

AlturaSolutions Communications Presents

# The Janitorial Contractors Bible

How to Maximize your Profits and Potential in  
the Janitorial Business

By Robert Jack Kravitz

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# The Janitorial Contractors Bible Maximize Your Profit Potential In The Cleaning Business

**Robert Jack Kravitz,AlturaSolutions  
Communications**



## **The Janitorial Contractors Bible Maximize Your Profit Potential In The Cleaning Business:**

**The Janitorial Contractors Bible** Robert Jack Kravitz,1999-08-01     The Millionaires Bible Vol. 2 Rafal Col Publishing, The 2nd and final addition the the Millionaires Bible With this final addition you will have all the resources and ideas you will need to start a business or expand your current business With hard work and dedication yes you can become a millionaire In today s society it is not impossible to make a million dollars There is a lot of money out there for grabs all you need is to know where to look and a little know how Included in the book are ideas to get you started if you are looking to start a business or ideas to expand if you already have a business but are looking to expand You also get resources to practically every type of business to help you along the way Remember nothing is impossible It all comes down to how bad you want it     Black Enterprise ,2000-06 BLACK ENTERPRISE is the ultimate source for wealth creation for African American professionals entrepreneurs and corporate executives Every month BLACK ENTERPRISE delivers timely useful information on careers small business and personal finance     AlturaSolutions Communicaitons Presents the Janitorial Contractors Bible Robert Jack Kravitz,AlturaSolutions Communications,2003     **How To Start A Successful Cleaning Business** Kim Robertson,2017-05-19 How to Start A Cleaning Business The Essential Guide To Starting A Cleaning Business Starting a cleaning business can be a profitable alternative to the day job An evergreen service with a growing demand with both domestic and commercial clients it s a future proof business with masses of profit potential How To Start A Successful Cleaning Business Second Edition provides you with the essential information you need to know before you start your cleaning business From legal and technical requirements to get started to everything you need to start a cleaning business Packed with tips inside information and tricks of the trade this book is a must have for anyone considering starting their own profitable cleaning business     **How to Start and Operate a Home-Based Janitorial Business** Carla Anderson,2007-06 If you ve ever thought of launching your own janitorial business let Carla Anderson show you how This comprehensive guide contains all the tools and strategies necessary to successfully start and grow a lucrative home based janitorial business It covers commercial cleaning services to office complexes industrial buildings and warehouses Learn the ins and outs of setting up the business including how to obtain a business license measure a building sell your services establish clients submit a bid create a contract and more You will also discover how to operate the company obtain equipment and supplies recruit employees maintain clients and even how to strip and wax a floor Helpful informational tips are supplemented with handy forms you can duplicate including Company mission statement Employee handbook Employee timesheet Job cost breakdown Bidding form Cost estimate letter to submit to a client Cleaning services bonus program Report card for feedback With this guide at your side you can soon experience the satisfaction of establishing and building a successful home based janitorial business     **Start Your Own Cleaning Service** Jacquelyn Lynn,Entrepreneur magazine,2014-04-21 If it can get dirty chances are people will pay to have it cleaned Houses carpets upholstery windows the list goes on and on A vast

majority of dual income families use cleaning services creating a huge market for cleaning service startups Updated with the latest industry and market information including the impact of technology and new specialty niches this new edition provides eager entrepreneurs with all the information they need to become a squeaky clean success The experts at Entrepreneur share everything aspiring entrepreneurs need to know to start three of the most in demand cleaning businesses residential maid service commercial janitorial service and carpet upholstery cleaning Included are current statistics and trend forecasts the ins and outs of finding customers new ideas for hiring and training employees up to date legal tax and insurance requirements tips on avoiding common pitfalls and surefire tips for growing a business Other support includes answers to frequently asked questions and access to an appendix of additional resources and checklists to guide readers through each step of the startup process

**Blueprint for Cleaning Business Success** Pureluxe Cleaning Services, Jerry Ikome  
N, 2024-12-13 **Blueprint for Cleaning Business Success** Crafting the Perfect Plan Unlock the secrets to building a thriving cleaning business with **Blueprint for Cleaning Business Success** your ultimate guide to turning vision into action Whether you're a budding entrepreneur or an experienced cleaner ready to take your company to the next level this ebook provides the proven strategies and step by step plans you need to succeed Inside you'll discover Effective Business Planning Learn how to structure your cleaning business for scalability and long term growth Client Acquisition Tactics Master the art of attracting high paying clients from homeowners to corporate accounts Operational Excellence Streamline your processes to maximize efficiency and profitability Marketing That Works Use modern digital and traditional marketing strategies to stand out in a competitive industry Secrets from Industry Experts Gain insights from real world success stories and avoid costly mistakes With a focus on actionable advice **Blueprint for Cleaning Business Success** equips you with the tools and confidence to build a brand that thrives in any market Whether you're targeting residential clients commercial spaces or specialized niches this guide is your roadmap to achieving cleaning business success If you've ever dreamed of running a successful cleaning service that transforms lives both yours and your clients this ebook is your starting point Get ready to build the business you've always imagined Download now and take your first step toward financial freedom and entrepreneurial success **How to**

**Start a Cleaning Business** Maxwell Rotheray, Many people don't like to be called cleaners but then many people don't get paid to scrub floors and wash carpets and clean windows The commercial cleaning business can be profitable flexible and can grow quickly making it a great home business preference if you key into the right path Professional Cleaning Business has the tendency of lower up front costs than other businesses and this is one of the few businesses you can begin working on immediately with little capital investment and start making profit Formal training or certifications are not necessarily required for typical home and office cleaning For those that have a high level of work ethic and customer demeanor the cleaning business can be a lucrative and rewarding experience The following are the reasons why you should try your hand in commercial cleaning business i Constant Market Businesses need their offices cleaned whether in a good economy or bad

one if it wants to keep a professional and clean environment Commercial cleaning maintains a steady market with steady demand ii Simple Service Offering Whether an entrepreneur decides to tap from an existing franchise model or build it from the scratch what businesses need is fairly similar across the board such as emptying wastebaskets cleaning bathrooms dusting tables and chairs washing toilets and the typical sweeping and mopping iii Business Is Stable Commercial cleaning is a continuing service business This means that companies and other businesses need the service regularly which brings in steady business for you as well as a secure regular income iv Entry Level Workforce The good thing about it is that your employees don't need formal education or training so you don't have to spend money on expensive training or recruiting costs v Overhead is low Outside of cleaning supplies and other essentials someone interested in a commercial cleaning franchise doesn't have to commit a lot of cash to buy cleaning equipment such as vehicles or inventory This book is a complete guide for starting a cleaning business with unpopular strategies for maximizing profit with minimum cost It also provides tips on determining the right location for a successful and flourishing business More facts and strategies are explained in this book to help you start your own commercial cleaning business without sweat Tags home based business plan technique how to start a house cleaning business starting your own cleaning business cleaning business for sale how to start my own cleaning business how to start a home cleaning business start up business growth strategies small business forecasting start up business workbook start up business ideas cheap start up businesses how to start a cleaning business from home cleaning business insurance business checklist

**Cleaning Up in a Dirty Business** Cora Schupp, 2015-01 In *Cleaning Up in a Dirty Business* bookkeeper and entrepreneur Cora Schupp offers a straightforward solution for you to gain control of your career and increase your earnings Cleaning companies can be very stable and profitable and they require minimal start up costs Leaving no corner undusted Schupp guides you through everything you need to know about starting your own cleaning company from how to land your first big client to hiring the right staff and marketing Sparkling with wit and encouragement *Cleaning Up* combines practical advice with fun cartoons and Schupp's personal stories including common problems you might face and how to overcome them An easy to follow action plan helps you break the barrier between dreaming and action and tidy up when you're done As a bonus you will receive free downloads of all the templates you need to start your small business from budgets to cleaning checklists WITHIN YEARS of building both a janitorial service and janitorial supply company from scratch Cora Schupp quickly found herself among the top five percent of female wage earners in Canada holding competitive contracts with dozens of department and grocery store chains as well as managing a staff of more than 100 people After selling both successful businesses in 2005 Schupp settled in New Westminster BC where she currently performs professional accounting and bookkeeping services for a variety of clients including Learning Curve Series founders Curve Communications Group Ltd PRAISE FOR CLEANING UP IN A DIRTY BUSINESS Cora is an incredible author because she puts her best effort into everything she does She is a hardworking knowledgeable woman the best

mother and a good wife Her organization and business smarts always helped her stay ahead of the curve The success of her company for over twenty years speaks volumes about her experience and personality She is a helpful person who will go above and beyond her limits to help somebody Neena Jaura The Janitor Room Supply House Easy read practical advice When we started our business I took the Self Employment course at Douglas College It would have been beneficial to have had this book as part of the curriculum to guide us A must read follow the steps for a successful start to any new business Mike and Shelley Trellert Wet Whistle Corporation dba Purified Water Store After reading Cora Schupp s book Cleaning Up in a Dirty Business I can only agree with her helpful insights into this growing industry As a food expert and entrepreneur with over forty years of experience including sanitary guidelines within businesses I can only agree with the knowledge available in this book I strongly recommend this book to those in need of knowledge regarding organized sanitary guidelines This book explains everything from the business and human resources side to the cleaning side of things This is an easy read that will spread success to those who wish to use it Dieter Thiem MD Veggie Foods Inc Cora works harder than anyone else I know to make sure her business succeeds Her business advice has helped me tremendously with my own startup I highly recommend Cleaning Up in a Dirty Business to anyone looking to start a successful janitorial business Chelsea Badr Hidden Gem Hair Studio

**Instant Office Cleaning Kit** Sam Rodman, 2011-09-21 HOW TO MAKE AN EXTRA 54 000 PART TIME your first year in your own OFFICE CLEANING BUSINESS Clean up the profits with the Instant Office Cleaning Kit The Number One Start Up guide for anyone wanting to start their own office cleaning business The Kit includes introduction letter service agreement estimating chart hire employees or sub contract labor time estimate guide and much more PLUS the proven Kit includes 4 Great Bonus Reports that explain the most profitable add on services that all offices pay for Many people have gotten amazing results in getting started from scratch and getting customers with the Instant Office Cleaning Kit You can too This is the best way to get a full time income from part time hours You will learn How to get started fast and easy How to organize each job to finish faster and create more profit How much to charge with a simple formula that is right on the money A risk free proven method of getting customers in your area A full 136 pages of easy to understand instructions Look at some of the many TESTIMONIALS below Since purchasing the Office Cleaning Kit we have had tremendous results in getting customers We followed your steps and within a six month period we were earning 6000 a month We felt it necessary to express our gratitude to you for sharing your insight and expertise on office cleaning as well as the many other tips you have made available to us in your kit Victor Teyna Bonner Squeaky Clean Professional Services Tennessee I just wanted to update you on my progress and let you know I now have monthly earnings in excess of 10 000 dollars This is only my 3rd year in the office cleaning business Christina Lemay Professional Touch Cleaning Florida I purchased the Instant Office Cleaning Kit in 2004 My proposals have grown and changed over the years but I still incorporate your material in them Ten years later my company has grown to a complete office staff and well over 2 million in annual revenue Thanks again Kevin

Wyrick Prestige Janitorial Texas Sam I wanted to take this opportunity to personally thank you Your book is absolutely awesome I was very skeptical at first so much that it took almost two years to order your E book You may remember me because I sent you an email asking you if this was for real You replied right away assuring me that the information in your book was very good Well to make a long story short I ordered it 4 months ago and loved it I recommend it to anyone starting out I love this book and still go back to it from time to time I owe my business to all the information I ve obtained from it I already have 4 customers and others in the works Please add this in your testimonials I m sure your book will help many as it has helped me P S thanks to you and your staff for answering my questions and quick response to my emails Esther Dilbert Michigan Protocol Cleaning Hello Sam I like to to thank you for your Instant Office Cleaning Kit It works real well and just in two days from putting it to work it has given me an office contract of 400 00 dollars I am really motivated and looking forward to better my self with the help of your Kits Most Sincerely Albert Gonzales Florida Easy Commercial Janitorial Maintenance

*How to Start Your Own Cleaning Business* Jacqueline McDaniel, 2022-11-13

**THE ONLY GUIDE YOU NEED TO SUCCESSFULLY START AND GROW YOUR OWN CLEANING BUSINESS**

The advantages of running your own cleaning business are numerous Beyond the financial rewards house cleaners can earn between 20 and 200 per hour a small business can anticipate annual revenue of 30 000 to 50 000 Profits can rise to 70 000 annually as you hire more cleaners The highest potential revenue is around 200 000 per year opening a cleaning related small business has several advantages Other benefits include little startup cost flexible schedule high demand for service being your own boss etc After Jacqueline McDaniel successfully started and grew one of the most famous cleaning businesses in LA Klean She has written this book as a guide for startups If you want to start a successful cleaning business whether you want to provide maid services janitorial services carpet and upholstery cleaning or other cleaning services this book will be of great help the author Jacqueline explains the steps on how to start and grow your own successful cleaning business She provides advice on what you should do if you want to succeed in the cleaning industry Here is a glance at what you would learn How profitable is a cleaning business Reasons you should launch your cleaning business How to decide which cleaning services to provide Step by step on setting up your cleaning business How to estimate projects and charge for your services How to promote your business and get your first clients How to manage your cash flow to keep profit high and expense low How to effectively manage your company and clients How to expand your cleaning business Don t procrastinate start your journey of building the business you want today Scroll up and get your copy

**Recession-Proof Income: Cleaning Up in the Commercial Office Cleaning Business** Douglas Smith, 2020-09-21

As sure the sun will rise the stock market will go up and down housing prices will rise and fall and jobs will come and go Whether you are facing an uncertain economic future affected by a downturn in the economy or just seeking to supplement your existing income Recession Proof Income Cleaning Up in the Commercial Office Cleaning Business is a must read for you You may ask yourself why should I read this book What makes the

commercial office cleaning business recession proof And why should I consider starting an office cleaning business The reasons are simple 1 Human beings are messy 2 wherever there are humans there will be dirt 3 humans and dirt cannot healthfully coexist for extended periods of time 4 despite the nature of dirt not all humans will clean and 5 some segments of the human population will always require assistance in meeting their cleaning needs Coupled with real world experience and practical examples this book provides a step by step approach on how to quickly start reaping profits in the commercial office cleaning business If you are unafraid of hard work and taking some moderate risk the commercial office cleaning business can provide you with a steady stream of income in both good and bad economic times      Cleaning Business Barry Lakeman, 2016-07-19 Although it may not seem like it cleaning is big business A well step up residential cleaning business can earn you substantial amounts of money to the tune of 50 000 per year However many people intent on starting this business tend to underestimate the amount of preparation and effort that goes into establishing such a business After all we all clean right Right but cleaning another person s home for monetary gains fee is infinitely different from cleaning your residence When the word business enters into the picture a lot changes Suddenly the differences become clear the person you are cleaning for expects value for money If you are keen on starting a profitable residential cleaning business that provides value to its clients you need to avoid common pitfalls made by beginners venturing into this business Fortunately this book has everything you need to create a profitable and immensely valuable cleaning business Here is a preview of what you ll learn This guide will teach you how to get started on the business The book will also look at the intricacies of owning and running a successful residential cleaning business You will learn the pros and cons of this type of business the items you need to set up the business and get started how to market your business for maximum exposure once it is up and running how to price cleaning jobs how to build a brand that stands out from the competition and many more Introduction Chapter 1 Getting Started Chapter 2 The Benefits And Challenges Of A Residential Cleaning Business Chapter 3 Basic Supplies Needed To Start Chapter 4 Marketing Your Business Powerful Marketing Tactics Chapter 5 Powerful Branding That Beats Your Competition Chapter 6 How to price jobs right for maximum profit Chapter 7 Keeping Clients long term      *Commercial & Residential Cleaning Services* Walter Fenix, 2002 Title Cleaning Services Bid Estimation Subtitle A Resource Guide To Cleaning Services Bid Estimating Work Loading And Cost counting Charts Tables And Worksheets For Cleaning Times Production Rates Price Per Square Foot Work Loading Cost Accounting And Pricing Bid Estimations With Examples Formulas Explanations Author Walter Fenix Publisher s notes Cleaning Services Bid Estimation provides job aids which allow small commercial cleaning services contractors to quantitate a bid for janitorial jobs with the same precision and detail as larger commercial cleaning services competitors It is a unique innovation in its category and is inexpensive relative to other janitorial bidding resources currently available to commercial cleaning services contractors Users can easily recoup their investment soon after implementing the tools found in Cleaning Services Bid Estimation      How to Start a Cleaning



Business - Start, Run & Grow a Successful Cleaning Company (Residential & Commercial) Angela Neat,2021-03-27 How to start a cleaning business is a up to date comprehensive and easy to understand guide to starting and running a successful domestic cleaning agency based on the author s own experience Compared with other business start ups a cleaning agency offers many advantages Professional Cleaning Business has the tendency of lower up front costs than other businesses and this is one of the few businesses you can begin working on immediately with little capital investment and start making profit Who is this book for This book is for someone looking to learn how to build a cleaning business and begin making money quickly and easily I am here to help Here s what you ll discover inside Why the Cleaning Business is a profitable and stable business Updated Step by Step guide to set up your cleaning business Secrets to Grow and scale your business How to gain loyal customers who keep coming back The best equipment skills techniques for customer satisfaction Pricing strategies for maximum profit Common Mistakes you must avoid to be successful Much More What are you waiting for Scroll up and buy now to have the best chances to excel in your cleaning business journey      **Introduction to Janitorial Service**

**Contracting** Forrest L. Farmer,2000      Start and Run a Profitable Home Cleaning Business Susan Bewsey,1995 Because today s demanding careers and life styles mean people have less time to devote to domestic duties and often more money to pay to have them done a home cleaning business can start out small and soon grow to be a multi million dollar business Low overhead high profit potential and small investment make it easy to get into the home cleaning business As your business grows this book will help you lease office space hire staff purchase a fleet of vehicles and develop your own products and customized services Includes Creating a business plan Finding and training staff Pricing competitively Purchasing the proper equipment      **How to Start, Run and Grow a Successful Residential and Commercial Cleaning Busine** Maria

Carmen,2016-11-04 How to Start Run and Grow a Successful Residential Commercial Cleaning Business Hello my name is Maria Carmen and I have something important to tell you I know you ve probably heard these types of success stories before and are a little skeptical but I m telling you this is true and can really happen for you Ten years ago after my divorce I needed to find a way to support myself I was one of those individuals that never went to college or had a trade skill so there weren t a lot of job choices for me What was I to do I started looking into entry level jobs that didn t require specialized training or skills Unfortunately I wasn t keen on the idea of working at a fast food restaurant for minimum wage with limited potential for advancement or better pay Then I learned about house cleaning from a friend of mine She used house cleaning as a way to supplement their family income However I realized the potential to grow this into something more So I started taking on a few residential cleaning jobs getting my name out there and increasing my client list I took the time to do some research and found a way to offer some specialized services that got me paid a little extra Before I knew it my client list was growing beyond what I could do by myself So I started hiring employees Then I realized the importance of branching out and started to take on commercial contracts Commercial cleaning turned out to be even more beneficial to my income than residential

cleaning Not only was I able to support myself with this work but I was able to grow and thrive Today I have a company of my own with 22 employees We take on both residential and commercial cleaning contracts My income has grown to over 250 000 a year now I never dreamed a simple job to help pay the bills would grow into this but it has It takes a little bit of work but the benefits are there to be had if you know what to do I m here to tell you what you need to do so you can have success just like I did In This Book I Show You How To Start on a Budget Should You Go With a Franchise or Independent The Basics of the Residential Cleaning Business The Basics of the Commercial Cleaning Business Skill You Will Need Your Income Potential for Residential Cleaning The Income Potential for Commercial Cleaning Specialized Cleaning Income Potential 12 Guided Steps to Getting Started With Residential Cleaning 10 Guided Steps to Getting Started With Commercial Cleaning Equipment You Will Need Safety First Considerations 11 Steps to Choosing the Right Cleaning Products 5 Types of Cleaners To Use Where to Buy Your Cleaning Supplies How to Form A Legal Entity for Your New Business How to Get Certified How to Set a Rate Structure How to offer Competitive Pricing How to Bid and Win Job Contracts How to Write a Commercial Job Proposal How to Get Your First Client How to Market Your New Business 6 Quickest Ways to Gain New Contracts Top 10 Safety Concerns How to Run and Grow Your Business A Day in the Life Inside a Cleaning Business Important Forms and Formats Included In This Book A Sample Cleaning Service Agreement Contract Sample LLC Operating Agreement A Sample Business Plan Sample Employee Warning Letter Good luck

[Making Cents of a Dirty Business- Survive and Succeed in Commercial Cleaning](#) Troy Hopkins,2018-06-29 As a business owner it can be difficult to stay motivated and out of firefighting mode especially in the commercial cleaning industry Sound familiar If so the good news is that while there are many challenges in the services industry there are just as many solutions By conducting a nationwide survey of commercial cleaning businesses author Troy Hopkins uncovered the top seven challenges faced by the janitorial industry today As a Certified Building Service Executive Hopkins has tackled each of these obstacles and effectively overcame them by putting proper systems and practical procedures in place In his new book Making Cents of a Dirty Business How to Survive Succeed in the Commercial Cleaning Industry he discusses each of these familiar pitfalls and roadblocks and provides step by step solutions that will make sense and dollars for your business Author and trainer Troy Hopkins is passionate about investing in commercial cleaning business owners He hopes that each person who reads his books will discover at least one key concept that will unlock their potential for success As janitors we need to stick together to attract new and vibrant owners who will help make this field the greatest in the service industry

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### **The Janitorial Contractors Bible Maximize Your Profit Potential In The Cleaning Business Introduction**

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