

Checklist For Starting a Commercial Cleaning Business

Market Research

- Identify target markets
- Analyze local competition
- Determine pricing strategy
- Understand industry standards

Business Plan Development

- Outline business objectives
- Detail financial projections
- Develop marketing strategies
- Define operational procedures

Registration and Legalities

- Register the business name
- Obtain necessary business licenses
- Secure insurance
- Understand labor laws

Equipment and Supplies

- Purchase cleaning equipment
- Stock up on cleaning supplies
- Invest in uniforms
- Acquire safety gear

Branding and Marketing

- Create a business logo
- Develop a company website
- Produce marketing materials
- Establish an online presence

Staffing and Training

- Hire qualified staff
- Provide training on techniques
- Educate on health standards
- Implement customer service training

Service and Operations

- Define service packages
- Plan logistics for job sites
- Set up a scheduling system
- Implement quality control measures

Client Acquisition

- Network with local businesses
- Offer introductory promotions
- Provide exceptional service
- Develop loyalty programs

Go-to Resources for Starting a Commercial Cleaning Business

Supply Vendors

- [Uline](#)
- [Grainger](#)
- [Jon-Do](#)

Business Management

- [Jobber](#)
- [Housecall Pro](#)
- [Service Fusion](#)

Business & Accounting

- [ZenBusiness](#)
- [Northwest Registered Agent](#)
- [FreshBooks](#)
- [MyCorporation](#)

Useful Tools

- [Invoice Generator](#)
- [SWOT Analysis Generator](#)

*All of the resources are clickable links