

“How can we be more productive on commercial work?”

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!) Commercial “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 Commercial “Set-up List” that organizes setting up for your account.

Remember, in commercial if the wand isn’t moving you aren’t making money. So the faster you get your machine running the more profit you make! (My goal was to have the truck mount running within 3 minutes after arrival on the job!) Want more tips for a smooth running commercial operation? Just attend our *Strategies for Success* seminar!

[Let me know how this Commercial 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:

- [How can I get regular commercial contract accounts instead of just one time jobs?](#)
- [What can I say after introducing myself to a commercial prospect?](#)
- [I am SO tired of waiting for someone to open up jobs. How can I get a key?](#)
- [How can I price to make a profit in commercial work?](#)
- [How can my competition make money at .07 per square foot?](#)
- [Why can’t I make a profit? Finances scare me.](#)
- [So what is all this talk about “encapsulation”?](#)
- [Steve, I’m overwhelmed. How do I get started in commercial work?](#)

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*

Commercial Set-up List (Regular account-extraction)

Trip	Crew Chief carries/does:	Next step	Assistant carries/does:	Notes
1	Clipboard, Job Folder w/ Job Profile , flashlight, traffic lane sprayer	Unlocks door	Parks trucks, chocks wheels and places warning signs if needed	
2	Turns off alarm and turns on lights according to Job Profile	Inserts door stop for fast access	Starts unrolling truck mount solution and vacuum hoses	Be careful with plantings and flower beds.
3	Apply pre-spray in furthest furniture-free area.	Move light furniture if needed	Brings in carpet wand and interior hoses	Always place wand on floor- not standing up
4	Connects carpet wand to hoses	Start cleaning	Turn on truck mount-check commercial detergent levels	NOTE: Use hot water from TM to mix pre-spray
5	Keeps on cleaning		Brings in spotting kit , carpet brush (or rotary scrubber if needed) plus air movers if required	Move furniture if needed/ apply pre-spray
6	Crew Chief and assistant trade off on wand and pre-spray/furniture moving duties		Non-wand employee to connect water supply hose to top-off fresh water tank during job.	Always make sure fresh water tank is full before leaving