



Home Air Solutions, Inc.

Warren Lashway
Joseph Orlando

Success Magazine: What does success mean to you?

Warren Lashway: To me, success is the ability to satisfy my customers beyond their expectations and having a business to be proud of.

SM: Why did entrepreneurship appeal to you?

WL: Entrepreneurship appeals to me because it allows me to test my ability to run a thriving new business, while being my own boss. Owning a business means facing new challenges head on each day.

SM: What sets an entrepreneur apart from a business owner?

WL: I think what separates an entrepreneur from a business owner, is that an entrepreneur excels at his or her field of business—striving to bring it to the highest level of integrity and value over the average business.

SM: What did you do prior to starting Home Air Solutions?

WL: I did and still own and operate W. Lashway Construction Services.

SM: How did your previous work experience help prepare you for success in this role?

WL: My previous work experience prepared me for the hard work and long hours required to build a new business. My work ethic was developed in my construction business, so I was very familiar with what it takes to succeed as an entrepreneur.

SM: Why did you choose to go into business with a partner?

WL: Joe is my nephew. I knew he was a hard worker and that he was passionate about the work. These are qualities I value, and I knew his dedication would drive us forward to the next level.

“Owning a business means facing new challenges head on each day.”

SM: What has been your biggest challenge during the start-up phase?

WL: The biggest challenges were due to the company being started in my home. We began to grow very quickly, and this caused quite a few problems such as too many vans parked at my house at night, and our office becoming too small for our needs.

SM: What services do you provide?

WL: At Home Air Solutions, we do commercial and residential HVAC air duct cleaning. We specialize in cleaning every aspect of the heating and air conditioning system including cleaning the furnace blower motors, air handlers, air conditioning coil's, air

condition condenser, condensation pumps, permanent electro-static air filters, and UV lights for air purification.

SM: You video every cleaning. What are the benefits to this?

WL: With the video camera we can show the customer how bad their system was, and how the system looks after the cleaning. It also proves your thoroughness, and ensures the level of quality that every customer expects and deserves.

SM: What can a client expect from Home Air Solutions?

WL: All clients can expect quality service, unprecedented professionalism, respect, and the understanding that their time is valuable.

SM: How does air quality affect quality of life?

WL: Indoor air quality affects everybody differently. Allergies, asthma, and other illnesses are aggravated by the air in your home. According to the EPA, indoor air quality is two to five times dirtier than outside air.

SM: What is the most rewarding aspect of owning a business?

WL: The most rewarding part of owning this business is that I get to help others—both customers and employees. I enjoy working with people to help achieve their goals, while achieving my own.

SM: How has entrepreneurship affected your family life, etc? Have you found it difficult to achieve balance?

WL: It's definitely true that owning a business takes up a lot of extra time, but my family supports my ambition and we make our time together count. It is a challenging balance, but with a strong support system even the most demanding schedule can be adjusted to accommodate everyone's needs.

SM: How have you been affected by the current economy?

WL: This economy has slowed the work volume a bit, but most customers realize that a clean system is also more energy efficient, so spending a little money now will save money in the long run. This is an important concept for people to understand.

SM: Who has been your role model or mentor throughout life?

WL: My father and my uncle have been my role models and mentors. They are both honest, hardworking people who never let

obstacles stand in their way. They taught me that in business, even if you lose money on a job, the customer must always get what they paid for—a quality job and professional service.

SM: What have you learned about yourself in starting Home Air Solutions?

WL: That I can help others and have fun doing it.



SM: What one word describes you best?

WL: Sincere.

SM: What advice would you give to someone considering starting a business?

WL: Do it, excel at it and, most importantly, enjoy it.

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