

Frequently Asked Questions?

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- 1. Can I start trading as a locksmith as soon as the 5-day course has been completed?**
Answer: Yes. This is how it works – On each of the 5 days there are several lock opening demonstrations, you then work individually practising each exercise, constantly building upon your knowledge throughout the week. By the end of the week you will have opened over 300 locks and will have ALL the necessary lock opening techniques needed to trade successfully as a mobile locksmith. (For those with no carpentry skills i.e. who have never fitted locks before, we are happy to do 1-to-1 training on lock fitting on the final day.)
- 2. What other tools would I need to purchase after the course?**
Answer: We give you a recommended 'additional tools' list included in your work manual. We do however state that it is NOT necessary to buy any more locksmith tools above the ones that are provided on the course (already included in the course price). As for standard tools you will need to get carpentry tools, and an electric drill (e.g. DeWalt etc) and a limited lock stock. Therefore additional costs of approximately £350 should cover the purchase of a drill, hammer, chisels etc plus a selection of recommended locks.
- 3. After successfully learning the lock opening skills on the course can you help us get work?**
Answer: Yes. We introduce you to 4 National Companies who specialise in maintenance lock work. These companies will pass you sub-contract work after filling in their forms and checking references (which we will help you with). Outside of subcontracting we will also give you help & direction in targeting those customers in your area that benefit from locksmith services.
- 4. What happens if I don't start trading immediately and forget the techniques & skills I had learnt'?**
Answer: Don't worry, you are always welcome to return on the course and have a refresher (free of charge).
- 5. What qualifications or authorisation do I need to be a trading locksmith?**
Answer: In the UK today there are no recognised NVQ qualifications in locksmithing (don't take our word for it just phone up City and Guilds today and enquire). Locksmiths (like many other trades) do not have a national register and there are currently no governmental or legal requirements when setting up and trading as a locksmith (up and above your standard insurance policies which we explain on the course).

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6. How much money can I expect to earn as a locksmith?

Answer: The real answer to this one is based on you as a business person as much as it is based on how good you are as a locksmith. Claims of £1000 to £2000 per week in the early stages of any business would be remarkable and probably not achievable. In our experience many locksmiths who have been trading over 12 months are earning between £800 and £1200 per week (e.g. £36K to £60k per annum).

In conclusion, with maximum effort in both the target customers we propose and ensuring each job you do is done with 100% customer satisfaction your business will surely grow successfully. Remember no training company can guarantee you an income (unless you're on their payroll), therefore a good business plan, start-up forecast cost & cash flow is essential.

7. There are lots of training companies offering locksmith courses, why should I train with '1st Call Lockouts Ltd'?

Answer:

- The techniques that we teach on the course are those we use ourselves on a day to day basis as practising locksmiths (looking after Selfridges, Axa Sun Alliance, Birmingham City Council to name but a few).
- We are an approved Mul-t-Lock centre (one of the worlds highest security lock manufacturers) as well as an approved Paxton Access installer. This gives you, while you are on the course, an insight into the new technologies that are on the market today.
- We are one of the only 5 day locksmith courses on the market today. We aim to deliver a course that covers all the necessary lock opening techniques at a competitive price.
- We provide you with a 24 hour 365 day FREE telephone technical help support line.
- We train you from our locksmith workshop which is designed specifically with the apprentice locksmith in mind. We have noted that some companies teach from hotel conference rooms and home addresses.
- You will become a registered locksmith on our Nationwide Network of Approved Locksmiths (providing you with an ID card, a FREE entry of your company details onto the web search database, plus we aim to provide regional contract work from national companies). Please visit www.nnal.co.uk
- We provide you with quality reference materials (that we have designed ourselves), which are yours to take away at the end of a course. Reference manuals should always be up to date so that you can successfully ID and open all the British standard mortice locks that is on the UK market today.
- We can, on request, provide you with written testimonials of people who we have trained.

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8. Is it necessary to join a locksmith association?

Answer: Why join? This is the question you need to ask yourself when joining any association. In the UK it is not a prerequisite in becoming a locksmith neither is it a legal requirement. If you join an association do you make more money as a company? (Or do you pay your yearly subscription and you hear nothing more – only you can make this decision). If you believe there are valid reasons in gaining such a membership then you should hand over your money. There are many companies out there that profess to be the UK's leading association however by further investigation you may find them to be no more than a glorified training company (i.e. You can join our association but you have to be trained by us). We will however give you details of the UK and US associations that you may wish to consider after you have all the facts in front of you.

9. Do we get to keep all the tools we use on the course?

Answer: Yes. On day one you are supplied with a tool box full of the locksmith tools that you will be given instruction on throughout the week. These tools are yours to keep and use as you begin as mobile locksmith.

10. What if we get stuck on a job once we start trading as a locksmith?

Answer: We aim to give you as many scenarios throughout the 5 days of workshop modules in order to prepare you for real-life trading. In addition we provide you with 12 months FREE technical support after completion of the course should get stuck on a job (or just want a friendly voice to talk to!!).

11. I still have questions?

Answer: Please call on 0121 459 8722 and we will be happy to answer any further questions.