

Q&A: Jon Aalberg, Half of the 2018 Delta Team of the Year

Jon Aalberg has always liked working with his hands – whether it's as a technician with Sabino Electric, Inc., or restoring classic cars.

Aalberg, who was born and raised in New Jersey, has been in the electrical industry since 1984. He and his wife of 30 years moved to Arizona in 2000.

"I had lots of trips to make between Arizona and New Jersey with the move, so I figured I should start getting my name out there for jobs," Aalberg said. "Coming to Sabino was a matter of luck. Within 15 minutes of applying in February, I was employed."

Outside of Sabino Electric, Inc., Aalberg has restored two classic cars and is currently working on his third.

Q: *What made you interested in becoming a technician?*

A: "It was an opportunity to think. Not just follow plans drawn up by an engineer."

Q: *What do you credit for your success as a team with your partner?*

A: "It's not so much a what, but more a who, I credit for success. It's not just a singular partner, but a team of partners.

"Let's put it this way, you can purchase one screwdriver for one singular task, but the kit works better for all applications.

First and foremost, the support I received from my 'work wife,' Tamara Reilly and the reigns my Principal, Louise Jones Magee, gives me are huge contributors to my success. Secondly, the support from the rest of the team, from sales and management all the way to our apprentices, also play a role. These people are always open for suggestions and pull together to create solutions.

"Without the support of my team, as a whole, success would be a hard thing to come by."



Jon Aalberg and Roy McLemore (from left) of Sabino Electric – Tucson, Ariz., won the 2018 TEGG Delta Team of the Year Award during the 2019 Continuing Education Conference in Atlanta, Ga.

Q: *What's the most rewarding part of your job?*

A: "Customer satisfaction and working with the team are both very rewarding. Also, enduring emergency situations and walking away knowing we achieved something no other contractor could do is very rewarding."

Q: *What steps do you think technicians could take to better themselves as part of a Delta Team for a TEGG franchise?*

A: "Education, education and more education is very important, and always making time to visit each client. You must treat each client as if they were the only priority. It's the little things that usually have the greatest impact. Take the time to get it right and realize there is no room for assumptions!"

Q: *What advice would you offer other technicians to also be successful in their companies?*

A: "You have to give as much as you get, and you can never allow yourself to become complacent. Technicians are the best sales representatives out there because we are the technical gurus with all the answers."

"Nine times out of 10, technicians are the reason we get pull-through work and recurring agreements."

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