© Best Version Media

SAMMAMISH Neighbors

An exclusive magazine serving the residents of northern Sammamish

OCTOBER 2026



Hustle, Heart, and Home Maintenance

POWERED BY BVM BEST VERSION MEDIA

PHOTO BY POOJA ANOOP PHOTOGRAPHY

Become a Publisher
Find Out How Inside!

© Best Version Media



HUSTLE, HEART, AND HOME MAINTENANCE

Meet the Guys Behind 360 Home Services

By Stephanie Schofhauser | Photography by Pooja Anoop Photography

Most college students are focused on getting through midterms and figuring out weekend plans. Connor O'Brien and Luke Smith are doing that too — but they're also running a growing home services company, juggling college soccer schedules, and somehow finding time to knock on doors across the Eastside. Meet the two young entrepreneurs behind 360 Home Services, a business built on hard work, good timing, and a genuine love for the community they grew up in.

How It All Started

Connor and Luke didn't set out to build a company from their dorm rooms — but that's exactly what happened. The idea for 360 Home Services came from a problem they kept noticing: homeowners having to juggle a different company for every single maintenance task. One for pressure washing, another for gutters, a third for yard care. It seemed like a lot of unnecessary hassle.

"We wanted to be a one-stop-shop for all their needs,"

© Best Version Media





Connor says. So the two of them started building service packages that combined the essentials — pressure washing, gutter cleaning, roof cleaning, yard care — into a single visit, all coordinated over Zoom calls between classes. After their first season, they took the fall to reflect on what went well and what could be improved. At that point, Connor and Luke decided to offer just pressure washing and gutter cleaning services.

The business took off faster than either of them expected. When a Republic Services trash strike hit the area, Connor and Luke rented a 20-foot U-Haul and started hauling trash for neighbors who had nowhere else to turn. What began as a quick favor turned into hundreds of pickups. "It felt like we were the ice cream truck," Luke says, laughing at the memory. "People would come running out asking if we had room for 'just one more bag.'" Long days, bad jokes, good music, and way too much coffee — that's how they describe those weeks, and it's a pretty good summary of how they approach the business as a whole.

Two Different Paths, Same Drive

Ask Connor and Luke where their entrepreneurial instincts came from, and you get two very different stories that somehow land in the same place.

For Connor, it goes back to childhood. "I've been interested in entrepreneurship for as long as I can remember," he says. "Since I was about 10 years old, I was starting little

© Best Version Media





businesses, putting up flyers for yard work and car detailing." He credits it to a mix of genuine curiosity and being pushed early on to work hard and see the results of that effort firsthand.

Luke's path looks a little different. "I've always had passion and optimism," he says. "My mom loves to tell the story that when I was a kid, every single day — and for almost any reason — I'd manage to exclaim, 'this is the best day ever!'" That natural enthusiasm eventually found a home in the gym, where Luke says he first learned what it took to chase down a goal that felt out of reach. "My entrepreneurial work ethic is certainly rooted in the gym — lifting weights was the first time I obsessed over a goal that seemed unachievable and made it happen," he says. "I now love entrepreneurship for the heightened responsibility and total self-accountability. If you don't do the work, it doesn't get done."

Soccer, School, and Two Very Different Seasons

Soccer has shaped both of their lives, but this past year, their paths on the field diverged in a big way.

Connor is still playing, and playing well. He just wrapped up his junior year at Pacific Lutheran University, where he's studying finance with a minor in data science. "I wrapped up my junior year at Pacific Lutheran University and soccer season, earning First-Team All-League Honors and Academic All-District," he says — no small accomplishment while also running a business on the side. He's set to graduate in May 2027.

Luke made a harder call. "I made the decision early last fall to stop playing soccer to focus entirely on the business," he says. "It was hard to stop playing the game I've loved my whole life, but I had no doubts it was the right decision for me." Luke is a management major with a focus on entrepreneurship at Linfield University, and he's closing in on the finish line faster than most — he started college a semester early and is on track to graduate this December. "It is crazy being so close to being done," he admits.

© Best Version Media





Running a Business Across State Lines

Here's the tricky part: Connor is in Tacoma, and Luke is out of state at Linfield in Oregon. Running a hands-on home services company when your two founders aren't even in the same state takes some serious coordination.

"It can be challenging running the business from school, especially the stress of not being physically there when issues arise," Luke says. But he doesn't let that stop him from showing up. "Last spring, I drove back from Linfield 12 out of 14 weekends to come home and work. Whether that was knocking on doors, taking appointments, or cleaning gutters, we got it done."

Connor deals with a similar strain from his end. "The greatest challenge of running our business while also at school is not being able to physically be there most of the time," he says. "Luke usually drives up on weekends when we need him to." It's a system that depends on constant communication and a shared willingness to sacrifice a normal college weekend for client calls and yard work — not exactly typical for a couple of 20-somethings, but it's what's kept 360 Home Services growing.

What's Next

Both Connor and Luke are thinking seriously about life after graduation, and for now, the plan looks a lot like what they're already doing.

"As of now, the plan is to stay local to the Eastside and continue to operate 360," Luke says. "Of course, I'm leaving eyes and ears open for other opportunities, but as of now, there's nothing I would rather be doing for work than running my own business and serving my hometown."

Connor feels similarly, though he's keeping a slightly wider lens on the future. "At the moment, continuing 360 Home Services is the plan," he says, "although I am excited to dive deeper into other opportunities and routes I could potentially take after college."

Between the long drives, the early mornings, and the constant balancing act between school and business, Connor O'Brien and Luke Smith have built something that goes well beyond a typical side hustle. Whether they're on the soccer field, in a lecture hall, or knocking on a neighbor's door, these two are proving that hard work, humor, and a genuine connection to the people you serve can take you a long way — no matter how young you are when you start.