

Cheat Sheet for Success

Actionable tips and strategies

TOP 5 UPSELLS

UPSELLS:

- **Dryer Vent Cleaning**
- **Water Heater Flush**
- **Exhaust Fan Cleaning**
- **Garage Door Tune Up**
- **Drain Cleaning**

All of these tasks cost \$150-\$250 if booked separately

- Easy add-on conversion on your way out the door!
- Tack on an extra \$99-\$129 for 20 minutes of work!

Dryer Vent Cleaning

- **Vent Wizard:** I recommend grabbing this kit on Amazon.

 Holikme Dryer Vent Cleaner ...

Just 20 minutes for this service!

- Start by removing the lint trap on the dryer. Use attachments to suck out any loose lint from the trap area, under, and behind the machine.
- Re-install the lint trap screen and turn on the dryer.
- Find the exit outside and run your vent cleaner in one section at a time.
- **IMPORTANT!** Keep your drill in the forward, right turning direction at all times. Turning it to reverse will cause the sections to come apart inside the vent and will be nearly impossible to retrieve.

Water Heater Flush

- **Purchase a good quality garden hose:** One with some heat resistance.

This should take less than 20 minutes!

- Turn down the thermostat to low and run the hot water in a bathtub for 5 minutes to reduce the temperature of the water in the tank.
- Turn off the tub and Attach your hose to the drain outlet and run it outside.
- Let it stand for a couple of minutes for the sediment to settle to the bottom again.
- Open the drain valve and let the water flow outside for 5-10 minutes.
- It's always a good visual if you can run the hose into a bucket through a white rag or cheese cloth. Show your customer the sediment that came out and the color of the water.

Exhaust Fan Cleaning

- **Blow and Suck:** I suggest grabbing a battery powered electronics blower on amazon and have a small vaccum available.

This should take less than 20 minutes

- Remove the exhaust fan cover
- Use your hand held blower and vaccum at the same time by blowing the dust and lint from the motor, fan and housing while sucking the loose debris out.
- Rinse the cover in the sink and use a damp cloth to clean the cover and the inside of the housing.
- Repeat in all bathrooms and laundry room.

Garage Door Tune-up

- **Roller Replacement and Lube:** Carry a pack of nylon garage door rollers and a can of PB Blaster with you at all times.

This should take 20 minutes

- Garage door Spring Tension is VERY dangerous. I suggest looking on YouTube for instructions on SAFELY replacing garage door rollers.
- Lubricate hinges, a quick spray line down the torsion spring and a small amount in the tracks.
- Tighten any loose nuts and bolts on track brackets and hinges.
- With a quick Youtube search you can look up the opener model to learn to adjust movement if needed.

Drain Cleaning

A basic Drain Cleaning is an easy service with instant results! Remove the drain stopper on bathroom sinks and clean hair and debris. Re-install the stopper and put ½ cup of baking soda in the drain. Next, add 1 cup of white vinegar to the drain and let sit. Go around all sinks in the home and repeat before starting back at the 1st one and flush with hot water for 60 seconds.

Do the same with the standpipe on the washing machine. Remove the hose and add ingredients to the standpipe in the wall. Make sure you have zip ties with you to tie the drain hose to the water valve when you're done so the tube doesn't come out and flood the laundry.

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