



The DO's and DON'Ts of Contract Cleaning From One Who DID and DIDN'T

Richard D. Ollek CBSE

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Whether you are thinking about entering the contract cleaning business, have a young company that may be struggling to get to the next level, or have a mature organization that may need to look at things in a different light, this book is for you. From naming your company to selling your company, this book covers all the bases. Dick takes you through the mistakes he made when starting his company, to the stumbling he did along the way, and how he got up and kept going. Some of his real life stories will amuse while others will make you sit back and take note of how you can make a correction in your company that can save or earn lots of dollars for you. Dick includes ways to approach a banker, attorney, accountant, insurance agent as well as the supplier of your cleaning products and equipment. Doing these things right will put money on your bottom line, doing them wrong may put you out of business in a hurry. Not to be forgotten, he also includes a chapter on preparing your company for sale. Dick sold his company and can provide helpful suggestions on what you need to do and not do to be ready to sell. Dick interjects humor along the way to emphasize some of his mistakes and what he learned from them. You will particularly want to read chapter 18 where he talks about his favorite sayings and how they affected him. In that same chapter he also talks about actual calls he took from employees calling in to report they would not be at work and how he handled the calls. Last but not least, he provides you his thoughts on how to focus on becoming a leader as well as what he envisions the characteristics of real success are. This book is designed as a working tool. It is written in conversational style and will provide you a true encyclopedia for being in the contract cleaning business. Enjoy and learn.

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