

The Observer & Eccentric Newspapers

May 25, 2006

Coming in handy HandyPro Handyman helps around the house

BY
ADRIAN
MURPHY

Back in the mid-1990s, Keith and Debra Paul watched as Debra's father suffered through being ripped off by a contractor.

After that experience, the Pauls began a referral service, finding contractors mostly for people who needed things done around the house.

When demand for that grew to be too much, they took the next step and started their own company and, in 1996, HandyPro Handyman was born.

"We had so many calls for handymen, we couldn't find enough," Debra Paul said.

Today, after 10 years in business, the company has 13 handymen working out of its Plymouth office, and hopes to add even more.

"We hired a guy, and then we hired a couple more," Keith Paul said. "This year, we're hoping to hire our 14th person."

The company has added four locations: in Dallas, Minneapolis, and, in 2005, Honolulu.

"They found us on the Internet," Paul said. "They're a property management company, and they wanted to open a franchise."

HandyPro has a network of professionals out doing the work, all managed by Paul, the president and accounting manager and self-described "not a lot bad for a guy who wasn't all that experienced when he got started."

"My experience is really putzing around the house," Paul said. "I'm not the guy you want out in the field. We've hired a great group of contractors that."

[+ Zoom Photo](#)



PHOTOS BY BILL BRESLER | STAFF PHOTOGRAPHER

Keith and Debra Paul are celebrating 10 years in the handyman business. They are based in Plymouth.

[+ Zoom Photo](#)



The worker is finishing the painting on a large drywall and painting project for owner Nancy O'Donnell.

[+ Zoom Photo](#)

But his wife said not to pay a lot of attention to that.

"He's really the brains of the outfit," said Debra Paul, who serves Pro's vice president. "His main concern is making sure the is happy."

He's trying to do it on a bigger stage. And with the handyman market continuing to remain strong as the Baby Boomer generation dyPro is making an aggressive push to double its franchise by year-end.

"We are finding that as the Baby Boomers become empty-nesters, to spend more time traveling or with leisure activities, and less home maintenance," Keith Paul said. "That gives business like more opportunities to help people get the small jobs done around so they can enjoy their spare time doing other things."

Paul said the company began offering franchises in 2000, but 9/11 and a slowing economy impacted the sale of additional franchises.

Since then, he said, it's been getting better.

"The last three years have all seen growth, about 5 percent each," he said. "We're happy with that, especially since most businesses are struggling. We'd like to continue to grow."

He indicated the company is currently talking with potential franchisees throughout the country, including Florida, Ohio, New York, and Pennsylvania, and there are also more opportunities in

For more information about HandyPro Handyman Services and its franchise opportunities, visit the company web site at www.handypro.com or 254-9160.

Originally published May 25, 2006

 [Print this article](#)  [Email this to a friend](#)  [Subscribe](#)



PHOTOS BY BILL BRESLER | STAFF PHOTOGRAPHER

Keith Paul are celebrating 10 years in the handyman business. They are in Plymouth.

 [Zoom Photo](#)



Keith Paul finishes the painting on a large drywall and painting project for owner Nancy O'Donnell.

News »