



VANCOUVER CONSUMERS MEET WITH...

LESLEY JONES *from*

ECONOWISE SUNROOMS & PATIO COVERS LTD.

EconoWise Sunrooms & Patio Covers Ltd. is a two-year Consumer Choice Award winner in the category of Solariums/Sunrooms, in the region of Vancouver. The company has been in business since 2009 and is the Lower Mainland including the Fraser Valley leader in Sunrooms, Patio Covers, Deck building and repairs, Pergolas, Vinyl deck waterproofing and Vinyl replacement windows.

ECONOWISE

Sunrooms & Patio Covers

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WHAT DOES IT MEAN FOR YOUR COMPANY TO BE VOTED BY CONSUMERS AS YOUR CITY'S BEST? It is a huge honour to be chosen again as the best Sunroom and Patio Cover provider in the Lower Mainland of BC. Two years in a row is a significant achievement in a competitive market. Our staff and crews are empowered by this award to continue to strive to new levels of excellence in creating wonderful covered outdoor spaces for our clients.

WHAT IS IT ABOUT YOUR COMPANY YOU FEEL SETS YOU APART FROM YOUR COMPETITORS? We are innovative, capable of customizing Homeowner needs and requests. We do this in a cost-effective and efficient way so that a very high percentage of people who request estimates become customers.

HOW WILL WINNING THIS AWARD AFFECT THE WORK YOU DO MOVING FORWARD? As well as continuing our core products and services, we are looking at expanding our supplier base to develop even more quality choices for our clients. We are constantly improving and refining our offerings.

WHAT IS THE BIGGEST RISK YOU HAVE EVER TAKEN IN BUSINESS? The biggest risk that I've ever taken in business was taking the leap to start the business at the end of 2008 during the economic crash that occurred at that time. My thinking was that we were all starting at the bottom, so why not get the best people together that I could to start this new venture and go for it. We started at \$400,000 our first year of business and topped \$2.2 million in 2017. We've created employment for over 20 people. A true success story!

BUSINESSWISE, WHAT IS YOUR NEXT BIG STEP? The exponential growth of the company has created the opportunity for increasing staff in the office, in particular, people with new talent and skills. We made that commitment in December 2017, hiring both a Marketing Manager and Production Manager. 2018 will be the year in which all of the elements of the company will be enhancing our commitment to providing the Lower Mainland area with the opportunity to enjoy their outdoor spaces to the fullest.

GETTING TO KNOW LESLEY JONES

WHAT I LOVE IN MY JOB... I get to meet wonderful Homeowners and help make their life more comfortable and enjoyable.

MY BIGGEST SUCCESS IS... Attracting and keeping quality staff and suppliers.

MY BIGGEST MISTAKE IS... Trying to do too much on my own. A plague for small business people!

IF I COULD OWN ONE WORD IN MY CONSUMERS' MIND... Thrilled!

DAILY I ALWAYS TRY TO... Make sure all elements of the business are taken care of.