback**
- 5. Volunteer your skills for charity - 2016 can be your year of good karma!**
6. Create a marketing plan that you can act on over the course of the year (want to learn what you should be putting into a marketing plan? [Click here](#))
- 7. Reward your employees for outstanding work**
8. Show customer appreciation
- 9. Use a software to streamline your business**
- 10. Listen to your [employees](#)**
11. Do more with the resources you already have
- 12. Work on your website, start a blog and stick to it!**
13. Go paperless... Come on already, it's 2016!
- 14. Review your hiring process and try out a different method of finding new hires**
- 15. Invoice faster**
- 16. Read at least two business books- We recommend [Traction](#). Quick read with actionable recommendations for any business!**
- 17. Stay fit and healthy on the job- try out a fitness tracker and maybe cut down on those fast food stops in between jobs!**
18. Start using mobile technology in the field
- 19. Make a commitment to safety**
- 20. Have more fun at work**
- 21. Lead by example, develop your employees**
- 22. Talk to one new [prospect](#) per day, make it a habit**
- 23. Document processes (this might be a boring one, but it makes your life a whole lot easier in the long run!)**
- 24. Start and continue posting regularly on your Facebook business page**
- 25. Turn one angry customer into a happy customer**
- 26. Take an unbiased look at what your competitors do very well, learn from their strengths**
27. Take better care of your equipment
- 28. Keep your trucks cleaner this year- maybe get the new guy to take them through the car wash once a week!**
- 29. Look at what businesses in other industries do well - Here's a blog post on what you can [learn from your favorite restaurant!](#)**
- 30. Protect your technology and invest in some good cases for your phones and tablets**
31. Make your customers smile
- 32. File your taxes early**
- 33. Communicate with your team more frequently**
- 34. Learn a joke to tell your customers. Here's one you can try out - Why are husbands like lawn mowers? They are difficult to get started, and then they don't work half the time**
- 35. Watch a few Ted Talks - These folks are smart and inspiring!**
- 36. Monitor your sales funnel more effectively**
- 37. Use an email service to send important info to customers such as notifications, reminders and completions**
- 38. Surprise your employees with an awesome gesture - Our team just got jackets with our logo on them and that created a lot of buzz!**
- 39. Create an employee incentive program that aligns with your overall business goals – Example - If you are trying to sell more water conserving solutions, reward your field techs for selling smart controllers or rain sensors**
- 40. Take a vacation!**

Happy New Year! Make 2016 your year to improve your field service business!

If you want to learn more about industry trends, download our Benchmark Reports for both the [Green Industry](#) and [Snow Industry!](#)