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Road Map Instructions

In the niche talked about in Jump Into Janitorial, the idea is to create a \$100,000. net income per year with the least amount of stress. The easiest way to do this is to have accounts that need minimal equipment and minimal cleaning visits per week. Those accounts should close between 5 PM and 10 PM at night so that all of your labor will be working during those times. With these type of accounts, you do not need an office, truck or any high overhead.

The ideal accounts are office types, which have 500 to 5,000 square feet with a commercial carpet. These accounts once initially cleaned, should take one person an hour to maintain per visit. (Note: Initial cleanings take a lot longer than maintaining accounts. Times are approximations and are based upon your skills and experience.) The average monthly charge is from \$99 to \$300 for once per week or twice per month service. These types of accounts, when properly grouped in the same commercial neighborhoods should produce around 50% net profit.

The Road Map form following these instructions have on it 100 slots. Each slot represents a \$100. net account. Net means after labor, insurances, worker's comp, employment taxes and minimal supply costs. Net does not mean income taxes or overhead you may have. The Jump Into Janitorial plan is to avoid overhead.

One hundred accounts of this type per month yielding \$100 net will produce \$10,000 net monthly income or an income of \$120,000 per year. This is with a hired janitor doing the work. Your income will be a lot higher if you are cleaning especially at first as you build accounts.

Mark off each slot on the Road Map with \$100 accounts. See the example of customer "A" below in the chart example. This will allow you to chart where you are to reach your goal. When you get an account that pays, for example, \$200 per month net, mark off two slots on the chart with the name of the customer. See the example for customer "B."

EXAMPLE:

10	
9	
8	
7	
6	
5	
4	Sample client C
3	Sample client B
2	Sample client B
1	Sample client A

- Remember, looking for accounts of this type is the goal. You must have an idea of what you are looking for to stay on track for that goal. Some accounts pay more, and some pay less. There is no exact science in this area.
- For example: When you become good at marketing door to door, you could produce 100 accounts in 100 hours of marketing. This is something someone experienced can do who understands the two will love you, two will hate you, and the six in the middle theory taught in the Jump Into Janitorial system.
- Note: Not everyone will get these results because of their experience or lack of it.

Quickstart (10)

Benefits with Membership

Earnings

10 accounts - \$2,000 monthly gross

10-20 hours week labor

You clean = \$2,000 monthly income

Janitor cleans = \$1,000 monthly income

Now you have a base of accounts as a home base.

Start marketing around these accounts

10
9
8
7
6
5
4
3
2
1



Marketing Methods

1. Start one hour per day, door to door
2. One hour per day – telephone, follow-ups
3. Attend one business meeting per month

Note: Each account is based on \$100 net per month

Note: One account that is double \$100-net (\$200 net) is considered 2 blocks