



Residential Cleaning Academy

CLIENT PROFITABILITY FIT ASSESSMENT™

Determine whether a potential client is likely to become a profitable long-term client;

Each statement earns points.

1. BUSINESS REQUIREMENTS (PASS / FAIL)

These are your non-negotiables!

- ☐ Meets my minimum booking requirement.
- ☐ Located within my service area.
- ☐ Requests services I provide.
- ☐ Accepts my business policies.

RCA NOTE: If any answer is **No**, stop and reconsider accepting the client.

2. PROFIT POTENTIAL (10 POINTS)

- ☐ Accepts my quoted price without negotiation. (+3)
 - ☐ Wants recurring service. (+3)
 - ☐ Opportunity for future add-on services. (+2)
 - ☐ Fits my preferred client profile. (+2)
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3. OPERATIONAL FIT (8 POINTS)

- ☐ Home matches the services I specialize in. (+2)
 - ☐ No obvious issues that will increase cleaning time. (+2)
 - ☐ Fits naturally into my existing schedule. (+2)
 - ☐ Travel time is reasonable. (+2)
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4. CLIENT QUALITY (6 POINTS)

- ☐ Communicates clearly and respectfully. (+2)
- ☐ Has realistic expectations. (+2)
- ☐ Appears likely to become a long-term client. (+2)

Total Score: 24 points