

BEST  **of**
SUCCESS

A FAMILY LEGACY AND A LEAP OF FAITH

Zach Wallick

Owner

Kairos Roofing

BEST  **of**
SUCCESS

Introduction

- Born and raised in South Florida
- Florida State University with a degree in economics
- Happily married, father to three beautiful children
- Thank you for being here



The Start of My Story

- The Wallick family legacy began in 1978
- Destined to be a roofer, 3rd generation
- MOE BLOW AND EDGE
- Graduation in 2009: Amid the recession
- Transition to sales at Keiser University
- Discovering myself
- After 1 year at Keiser University, opportunity at Best Roofing opened up
- Joined forces with my dad



Career Progression

- Challenges during 2008-2010
- First 9 months at Best Roofing: Laborer position
- Advancement to office position: Performing take-offs
- Account manager role
- Awarded first re-roof, my project of the century.
- Attaining contracting licenses:
 - Roofing contracting license
 - General contracting license.
- Introduction to Jim Boyer
- Advancement to Vice President and Senior Vice President
- 2018 Roofing Contractor of The Year



INSIDE: ROOFERS HELPING VETS Check out how the Roofing Industry is Banding Together to Help our Military Heroes **PG 36**

The Premier Magazine for Commercial and Residential Roofing & Insulation
A **bnr** PUBLICATION

ROOFING CONTRACTOR



COMMERCIAL ROOFING CONTRACTOR OF THE YEAR

Best Roofing

What if You Lost Everything You Owned?
PG 22

Copper Roofing Restores Church
PG 50

People Before Profit: Antis Roofing & Waterproofing
PG 50

COMMERCIAL ROOFING CONTRACTOR OF THE YEAR • BEST ROOFING



ROOFING'S

MVP

By Emphasizing Team, South Florida's Best Roofing Keeps Winning

By Andrew Dietderich

DALLAS, Texas — Roofing contractors across North America might try to tackle every day like a big game, but *RC's* 2018 Commercial Roofing Contractor of the Year — Best Roofing — takes it to a whole new level.

From its team buses taken to every jobsite, its "Jake" dog mascot and Best Roofing University to its regular "Huddle" meetings and annual "Breakfast of Champions," the company is all about team and going above and beyond to take care of its own.

Proof?
As 2017's Hurricane Irma approached, the Ft. Lauderdale, Fla.-based company invited workers with no place to go to ride out the

storm in its main building, designed to withstand a Category 5 hurricane. For three days, more than 100 workers and their families stayed safe, were provided plenty of food and other necessities and even played games, said Zack Wallick, senior vice president.

"We like to say that we have 340 extended family members," he said of the company's employees. "It created community, loyalty and just showed (employees) we're here for you, and we're here for each other because without each other we wouldn't be able to accomplish the things that we accomplish together."

Atop the list of accomplishments is a high level of quality customer service that yields steadily growing revenue. Best Roofing reported

Challenges Faced

- Personal challenges of dealing with a dysfunctional marriage and new fatherhood.
- I faced a professional crossroads: three years itching to run my own business.
- Introduced to John Cantini, facing a **Kairos** moment.



The Leap of Faith

- **Kairos** is a Greek word signifying the opportune moment, the 'right' time. Or when conditions are right for a change
- Faced with the most emotional decision of my life—leaving the family business.
- Faced with the fear of taking a chance on myself
- Support from Karen
- Resignation from Best Roofing, facing the fear of the unknown.

kairos

/'kīrās/ noun

The perfect, delicate, crucial moment; the fleeting rightness of time and place that create the opportune atmosphere for action, words, or movement.

Finding Clarity

- Unemployment and decision-making needed to happen fast
- Reflective trip to Tulum
- Affirmation of passion for roofing and wanting to start my own company
- The word Kairos began to circle through my mind again.





The Genesis of Kairos Roofing

- Inspiration from a sign in Tulum—the birth of Kairos.
- Early brainstorming with Karen, the color pink was chosen
- Dad's gift of service trucks, working capital, and residential leads
- Grandpa's support, riding around during the early stages.



Mission and Family Values

- Mission of Kairos
 - to be different than any other residential roofing company
- Live up to the tagline “Above the Rest”
- How can we stand out besides having pink trucks?
- A Family-Centric Approach



The Kairos Promise

- "How you do anything is how you do everything." - Dad
 - This became the cornerstone for the success of Kairos.
- Growing a team revolving around the Kairos Promise—treating clients like family, delivering quality consistently.
- Introduction of Karen



Meet Karen Wallick

- Karen Wallick, Kairos Roofing's Vice President
- 10 years in the roofing industry
- Life and business partner
- In 4 years we have grown a business from a start up and had 2 children



Incredible Growth Over 4 Years

- We've successfully built a company that not only excels in roofing but embodies the values of family, integrity, and excellence.
- Recognized as a Top 100 roofing company - Roofing Contractor Magazine
- Nominated as the best residential roofer in Fort Lauderdale by Fort Lauderdale Magazine
- Reaching a revenue of \$25 million for 2023



BEST RESIDENTIAL ROOFER
KAIROS ROOFING
2190 W State Rd 84, 954.626.8055, kairosroofingllc.com
Professional roofers who help ensure your home's roof is properly maintained and repair damages of all types to give you the home security you deserve.
RUNNERS UP: Las Olas Roofing & Construction, Allied Roofing & Sheet Metal

ROOFING CONTRACTOR
TOP 100 ROOFING CONTRACTORS
SPONSORED BY BEACON

OF FORT LAUDERDALE
THE BEST OF FORT LAUDERDALE 2023
WINNER



An Unexpected Turn of Events

- Unexpected approach from a private equity company
- Decision to respond to one email
- Journey from contact to contract
- Major milestone in the Kairos Roofing journey
- Filled with gratitude, for the journey, challenges, and triumphs.



What's Next?





THANK YOU

zwallick@kairosroofingllc.com

BEST  **of**
SUCCESS