



February 2017
Issue 2

CITY OWNER NEWSLETTER

A Great Time to Be Cleaning

This is a great time to be in the Heaven's Best business. Even though it is a slower time of year for cleaning, there are many opportunities for business. This is the perfect time to call and make connections with any commercial accounts you have. Offer a special to your commercial accounts if you can service them in the month of February; this will generate money for you and help them out too. February is a good time to contact the customers you haven't cleaned for in the last 6 months and offer a Valentines special for upholstery. Many people have their carpets and floors cleaned after the holidays but not their upholstery. Now is a great time to pick up a few jobs and dollars in these slower months. Think outside the box - think of ways you can pick up a few jobs by calling your best customers. There is money to be made. Don't sit at home during these slower months, go out meet people, commercial accounts and spend time on the phone if you are not cleaning.

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Monthly Reports

Please send in your monthly reports, these are important to the company. Please get current if you are behind. Thank you to all who are current, you make our job easier and we appreciate all your efforts.

Thank You

Thank you all for being a part of Heaven's Best Service Group. We have some of the best people anywhere as a part of our company. One of the things we love about our company is that it allows you as city operators to schedule your own lives so you can spend important time with your families. Remember to take care of the things that are the most important to you.

Shipping Department

This month's **SPECIAL** is: #127 Fast Acting Enzyme Buy 5 get 1 free

John's Fix-it Corner

It has been a while since we have put out a newsletter. It's good to be back in contact with everyone. Since the passing of Cody, we have been working hard to keep things going after the initial shock. But we all have a common goal to keep things running as smoothly as possible for all of you. Whatever we can do to help with your day to day operations, let us know.

For a lot of you, including us here in Idaho, we are going through the slowest two months of the year for sales. Then again, for some of you it's your best two months that gives you a little break.

In answering your question "what do I do for more work?"

Well, go back over your contact list and give everyone a call. Tell them you're running a special of 4 rooms for the price of 3 rooms. Run an ad in your local newspaper, send out a flyer, put some door hangers out, and go out and talk to some commercial accounts.

When it is slow you need to be a little more creative about how you get the word out. And last but not least, always ask for their business. Have a good month!

Note: "Mr. Clark, I have reviewed this case very carefully," The divorce court judge said, "And I've decided to give your wife \$775 a week."

"That's very fair your honor," the husband said. "And every now and then I'll try to send her a few bucks myself."