

Sample of Appointment with Cleaning Businesses.

Lead no: UK-576

Call Time : 02:00PM		Day Friday		Call Date : 3 RD April 2020	
Telemarketer Booking :		Rebecca			
Contact Name :		Bledi Uruci		Email: bledi@brscontractors.co.uk	
Company Name :		BRS Cleaning Contractors		Website: BRS Cleaning Contractors Ltd	
Contact Number 1: Phone:-		01992 676 396		Alternate number: 07792 728 863	
Address		M – 25 Business Centre, 121 Brooker Road, Waltham Abbey, Essex EN9 1JH			
Turnover : Over £ 2 Million			Meeting Time : 10 :00am (Thurs)		Appt Date : 10 th April 2020
<\$250k <input type="checkbox"/>		\$350k-\$500k <input type="checkbox"/>		\$500k-\$750k <input type="checkbox"/>	
>\$750k <input checked="" type="checkbox"/>		Skype: Bledi.BRS		Zoom:NA	
Ballpark : Over £ 2 Million					
Lead Status? (Hot <input checked="" type="checkbox"/> Warm <input type="checkbox"/> Cool <input type="checkbox"/>)			Business Type : Cleaning Contractor In Business: 10yrs		
Employees (No.) : 5 Full Timers + 100 plus contractors			Specializes in Corona virus deep cleaning. Disinfecting and decontamination. He also offers other cleaning services. Has good informative web.		
Other Decision Makers : Yes, Wife Hannah, works full time in the business					
How Many Hours do you work a week? Happy?			'at the moment 100 hrs a week'. 'Yes I'm happy'		
DISC Profile? High "I" and Low "D"			D <input type="checkbox"/>	I <input type="checkbox"/>	S <input type="checkbox"/>
			C <input type="checkbox"/>		
Comment? Bledi is soft spoken, agreeable, has good telephone manners, direct, speaks quickly, informal, open minded and looking forward to speaking with coach. What is missing? "Manage Growth".					
Are you getting all you want from your business?			Yes <input checked="" type="checkbox"/>		No <input type="checkbox"/>
Brief Comment : "Yes". "Sky is the limit". With this virus outbreak, Deep Cleansing sales have increased by 200%.					
What area would you Improve on?					
Time :-			(Comment on each as appropriate)		
With this corona pandemic, people have become over cautious and sales have dramatically increased. Business has a centralized structure and everything channels through Bledi and his wife, Hannah. They both are unable to cope up with the demand. We discussed, how our coach can help them work "ON" the business.					
Team:-					
Present team is doing over time and is dedicated. Working from home they are taking incoming calls, managing rosters, mobilizing cleaners and managing payments. He wants to recruit a dedicated HR manager who can recruit additional cleaners and manage payroll. Bledi wants someone to help him manage growth. We discussed, how our coach can help him create a system where he can control the business by reports his staff generates.					
Money:-					
Bledi's VISION "is to grow at sustainable growth". He wants to serve as many clients possible. He people from other developing countries interested in his franchisee. He isn't sure, how to draft a agreement or Go Global.					
What is working well in the business?			Private home owners are paying twice the amount		
Wish for next 90 Days?			To grow the business		
Provided you can see a return, are you able to invest \$ 2000 per month on coaching?			Additional Comments?		
"My marketing budget is £ 40K per annum. If a senior coach can help grow my business (Global), I wouldn't mind investing.			Bledi was a professional cleaner and became a business owner. He thinks as opposed to an entrepreneur. He said, "what he can do is limited by working hours in a day".		
ADMIN ONLY					
COACH : Steve Carter					