

Residential Cleaning Academy

SOLO CLEANER PROFIT SYSTEM

Know Your Limits™

Define the maximum workload your business can sustain consistently.

Introduction: YOUR REAL CLEANING CAPACITY & JOB FIT

Purpose: This worksheet helps you understand how much work your body and schedule can realistically handle — so you stop overloading yourself and start building a stable, recurring business. This is not about pricing yet. This is about capacity, limits, and job fit. It's the realistic number of your operating limit. What you'll learn today:

- ✓ Your real weekly capacity
- ✓ How many recurring clients you can support
- ✓ Which jobs fit your body and schedule
- ✓ A clear rule that protects your energy

PART 1 — CALCULATE YOUR REAL WEEKLY CAPACITY

Step 1: Daily Cleaning Hours

How many hours per day can you physically clean without rushing, pain, or burnout?

- ☐ 4 hours
- ☐ 5 hours
- ☐ 6 hours
- ☐ 7 hours (only if already cleaning full-time comfortably)

My daily cleaning hours: _____

Step 2: Cleaning Days Per Week

How many days per week do you actually clean?

- ☐ 3 days
- ☐ 4 days
- ☐ 5 days

My cleaning days per week: _____

Step 3: Weekly Cleaning Capacity (WCC)

Formula:

Daily cleaning hours × Cleaning days per week

EXAMPLE:

5 hours × 4 days = 20 hours/week

My weekly cleaning capacity (WCC): _____ hours

Step 4: Reality Buffer (Recommended)

How many hours per week are lost to driving, admin, reschedules, or recovery?

Suggested: 1–3 hours

My buffer: _____ hours

Step 5: True Work Capacity (TWC)

Formula:

Weekly Cleaning Capacity – Buffer

My true work capacity (TWC): _____ hours/week

RCA NOTE: This is your operating limit. Going above this creates chaos, not growth.

PART 2 — TRANSLATE CAPACITY INTO REAL JOBS

Step 6: Average Appointment Length

For the type of recurring clients you want, how long does one visit usually take?

EXAMPLES:

- Small maintenance: ~2–2.5 hrs
- Standard family home: ~3–3.5 hrs
- Large / heavy homes: 4+ hrs

My average appointment length (AAL): _____ hours

Step 7: Maximum Recurring Slots

Formula:

True Work Capacity (TWC) ÷ Average Appointment Length

Example:

14 ÷ 3 = 4 recurring slots

My maximum recurring slots per week: _____

RCA NOTE: This is how many repeat clients you can support without burnout.

PART 3 — DEFINE YOUR JOB SIZE RULES

RCA NOTE: Not all jobs cost the same energy.

Define what you will — and won't — accept as recurring.

Step 8: Job Size Zones

Green Zone (Ideal Recurring Jobs):

Visits that take _____ to _____ hours

Yellow Zone (Limited / 1–2 per week max):

Visits that take _____ to _____ hours

Red Zone (Not for Recurring Model):

Visits that take _____ hours or include heavy labor every visit

Step 9: Lock Your “Stop-Saying-Yes” Rule

WRITE YOUR NON-NEGOTIABLE RULE:

I DO NOT ACCEPT RED ZONE JOBS AS RECURRING CLIENTS.

☐ I commit to this rule

☐ I understand why ignoring this keeps my business unstable

FAQ

1. “Why am I busy but not stable?”

Because you’re operating **above your capacity** or with **too many heavy jobs**.

So we add a simple load-rating:

Light job = 1 point

Medium job = 1.5 points

Heavy job = 2 points

Weekly Load Limit = $(TWC \div 3) \times 1.5$ Or simpler: “If you have more than 2 heavy jobs/week, you must reduce something else.”

RCA NOTE: (HEAVY HOMES EAT 2 SLOTS.)

2. “What kind of clients should I accept?”

Capacity becomes a filter:

If TWC is low → you must target:

- **smaller homes**
- **maintenance frequency**
- **predictable layouts**
- **fewer add-ons**
- **fewer pets / lower dirt load**

If TWC is high → you can accept more variation.

WHAT YOUR CAPACITY SCORE MEANS

Your capacity score shows **your real operating limit for today**. The number can change later, but at this point of your career this is the number that allows you to operate your business accurately. Building a profitable cleaning business isn't about taking every job. It's about consistently working within the number you can sustain without sacrificing quality, your health, or your personal life.

WORKING BEYOND YOUR CAPACITY OFTEN LEADS TO:

- Burnout and physical exhaustion.
- Lower cleaning quality.
- Scheduling problems.
- Dissatisfied clients.
- Lost recurring business.
- Reduced profitability.

WORKING WITHIN YOUR CAPACITY ALLOWS YOU TO:

- Deliver consistently high-quality service.
- Maintain a reliable recurring schedule.
- Protect your health and energy.
- Provide a better client experience.
- Build a business that is profitable and sustainable over the long term.

RCA NOTE: Profit isn't created by cleaning more homes. Profit is created by cleaning **the right number of homes, at the right price, on a schedule you can maintain.**