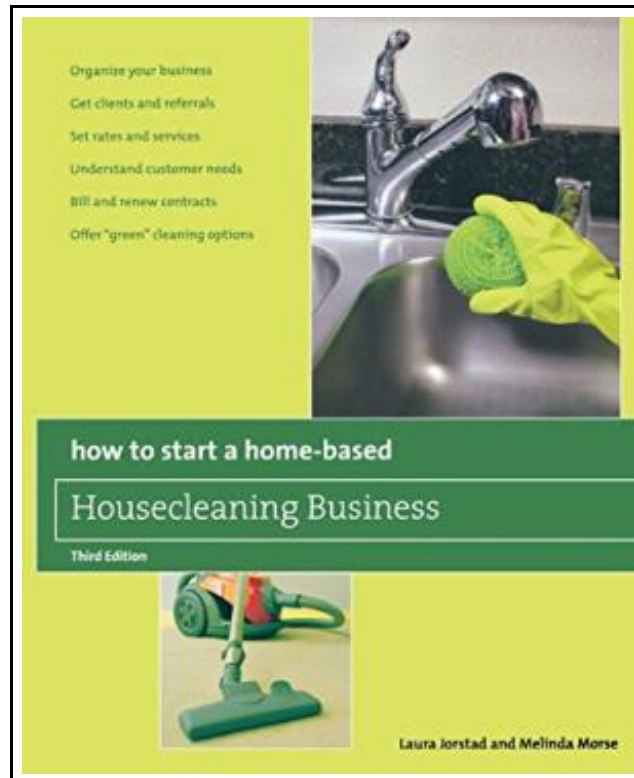


How to Start a Home-Based Housecleaning Business: * Organize Your Business * Get Clients and Referrals * Set Rates and Services * Understand Customer Needs * Bill and Renew Contracts * Offer "Green"



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Rowman & Littlefield. Paperback. Book Condition: new. BRAND NEW, How to Start a Home-Based Housecleaning Business: * Organize Your Business * Get Clients and Referrals * Set Rates and Services * Understand Customer Needs * Bill and Renew Contracts * Offer "Green" Cleaning Options (3rd Revised edition), Laura Jorstad, Melinda Morse, This comprehensive guide provides all the necessary tools and strategies one needs to successfully launch and grow a business cleaning homes. The authors combine personal experience with expert advice on every aspect of setting up and running a thriving home-based housecleaning business. In addition to the essentials common to the series, this volume also includes information on franchising, selecting cleaning products and treating stains, and much more. Special features include: * a sample service manual * room-by-room home-cleaning plans * a sample invoice * a service and payment record * a checklist of start-up requirements This new edition will also address the benefits of cleaning with "green" ecofriendly chemicals- both from an environmental and a marketing perspective.

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