

## Pre-Sale Walkthrough Meeting

### **Determine time and schedule:**

Ask client about their business operations and preferred cleaning service times.

Ask if we are to bring new cleaners or taking over existing.

Ask if the client has any on-site requirements, such as uniforms, etc.

Ask about their current/preferred set up, such as: cleaning routine, seasonal cleaning needs like shampooing, waxing, windows, high areas, and bathroom scrubs, etc.

Ask reasons for any changes.

### **Note:**

Ask knowledgeable questions about the client's specific job site that shows our expertise and gives them the confidence of our leadership capabilities.

### **Make them feel secured – Mention:**

The facilities we handle are hassle-free, we're set up with inspections, full back office support.



*Don't Forget*

**YOU ARE ON SHOWCASE!**