

Floor Covering Media

Your Gateway to the Floor Covering Industry

Dylan O'Connor FCI Greenwich



Fairfield resident Dylan O'Connor provides a convenient service for those renovating their flooring with his new business, Floor Coverings International Greenwich. He opened the Stamford-based franchise last month at 130 Lenox Avenue that offers mobile flooring services to customers in lower Fairfield County. The FCI franchise itself works with clients in Greenwich, Stamford, Darien, New Canaan, and other areas.

O'Connor is enthusiastic about the opportunity: *"It's been a good first month and I think there is a tremendous amount of upside,"* adding *"We ultimately try to make things easier for the customer. Anybody that is doing a home improvement project that requires some type of flooring, we can help them out."* After a 15-year career in sales, the Fairfield resident said he got tired of the corporate grind and opted to go into business for himself. O'Connor chose the national flooring company that has over 150 locations.



Floor Coverings International is a part of the FirstService Brands network, which also includes recognizable home improvement brands such as California Closets, CertaPro Painters, Pillar to Post Home Inspectors, and Paul Davis Restoration. The Stamford-based location is the second in the state of Connecticut, with another in Fairfield.

He and his team travel to customers' homes with their mobile showroom vehicles and over 3,000 flooring selections to choose from. From hardwood floors to tile and carpeting, he tries to meet his customers' preference. After finding what a customer wants for their flooring improvements, he shows samples and provides a proposal on the spot. If the customers choose to move forward, O'Connor said he can start with a same-day installment, using a team of installers that he subcontracts.

"It saves them the hassle of having to call up an installer and then having to source their own materials at either Home Depot or Lowes or a local flooring store," he said. *"We try to make it nice and easy for them by being a one-stop shop."* Providing an array of products for his customers is important, but O'Connor said he prioritizes quality customer service and building rapport with his clients above all else.

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