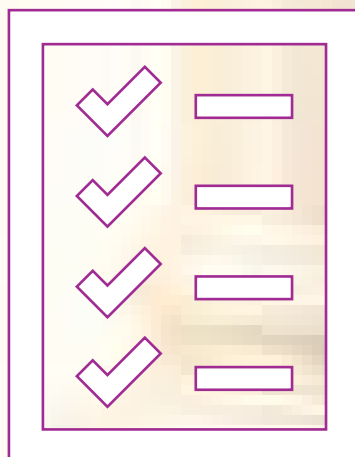


RESIDENTIAL CLEANING ACADEMY

SOLO CLEANER PROFIT SYSTEM



BUSINESS PROGRESS SELF-CHECK™

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What makes a residential cleaning business profitable?

Version 1.0

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The examples, scripts, recommendations, and response strategies included in this resource are intended as professional guidance and should be adapted to your specific business, clients, and circumstances.

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By using this resource, you acknowledge that all business decisions remain your responsibility.

We are going to take the same test that you saw in Folder 1.

Compare your answers you gave at the beginning of the program to how do you respond to them now. The goal of this exercise is to make sure you have a complete understanding of the state of your business and have a full control over it.

Understanding Pillars and Business Systems

Before answering the next questions, remember that **Business Pillars** and **Business Systems** are not the same thing.

The five Business Pillars are the major areas that support the financial strength and stability of your solo cleaning business: your business model, pricing, time, expenses, and business systems.

The Business Systems are one of those five pillars. They are the repeatable processes you use to operate your business consistently. These include client management, scheduling, payment, service delivery, and general business operations.

Think of it this way:

The pillars show which areas of your business must be strong. Your business systems show how consistently and effectively the operational side of your business works.

When answering the pillar questions, evaluate the overall strength of each major area of your business.

When answering the business systems questions, look more closely at the individual processes you use to manage clients, appointments, payments, service delivery, and daily operations.

PART 1: HOW MUCH STRONGER IS YOUR BUSINESS FOUNDATION NOW?

Step 1 Re-evaluate Your Five Business Pillars

YOUR BUSINESS MODEL

1. Do the services I offer support the business and lifestyle I want?

2. Am I focusing on the type of cleaning work I enjoy and want to grow?

3. Does my current business model give me consistent work and income?

PRICING

1. Do my prices cover the cost of running my business?

2. Am I confident charging my current prices?

3. Do I regularly review my pricing instead of leaving it unchanged?

TIME

1. Am I completing appointments efficiently without sacrificing quality?

2. Does my schedule leave me enough time for administrative work and personal life?

3. Am I spending too much time driving between appointments?

EXPENSES

1. Do I know my average monthly business expenses?

2. Am I actively managing unnecessary business costs?

3. Do I understand where most of my business money is spent?

Business Systems

1. Do I have organized systems for admin , and client communication?

2. Do my current systems save me time and reduce stress?

3. Can my business continue running smoothly without constant problem-solving?

Step 2 Re-Rate Each Pillar.

Rate again each pillar honestly based on how your business operates today. There are no right or wrong answers. The purpose of this assessment is to help you focus on the areas that will have the greatest impact on your business.

Pillar	Weak	Average	Strong
1.Business Model	☐	☐	☐
2.Pricing	☐	☐	☐
3.Time	☐	☐	☐
4.Expenses	☐	☐	☐
5.Business Systems	☐	☐	☐

Step 3 Re-Rate Each Business System

Review again the five essential business systems and identify where your business stands after completing the program.

Business System	In Place	Needs Improvement	Not Yet Created
Client Management	☐	☐	☐
Scheduling	☐	☐	☐
Payment	☐	☐	☐
Service Delivery	☐	☐	☐
Business Operations	☐	☐	☐

Review Reflection

Which business system is currently your strongest?

Which business system causes you the most problems?

Which system would have the greatest impact on your business if you improved it first?

What Did You Discover After the Completion of This Program?

PART 3-YOUR BUSINESS FINANCIAL SELF-CHECK

1. What are my average monthly business expenses?

2. How much revenue does each appointment need to generate to cover the cost of running my business?

3. Am I charging enough to cover my expenses, taxes, and earn a profit?

4. Which of my clients are actually profitable?

5. Can I afford to lower my prices?

6. Why am I busy but not making enough money?

7. Is my business becoming more profitable, or am I simply working harder?

PART 4: YOUR NOTES: MEASURE YOUR PROGRESS

See if there anything in your business operations is still unclear for you. Write down the steps you need to take to fix this.