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Start a Cleaning Business the Fast and Easy Way

What business can you start for less than \$100, with no experience, no employees and make \$500 or more a week within a month?

Your own house cleaning business!

You can start a house cleaning business for well under \$100, possibly less. You don't need a college degree, you don't need to purchase an expensive franchise, you don't need to take classes. All you really need is the desire to offer a much-needed service to your neighbors, one that will bring you a larger-than-working-at-Wal-Mart income, and will also give you a huge sense of satisfaction and accomplishment.

You possibly could start your house cleaning business without purchasing any cleaning equipment - you may already have most of what you need in your own cleaning supplies. Or, in the beginning, you could use your customers' supplies. You may need to charge less for this, but you may find that some homeowners are very particular about what kind of products and tools they want used in their home and would rather have you use their equipment/products than your own.

To find out what rates to charge, call other cleaning services and ask about their prices for different type of homes in your area. You should also call the house cleaning services that have left you advertising fliers on your front door (more about this in a moment). These one-person or family operated services will probably be your primary competition, especially if you're starting out as a one-person cleaning service yourself. Ask each service what they charge for weekly cleanings, bi-weekly and once-a-month service.

Generally, it's a good idea to charge by the job, not by the hour. If you charge \$80 for a 3-bedroom, 2-bath home every two weeks (a good suggested rate, by the way), you should be able to clean it by yourself in three-four hours. As you gain experience you should be able to clean it in 2-3 hours. But you'd still charge \$80 and will thus have given yourself a huge hourly raise (\$26.66/hr compared to \$20/hr).

As for getting customers for your house cleaning business, the easiest, fastest, least expensive way to is to make up some fliers advertising your service with your phone number. Go to a print shop and have at least 500 printed up. This should cost you less than \$50, possibly a lot less. Then walk around the neighborhoods you'd like to service and leave a flyer by each home's front door. You can probably place those 500 flyers in a day.

Most flyers should bring in a 1-2 percent response, so with 500 flyers you should receive 5 to 10 inquiries about your house cleaning service and out of those you could expect one or two sales. If you clean each home in one day and charge a minimum of \$50 for each house, you'll have made \$100 for about six-eight hours of work. Print up some more flyers and walk around some more neighborhoods.

In just a few days you should have several clients. You should ask each of them to refer your house cleaning service to their friends and relatives. Before you know it, you'll have a dozen or so clients a week and you'll be bringing in \$500 or more each week with your new house cleaning

business.