

The nine modules that make up the Cleaning Up! Solo Track Course cover:

- All the foundational concepts and principles necessary to begin your cleaning business
- All the foundational practical skills you need from how to clean to how to price and estimate
- What happens behind-the-scenes in a successful cleaning business



Foundational Principles

Module 1: Introduction and How to Use this Course

- Values Wheel
- Stocking the Office
- Cloud File Systems
- Images & Proper Use of them
- Flow of this Course & What to Expect

Module 2: Laying Your Foundation for Success

- Four Pillars of every successful cleaning business
- Finding our Purpose
- Values and Ethics
- Flexibility & Willingness

Module 3: Focusing on Legitimacy Earns Trust

- How Legitimacy Builds Trust
- Some Absolute Non-Negotiables
- Business License/Registration
- Leneral Liability Insurance
- Sales Tax
- Website
- Social Media
- Fidelity/Surety Bonds



Foundational Practical Skills

Module 4: How to Clean (Yes, Really)

- Quality & Consistency
- Cleaning Supplies & Equipment
- "Green" or "Eco-Friendly" Cleaning
- Different Types of Cleanings
- How we Clean Each Room (Step-by-Step Instructions)

Module 5: Getting Online Reviews that Get You Clients

- Getting First Clients
- Your Goals
- Results that Speak for Themselves
- What Feedback You Actually Need
- Feedback Platforms - Which is Best?

Module 6: Pricing and Estimates for "Real" Clients

- What About Real Clients
- Pricing Options Pros/Cons
- Estimates - How to Do them Accurately



Behind-The-Scenes

Module 7: The Right Mindsets to Ensure Success

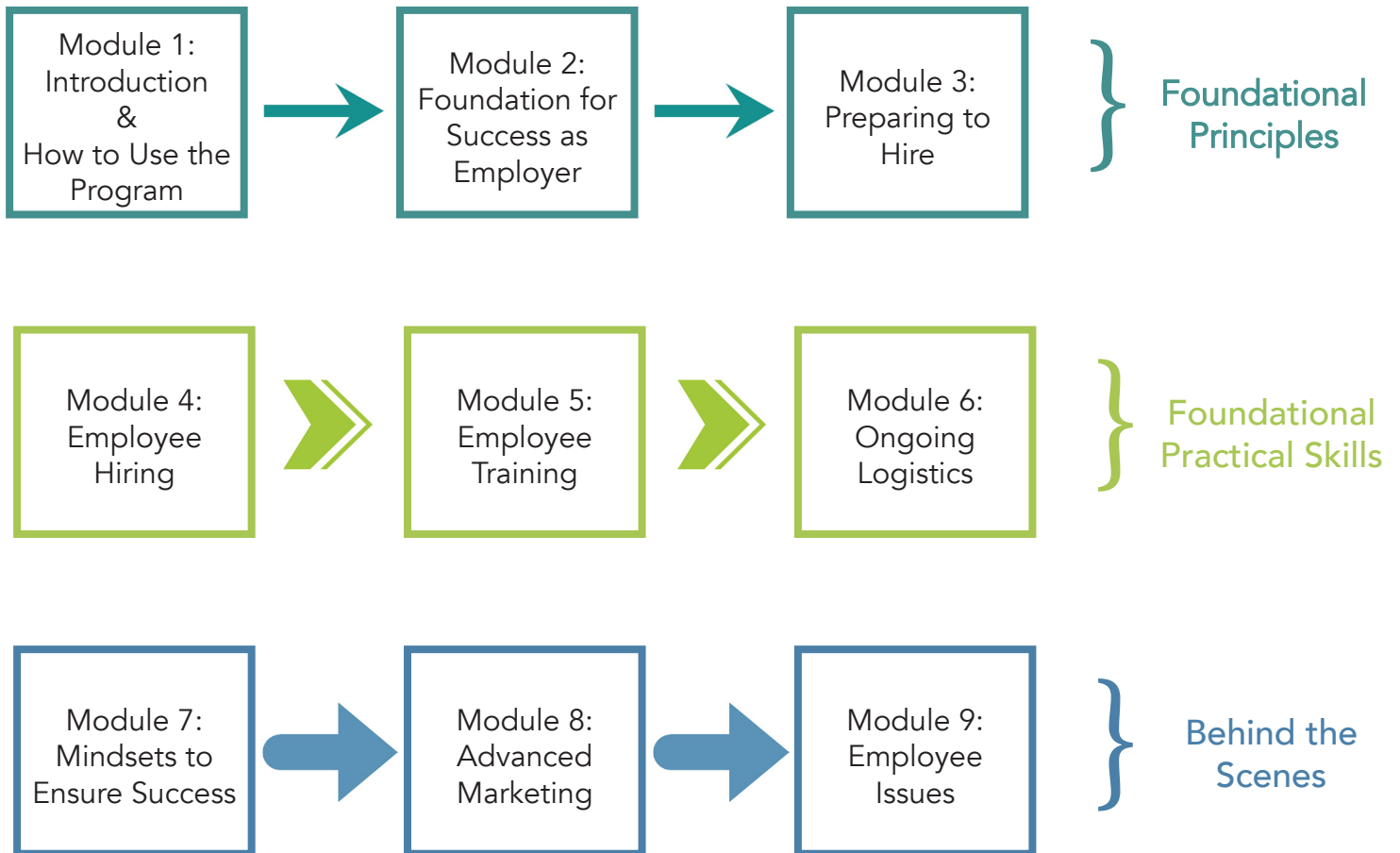
- A Word of Caution
- The 5 Crucial Mindsets You Must Have
- Daily & Weekly Action Plans

Module 8: Marketing & Scheduling Your Clients

- Initial Marketing Ideas
- Intermediate Marketing Ideas
- Focus on One-Time Cleanings
- How to Manage your Schedule

Module 9: Accounting for it All

- Banking & Finances
- Income Tracking
- Tracking Expenses
- Cash Flow Statement
- Profit & Loss Statement



The nine modules that make up the Cleaning Up! Company Track Course cover:

- All the foundational concepts and principles necessary to grow your cleaning business
- All the foundational practical skills you need from how to train to how to manage employees
- What happens behind-the-scenes in a successful cleaning business



Foundational Principles

Module 1: Introduction and How to Use this Course

- Values Wheel
- Stocking the Office
- Cloud File Systems
- Images & Proper Use of them
- Flow of this Course & What to Expect

Module 2: Laying Your Foundation to be a Successful Employer

- Four Pillars of every successful cleaning company
- Finding our Purpose
- Values and Ethics
- Flexibility & Willingness

Module 3: Preparing to Hire Employees

- Independent Contractor vs Employee
- Two Crucial Values that Lead to Success
- Workers Compensation Insurance
- General Liability Insurance
- EIN, Employer Taxes, & Other Details
- Payroll Tricks and Hacks
- Fidelity/Surety Bonds



Foundational Practical Skills

Module 4: Employee Hiring & Onboarding

- The Best Person to Hire
- Bit About Backgrounds
- Exactly *When* Should You Hire?
- Onboarding New Hires

Module 5: Employee Training

- Step-by-Step Instructions on How to Clean (Yes, Really)
- Training Method for the New Hire
- Training Schedule for the New Hire
- Quality Control, Reviews, & Incentive Program

Module 6: Ongoing Logistics

- Running the Company
- Structuring Your Day
- As Your Grow
- Billing & Payments
- Keys & Getting In
- Scheduling: Solo vs Teams
- Minimizing Excessive Travel Times
- Logistics of Solo Cleaners



Behind-The-Scenes

Module 7: The Right Mindsets to Ensure Success as an Employer

- A Word of Caution
- The 5 Crucial Mindsets You Must Have
- Daily & Weekly Action Plans

Module 8: Marketing

- Initial Marketing Ideas
- Intermediate Marketing Ideas
- Advanced Marketing Ideas
- Focus on One-Time Cleanings
- Post-Construction Cleanings (In-Depth Instructions)

Module 9: Employee Issues & Solutions

- Equipment
- Personal Schedules & Conflicts
- Sick Days
- Poor Employee Attitude or Performance
- Employee Manual



Course Promise

In this course, you will go from feeling overwhelmed and unsure of how to start a cleaning business, to having an easy-to-implement framework of detailed steps that will transform you into a confident cleaning business owner with stable income that you can control.