



Air Conditioner Service

Dear Jackie

I run a company that provides air conditioner service. I have zero sales during the coronavirus outbreak. Am I going to lose my business?

Jeffrey age 46 right-handed

Dear Jeffrey

You are not generating revenue at the moment because of the enforced coronavirus lockdown. So all your planned customer service and maintenance visits are temporarily being suspended. But as soon as the restriction movement is easing and eventually lifted, you will find states and communities returning to open up around the country which will allow people to go back to work.

In your hands, the line related to your business has not come to a halt but is ongoing.

You will stay afloat because services related to cleaning and maintenance, whether it takes the form of disinfectant or sanitizing services or indoor air quality cleaning services are in demand as safety and well-being of customers and employees are everybody's highest priority.

Every business owner would want to be confident that their work place is hygienic and safe. That includes keeping indoor air quality clean and having proper air circulation and ventilation in cars, home, workplace and public building.

However, having said this, you will face some challenges to regain the level of business you have been operating before the Covid-19 pandemic.

You could lose a bulk of your existing clients who had closed their plants, stores, offices and workplaces and your prospective clients are no longer keen in your service. There are going to be some business recovery challenges here even though your business is sustainable.

If you ever want to close your business, it will be about 4 to 5 years to come.

You may find many reasons to do this, but the main reason you do not wish to continue in your existing business is the most vital one of all and that is your personal health.

If you already have a history of cardiovascular abnormality or problem with blood circulation, among other things, please have an update of your medical record with the doctors before you resume your business.

Jackie