

# 24

Greatest Lessons  
From  
Successful  
Cleaning Companies

X  
CleanWork

# CleanWork

This digital book was created with the intent to display the possibility of success, and encourage new and old cleaning services alike to keep pushing.

Enjoy,

Jerome

# .01

“  
Don't assume your employees feel  
the same way about your business as  
you do.”

– Alred, Bell's Janitorial, LLC.

# .02

“  
No one pays more then what you ask  
”  
for.

-Jerome, CleanWork

# .03

“  
Always see a property before  
”  
providing a quote.

–Joli

# .04

“  
Not all clients are my clients. And the  
power of the word NO.”

-Danielle, All Foor Clean

# .05

“ People, procces, product, and presentation. All are equally important to creat a successul service.”

–Jerome, CleanWork

# .06

“Have a savings. And save religiously.”

–Whitney



# .07

“Always be prepared for ‘worst case scenario’ and have a plan of action.”

-Bill, Versco Commercial Cleaning

.08

“  
Know your numbers!”

-Kelly, The Cleaning Girl

# .09

“  
Know your value when determining  
”  
your price.

-Quinton, Griffin's Elite Cleaning Services

# .10

“  
Staying true to myself and my work.  
”  
And not taking no for an answer!

–Shantia, Extra Hand Services

# .11

“  
Try never to say NO. Always have  
another option that can work for both  
parties.”

-John

# .12

“Take care of your customers , and they will take care of you. And always be on time.”

-Wayne

# .13

“Don’t grow too much too fast. Learn  
when enough is enough”

- Allan, Cascadia Distributing

# .14

“  
It’s about building a team. Getting  
clients is the easy part”

–Karen, Green Clean Bangor, LLC.



# .15

“  
Never stop learning.”

–Jon, Cleaning World

# .16

“  
Inspect what you expect.”

–Alfred, Bell’s Janitorial LLC.

# .17

“ Persistence.”

-Tommy

# .18

“  
Make sure your expectations match.  
”  
Follow up and follow through.

–Josh

# .19

“  
Don't clean. Be an owner. Move into  
the office, and keep improving your  
”  
team.

–Mickey, Priority Clean LLC.

# .20

“Never stop marketing.”

-Dave

# .21

“Your workers pay your bills and salary, don’t forget that while trying to  
”  
save a buck.

–Bill, Versco Commercial Cleaning

# .22

“  
If you want to scale, insurance and  
proper infrastructure is required.”

-Reda



# .23

“Weed out bad clients.”

-Mike

# .24

“ Master your craft, stay consistant in reaching out to potential customers, and success becomes inevitable.”

-Jerome, CleanWork

Thanks for reading!

Be sure to join the Janitorial Service Community by CleanWork for more helpful documents, to interact with other cleaning companies, get help with cleaning quotes, and to receive upcoming cleaning contracts.

Big thanks to all the cleaning companies that contributed.

Good luck on achieving success.

Best,

Jerome

End



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