

“How can we be more productive on the job?”

The **Vision**: Do you want ...

- To super charge your business profits?
- Employees who are more efficient? (And less tired on the job?)
- Would you like to impress customers with a smooth running operation?

The **Problem**: We are all scattered, disorganized (and often tired) people!

The **Solution**: Develop a routine, “step by step” (literally!) Residential “Set-up List”

Think about it. Your employees (and you) are too often a) running behind, b) deep down tired, c) distracted and/or d) forgetful. (Choose one or more of the above!) In our SFS seminar we preach “*make it easier to do it right than to do it wrong*”! So therefore...

The quick**FIX**: A Residential “Set-up List” that organizes each trip up to the house.

Of course, in residential you also must consider the emotions of the home owner. So note how this Set-up List also focuses on your client. (You can also check out our Moment of Truth QuickFIX checklist.) Or even better just attend our Strategies for Success seminar!

[Let me know how this Residential Set-up List works for you!](#)

Steve Toburen

If you like this Checklist you'll LOVE *Strategies for Success*-

Invest 5 days with *Strategies for Success* (SFS) and you'll gain **years** of experience in measuring your financials, creating a marketing plan and building a truly lucrative, “real” business.

Do you struggle with any of the challenges below? Then just click for the solutions!

Remember, this is just a taste of the proven “Success Resources” SFS will give you:

- [Five bucks to get started off right with your cleaning client](#)
- [This economy is killing me. How can I survive?](#)
- [I'm sick of employees. Why can't they be more like me?](#)
- [How can I stop competing on price in residential?](#)
- [Why can't I make a profit? Finances scare me.](#)

There is no other program like SFS. Interested? Call your Jon-Don rep or follow these links:

- [Frequently Asked Questions about SFS](#)
- [Why should I invest five days of my life to attend SFS?](#)
- [Here is what you will learn at SFS- day by day.](#)
- [Skeptical with all the "snake oil" out there? Read what our members say...](#)
- [Read these SFS Member "bios" of what happened after SFS!](#)

Remember, SFS has transformed the lives of almost 3,000 people in the cleaning and restoration industry. **Why not you?** I urge you to investigate SFS.

Steve Toburen

Residential Set-up List (Pre-inspected and priced)

Trip	Crew Chief carries/does:	Next step	Assistant carries/does:	NOTES
1	Clipboard, Job Folder w/ business card, rolled up entrance mat w/ Spot Out bottle inside	Introduces employees-- puts down door mat	TM water supply hose , bottle of Scotchgard (can be used for door stop) and Door Guard . (if needed)	Asks customer if they can start setting up outside
1(a)	Wipes feet or puts on shoe covers, gives client their free "Lifetime" Spot Out bottle	Asks for a "tour" of the areas to work on	Installs Door Guard and hooks up supply hose and unrolls on way back to truck	NOTE: Be careful with plantings and flower beds.
2	Tours home w/ client while writing down and/or testing "areas of special concern".	Asks client if they may start in furthest location	Brings up upright vacuum and enough Corner Guards and extra walk-off mats to protect entire hose run	
3	Places Corner Guards and mats at transitions in home, pre-vaccums first production area and hose runs	Asks client if may start bringing in equipment	Places traffic lane sprayer , Grandi-Groom and back pack with blocks , " sticky tabs " at entrance	NOTE: Use hot water from TM to mix pre-spray
4	Pre-sprays traffic lanes in first room and pre-agitates		Runs vacuum and solution hoses from truck up to entrance- places interior vacuum and solution lines at entrance	Use "hose control stakes" to protect plantings
5	Pre-spray/agitate small (2' x 2') <i>Magic Square</i> demo area	Run interior hoses to first work area	Brings up carpet wand and spotting kit - on return trip	NOTE: Always place wand on ground- not standing up
6	Loops solution line and vacuum hose back to <i>Magic Square</i> demo area	Connect carpet wand to hoses	Connect hoses at entrance, then starts truck mount	
7	Asks customer to check cleaning quality in the <i>Magic Square</i> area (which should be area client was most concerned about)	Double extract and groom up <i>Magic Square</i> , move hoses to first area/ start cleaning!	Assistant brings up any remaining items from truck , wipes shoes/ puts on shoe covers and helps Crew Chief move hoses back to first production area	
7(a)	Crew Chief picks up sales kit from truck and at least 5 Lifetime Spot Out bottles, knocks on neighbor's doors	"Apologizes" for the TM noise and gives free Spot Out	Assistant starts cleaning!	