

# Apartment Preparation Service

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Tenants rarely leave their apartments in a good condition; the stress of moving combined with lack of ownership doesn't usually lead to too much care. Landlords usually rely on a real estate agency to handle rentals and often don't even live in the vicinity. Before new tenants occupy a premises some serious cleaning and even repair work has to take place. If you're a bit of a handy-man and don't mind cleaning serious dirt, you could start your own apartment preparation service.

## Before The Start-Up

Apartment preparation requires more than just the usual house cleaning skills; you'll need to be able to operate a carpet cleaner and handle other heavy duty cleaning procedures. Apartments often require basic maintenance such as a coat of paint or cupboard repair, these skills will ensure you can offer the widest range of services possible.

## The Start-Up

The exact services you choose to offer are up to you. Standard services usually include, handy-man work (painting and basic repairs) and cleaning services such as specialist carpet cleaning and general cleaning. The equipment you'll need to start your service will depend on what services you choose to offer.

At minimum you'll require a basic toolbox and cleaning equipment, more specialist services such as painting and carpet cleaning will require more equipment but greatly increase your marketability. As you'll be mobile during your work day a mobile phone will be one of your greatest assets. Instead of computer printed receipts carry a standard hand written receipt book. Business cards are inexpensive; always ensure you carry several on you as you'll likely meet prospective customers while moving around apartment complexes.

Do research before deciding on a price structure, checking in the Yellow Pages to see what competing services charge is often the easiest method. Most services charge a standard fee and add an additional amount for services such as carpet cleaning. You may also decide to offer an all inclusive package which will include every service you offer.

## Making It Work

Travel expenses will cut into your profit margins, aim to service as many apartment blocks in a close radius to your home as possible. Becoming the resident service for entire apartment blocks should be your ultimate goal.

## Marketing

Referrals within apartment complexes will hopefully ensure you have a constant stream of business. To get started or simply increase your exposure, advertise in the Yellow Pages, local classifieds or on

apartment rental websites.

## **Don't Forget**

This job isn't for the faint hearted, it's physically demanding and messy. If you have acute dust allergies or a related condition you're going to have a hard time. Take care of your body by wearing back protection while doing any heavy lifting, gloves and knee pads are also a must for physical cleaning. Exposure to cleaning chemicals on a regular basis can also be bad for your health so follow manufacturer guidelines and protect yourself with eye protection and rubber gloves where necessary.