

COMMERCIAL
FLOORING · OCTOBER
2026

Standard flooring is not your hiring problem.

Specialty installers are.

Hi {{first_name}},

Standard carpet and resilient tile installation has a workable labor pool in most markets, so that is not where commercial flooring hiring breaks down. It breaks down in the specialty trades: terrazzo, polished concrete, and resinous/epoxy systems, where the installers who know the work are aging out faster than they are being replaced.

THE NUMBER THAT MATTERS

120+

days to fill a terrazzo lead, the longest time-to-fill of any role in the trade.

10-12%

annual wage growth for senior specialty installers, which makes a stale comp range an active liability.

Healthcare and lab-grade seamless flooring commands a 15-20% premium, because substrate prep and moisture-mitigation knowledge does not transfer from general commercial work. National accounts project managers are their own specialty too, not a bigger version of a standard single-site PM.

THIS MONTH'S READ

Top 10 Hiring Challenges in Commercial Flooring Recruiting (2026)

Why terrazzo, polished concrete, and epoxy installers, not standard flooring, are the real bottleneck.

[Read the full guide →](#)

FROM THE FIELD

Proof, not promises

We recruit continuously for commercial flooring, so the shortlist exists before your seat opens. See real hiring wins from other trades we recruit for, and ask us about our track record in your market on a discovery call.

[See real case studies →](#)

QUICK WIN

A great carpet installer is not automatically a great epoxy installer. Specialty installers do not cross over, treating flooring as one labor pool is the fastest way to misjudge a search.

Hiring flooring pros? Book a call

If flooring hiring is on your plate this quarter, that's all we do. Reply to this email or grab a time above.

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President, My Trade Talent

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EMAIL SETUP

SUBJECT	Standard flooring is not your hiring problem. Specialty is.
PREHEADER	Why terrazzo leads take 120+ days to fill, and what to do about it.
SEND DATE	October 2026
AUDIENCE	Commercial Flooring contact list
APPROVER	Neil