
TEST • CLEAN • DOCUMENT

CLEANING SERVICE LINES GUIDE

Test the local gap.

Control the job sequence.

Document every handoff.

MARKET | SCOPE | CLEAN | REPORT

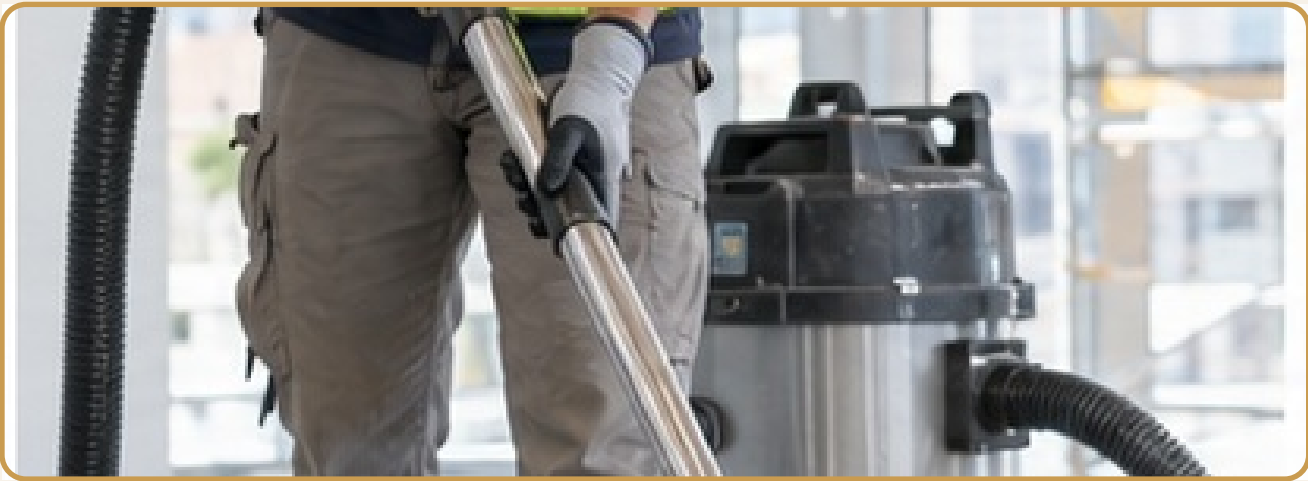
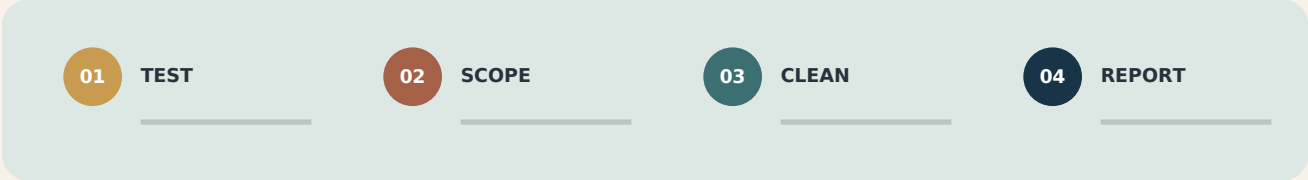
Veteran's Strategic Solutions LLC



START HERE

How to Use This Guide

Read the core guide first. Then use the worksheets to test each cleaning line, budget tools and coverage, price verified scope, document authorization, invoice finished work, track repeat jobs, and control site, chemical, respiratory, ladder, exhaust, wastewater, insurance, and documentation risks.

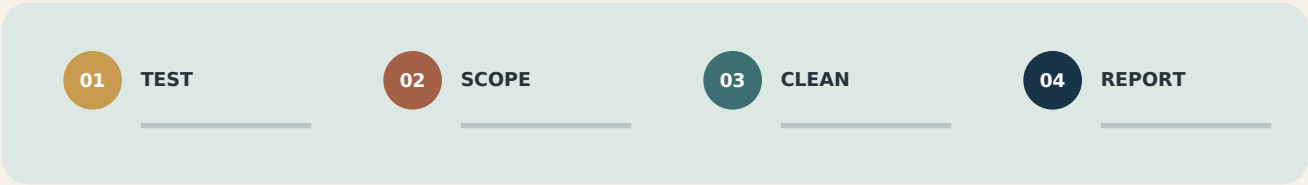


SITE READINESS | Confirm scope, hazards, access, insurance, utilities, and completion standard before work begins.

PIECE	USE
Core guide	Use the market test to separate a viable service line from an add-on or a closed category before buying equipment.
Operating kit	Use the checklist, equipment budget, estimate, service agreement, invoice, tracker, and compliance page for every accepted job.

CORE GUIDE 01

1. The bet



The core assumption that must be true: enough new construction and renovation happens in the chosen service area that a builder needs a final clean often enough to keep a relationship, and that builders currently solve it badly — with their own crew, at the end of a long day, doing it grudgingly.

The fastest zero-budget test: call six general contractors and ask one question. “Who cleans your houses before the walk-through?” You are not selling. You are finding out whether the answer is a company name, a subcontractor, or “my guys do it.” If four of six say “my guys do it,” the gap is real. This costs nothing but an afternoon.

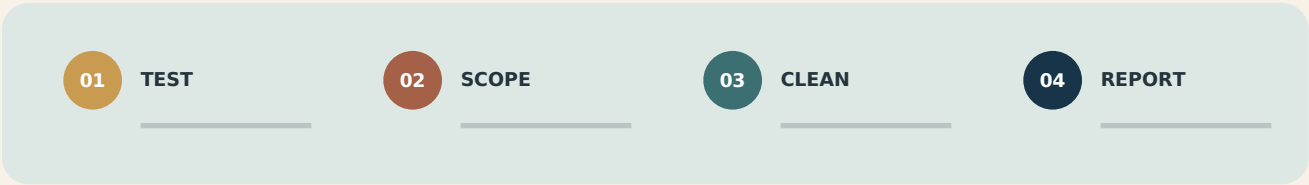
The three biggest reasons it fails before a dollar is spent:

Volume is lumpy. A builder finishing six houses a year gives you six jobs. You need five or six builders before this looks like income, and they all finish in the same season.

BUSINESS LENS	CONTROL
Market	Test demand and competition before committing to equipment.
Sequence	Control dry work, dust, detail, glass, photographs, and handoff.
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CORE GUIDE 01

1. The bet Continued



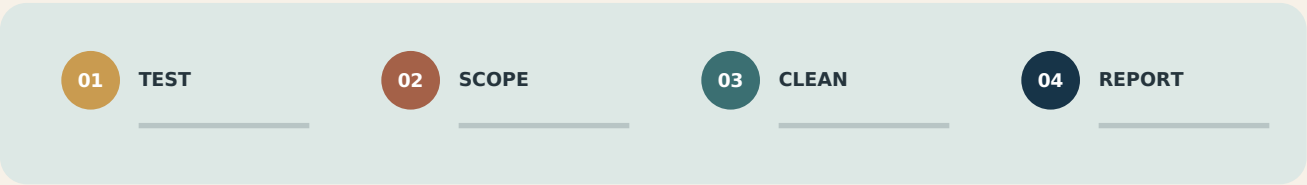
You are last in line and first to be squeezed. Post-construction cleaning happens at the end of a project that is already over budget and behind schedule. The money has been spent by the time you show up.

It is harder work than it looks. Drywall dust gets into everything, twice. Paint overspray on glass, adhesive on floors, stickers on every appliance and window. Underbid this once and you will work a fourteen-hour day for a loss.

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CORE GUIDE 02

2. Who pays, in their own words



The buyer is a general contractor, a remodeler, or a property manager finishing a renovation — not a homeowner. What they say:

“My guys hate doing it and they’re slow at it. I’m paying framers’ wages to push a broom.”

“The walk-through is Thursday and the place is full of dust. I need it spotless by Wednesday night.”

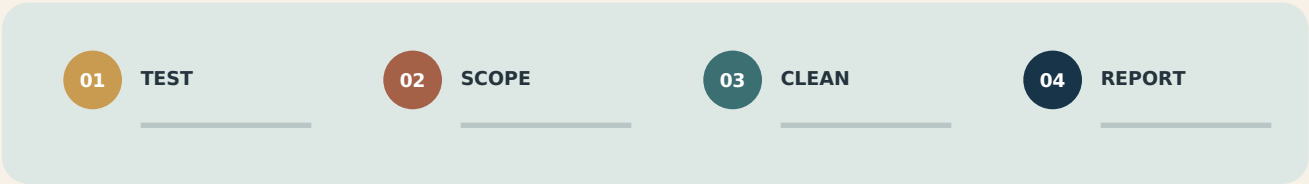
“Last crew I used missed the windows and I got a punch-list item over it.”

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CORE GUIDE 02

2. Who pays, in their own words

Continued



“I don’t want to hear from you. Show up, do it, invoice me.”

That last one is the whole positioning. This buyer does not want a relationship, a brochure, or a check-in call. They want the job done without being managed. That is a competitive advantage for someone who has spent twenty years being reliable.

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CORE GUIDE 03

3. The smallest version you can charge for

01

TEST

02

SCOPE

03

CLEAN

04

REPORT

One final clean on one house, for one builder, at a fixed price. Not a contract, not a retainer. One job, done well, photographed before and after, invoiced the same day.

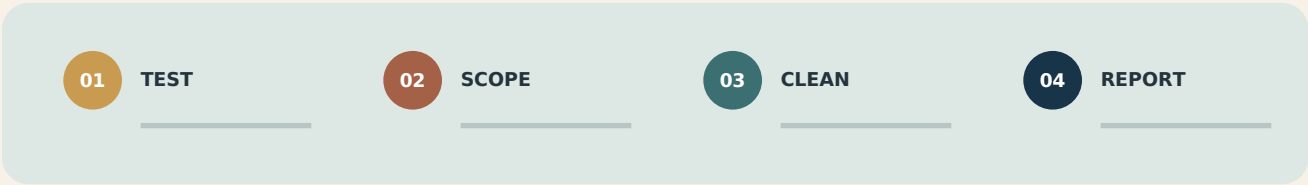
If it goes well, the ask is simple: “Put me on your next three.” Nothing about this requires a website, a vehicle wrap, or an employee.



COMPLIANCE GATE | Enter regulated exhaust work only with required training, coverage, equipment, and local approval.

CORE GUIDE 04

4. What it actually takes



Check licensing, zoning, and tax rules for your own city and state before starting. General liability insurance is the real gate — no general contractor will let you on an active site without a certificate, and most want to be named as an additional insured.

Equipment, and where it is cheapest.

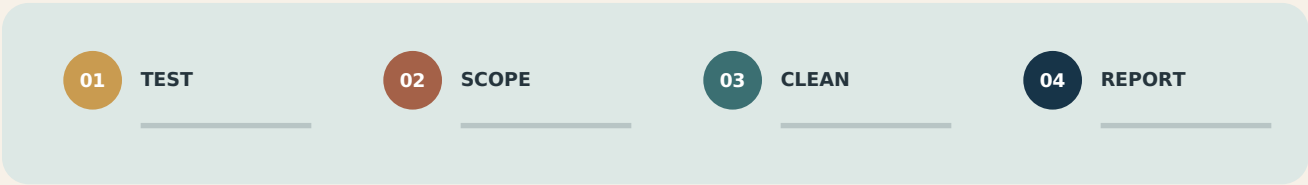
Realistic entry: \$650–950, less if the ladders are already in the garage.

The one thing people skip: respiratory protection. Drywall dust contains crystalline silica. An N95 is the minimum and it is not optional on a fresh sand-down.

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CORE GUIDE 05

5. Pricing



Post-construction is priced per square foot or per job, never per hour. Quoting hourly on this work punishes you for being fast and invites an argument about how long it should have taken.

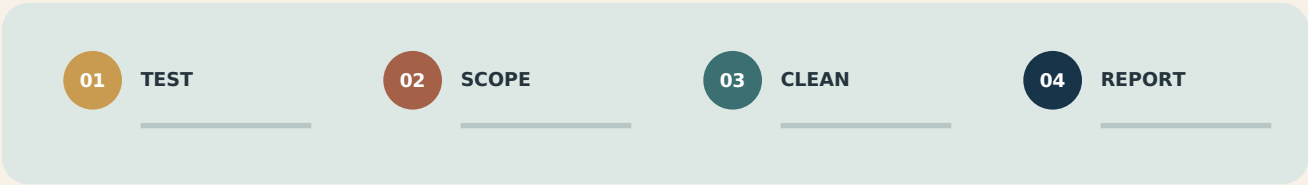
On a 1,800 sq ft house, the mid tier is roughly \$450–630 for a one to two day job. Verify these rates against two actual quotes in your own market before you commit them to a price list — these are trade norms, not local observations.

Why the premium tier is the interesting one. Every other cleaner hands over a clean house. You would hand over a clean house and a documented completion package — dated photographs of every room, a signed checklist, a copy for the builder’s file. That is the construction closeout product, bundled into a service you are already performing.

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CORE GUIDE 06

6. First 90 days, and the one metric



Days 1–14. Make the six phone calls. Get general liability quoted and bound. Buy nothing until a job is booked.

Days 15–45. Land one job. Price it at the mid tier. Photograph everything. Invoice within 24 hours of finishing.

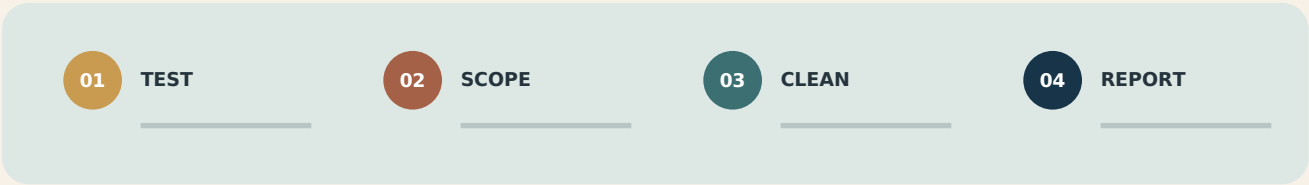
Days 46–90. Go back to that builder and ask for the next three. Call the six original contacts again — now you have a reference and a photograph set.

The one metric: repeat jobs from the same builder. Not revenue, not job count. If a builder uses you twice, you have a business. If every job comes from a different builder, you have a series of one-offs and the model does not work.

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CORE GUIDE 07

7. Honest assessment



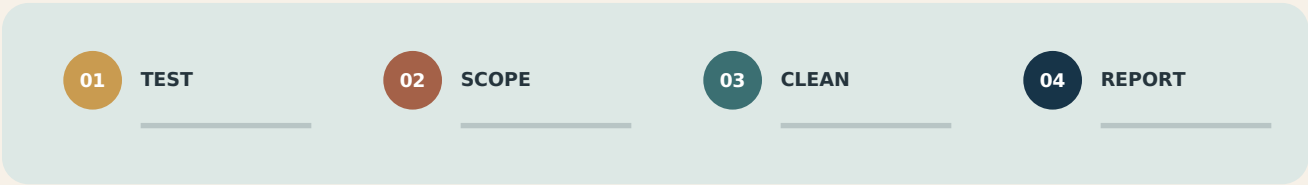
This is the best of the six and it is still not a standalone income. It is a relationship acquisition tool that happens to pay. Every general contractor you clean for is a contact for the construction closeout package, the junk removal line, and eventually the make-ready work. The cleaning is the introduction.

Treated as a business on its own, the volume in a market this size will not carry it. Treated as the door into the builder relationship, it is worth more than the invoices.

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CORE GUIDE 08

1. The bet



The core assumption: restaurants in the chosen service area are currently paying someone to drive in from another market to clean their hoods, and would rather pay someone local.

The fastest zero-budget test: walk into five restaurants and ask the manager who does their hood. Ask what they pay and how often. Five conversations tell you the price, the frequency, and whether the incumbent is a long drive away. Then call the local fire marshal and ask what the city requires of a kitchen exhaust cleaner. Both are free.

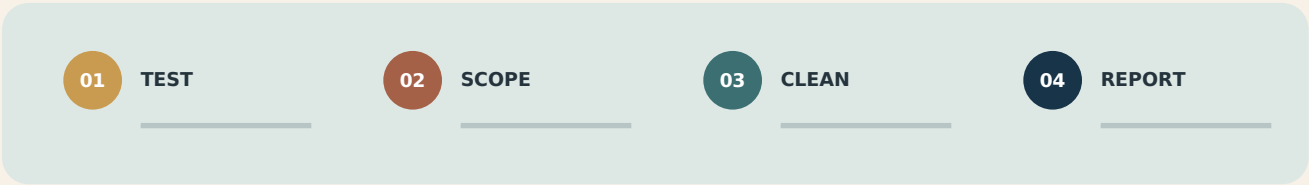
The three biggest reasons it fails:

The certification and insurance gate is real. Some jurisdictions only allow certified technicians to do this work, and some insurance carriers will not cover the business without it. You must find out what applies here before spending anything.

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CORE GUIDE 08

1. The bet Continued



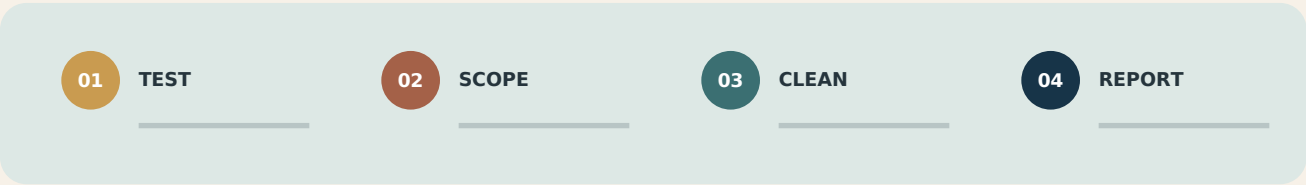
The work is genuinely unpleasant and physically hard. Roof access, hot caustic degreaser, confined ductwork, night hours after the kitchen closes.

Liability is asymmetric. If a kitchen has a grease fire after your service, your paperwork is the first thing anyone looks at. This is not a line where a casual approach survives.

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CORE GUIDE 09

2. Who pays, in their own words



Restaurant owners and managers, plus institutional food service — school districts, the hospital, dining facilities.

“The fire marshal wants a certificate and my last one is from over a year ago.”

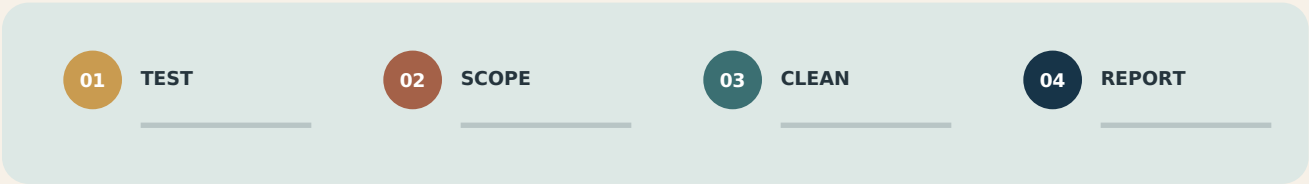
“My insurance renewal is asking for proof of cleaning.”

“The company I use comes from out of town and I have to wait three weeks.”

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2. Who pays, in their own words

Continued



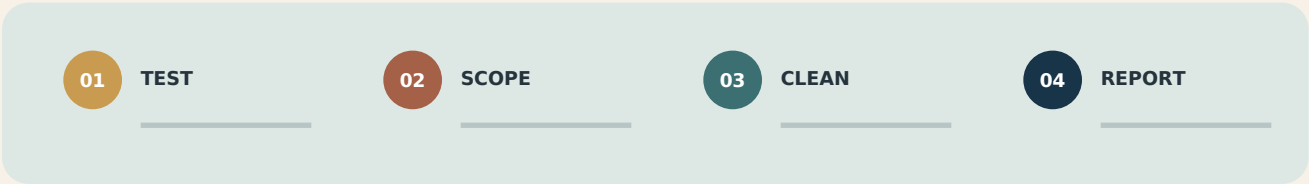
“Just come at eleven at night when we’re closed and be gone before prep.”

The buying trigger is not cleanliness. It is the inspection and the insurance renewal. That is a calendar you can work.

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CORE GUIDE 10

3. The smallest version you can charge for



There isn't a small version, and that is the honest answer. Unlike every other line in this document, you cannot test this one with a bucket and an afternoon. The certification, the insurance and the equipment come first, or you do not do the work at all.

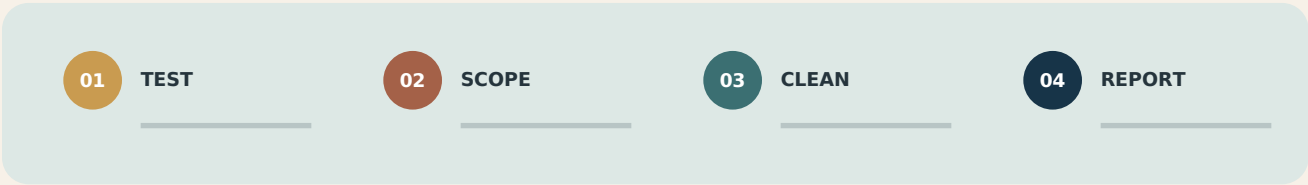
The smallest legitimate entry is: certification, general liability with the right classification, a pressure washer, containment and degreaser, and one restaurant willing to be your first.



RECURRING LINE | Build calendared service around verified demand rather than buying equipment first.

CORE GUIDE 11

4. What it actually takes



The regulatory gate, and this is the part to verify before anything else. NFPA 96 is the national standard for commercial cooking exhaust. NFPA writes it but does not certify contractors — there is no such thing as an “NFPA 96 certified company.” The standard becomes enforceable when the local fire code adopts it, and the Authority Having Jurisdiction — the fire marshal — enforces it. Technician certification comes from IKECA, the International Kitchen Exhaust Cleaning Association, and from training providers such as Phil Ackland.

Three calls to make before spending a dollar:

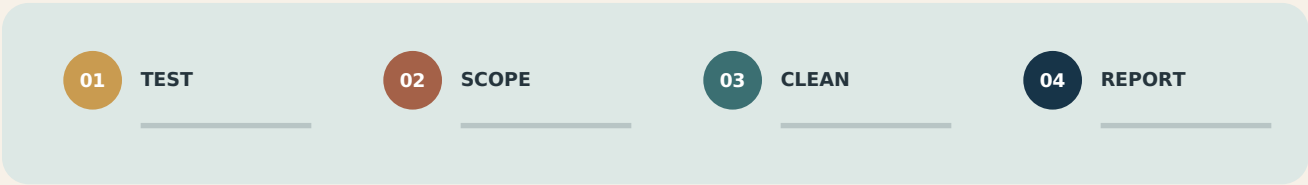
Check licensing, zoning, and tax rules for your own city and state before starting.

Your insurance agent. Ask specifically whether kitchen exhaust cleaning is covered under a standard general liability policy or requires a separate classification. Expect it to cost significantly more than janitorial.

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CORE GUIDE 11

4. What it actually takes Continued



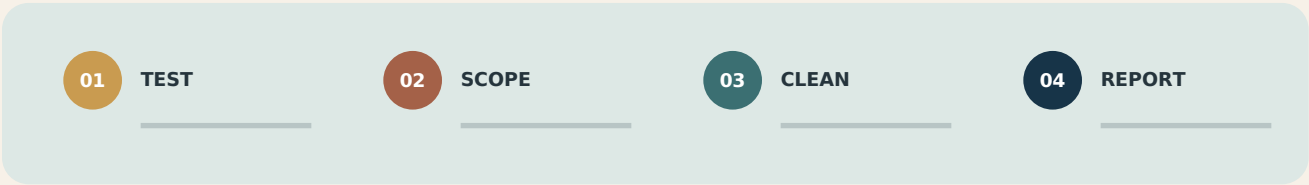
Documentation is part of the product, not an afterthought. NFPA 96 requires each cleaning to be documented with the cleaning company name, the date, the areas cleaned, the areas not cleaned and why, technician certification information, and a signed certification. That record lives on the restaurant’s premises for the fire marshal. Producing a clean, complete, photographed service record is exactly the documentation discipline you already sell.

Equipment. Pressure washer with hot water capability, containment sheeting and funnels, caustic degreaser, scrapers, roof-safe ladder access, respirator, waterproof gear, lighting, and a means of capturing and disposing of grease-laden wastewater legally. Realistic entry is several thousand dollars — materially higher than any other line here. Get quotes before treating any number as real.

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CORE GUIDE 12

5. Pricing



Priced per job, driven by the number of hoods, the length and complexity of duct runs, roof access, and how long since the last clean. Quarterly is the common cadence for a moderate-volume kitchen; monthly for solid fuel.

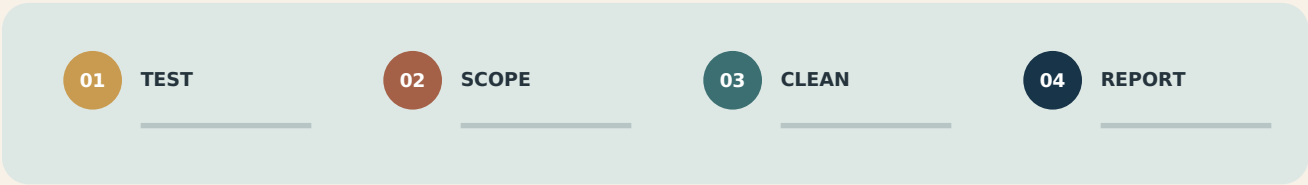
Rather than publish a rate you have not tested, get the number from the five restaurant conversations in the zero-budget test. They know what they pay. That is better market data than any national average, and it costs you nothing.

What is structurally true: this is the highest revenue-per-visit line on the list, and it recurs on a fixed schedule the fire marshal enforces for you. That combination — high ticket, mandatory, calendared — is rare.

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CORE GUIDE 13

6. First 90 days, and the one metric



Days 1-30. The three calls. Five restaurant conversations. Decide go or no-go on what you learn, not on this document.

Days 31-60. If go: certification and insurance. Nothing else.

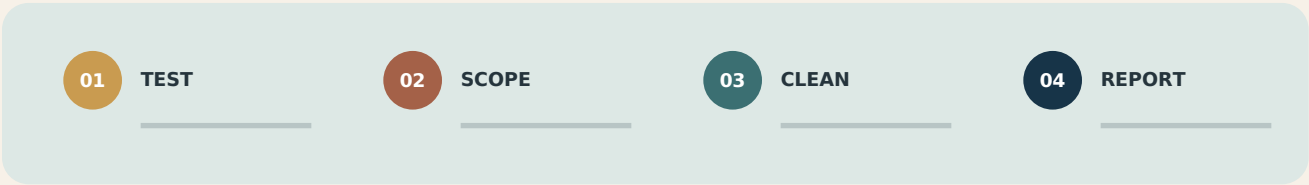
Days 61-90. Equipment, then one restaurant at a discounted first price in exchange for being allowed to photograph the job and use them as a reference.

The one metric: restaurants on a scheduled cleaning cadence. One-off cleans are not the business. The business is a list of kitchens with a date next to each.

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CORE GUIDE 14

7. Honest assessment



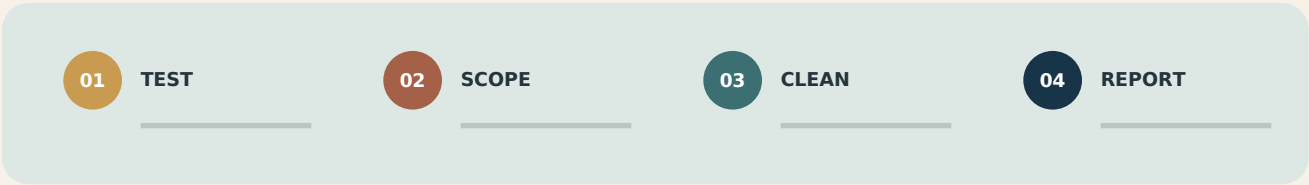
This is the only line in this document with the shape of a real business — recurring, mandatory, high ticket, no local competition. It is also the only one with a gate you cannot walk around, work you will not enjoy, and liability that could follow you.

Do not start here. Make the three calls, because the information is free and it either opens a door or closes it permanently. But this is a line to enter deliberately, with certification and insurance in hand, not something to try.

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CORE GUIDE 15

Oven cleaning — an add-on, not a line



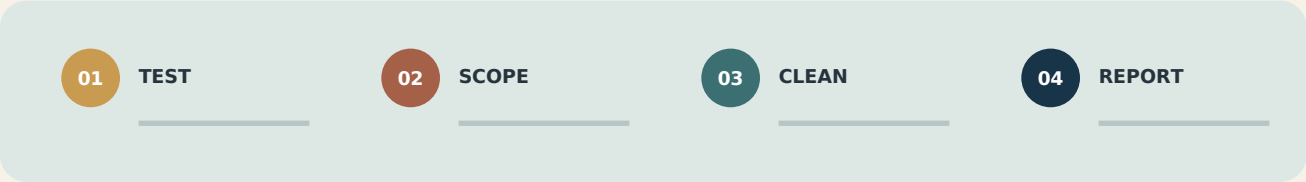
It is a one-off job with no recurrence, it uses caustic chemicals that carry real burn and ventilation risk, and residential cleaners commonly fold it into a deep clean.

Where it earns its place: as a line item on a post-construction final clean or a rental turnover. You are already in the kitchen. Charging \$80–120 to detail an oven you are standing in front of is margin. Driving across town to clean one oven is not.

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CORE GUIDE 16

Window cleaning — already assessed, already placed

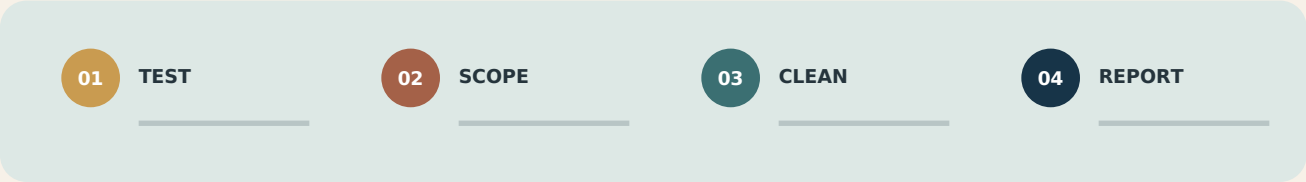


This line was worked through previously and the verdict stands: commercial storefront only, ground level, kit under \$400. Eight frontages at \$50 a month is \$400 of recurring revenue from one morning’s work, and it belongs in the exterior services bundle alongside pressure washing, gutter cleaning and solar panel cleaning — shared ladder, shared harness, shared water-fed pole, shared customer, and seasons that stack.

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CORE GUIDE 17

Where this sits on the revenue model map

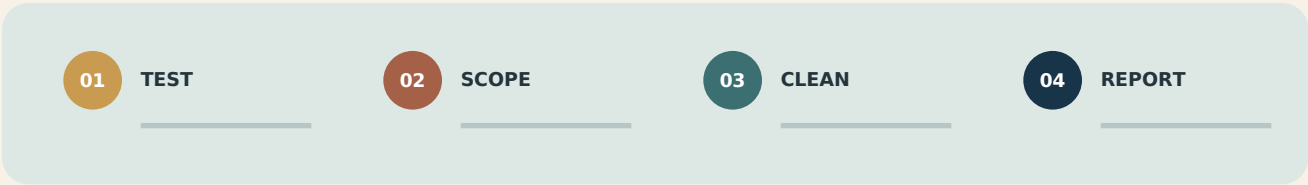


The pattern across the whole assessment is the one already established: the landlord and the builder are the repeated buyers. Post-construction cleaning reaches the builder. Window cleaning reaches the small business owner. Hood cleaning reaches a buyer nothing else in the portfolio touches — which is either an argument for it or against it, depending on whether you want a second network to maintain.

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CORE GUIDE 18

Before you commit — the checklist



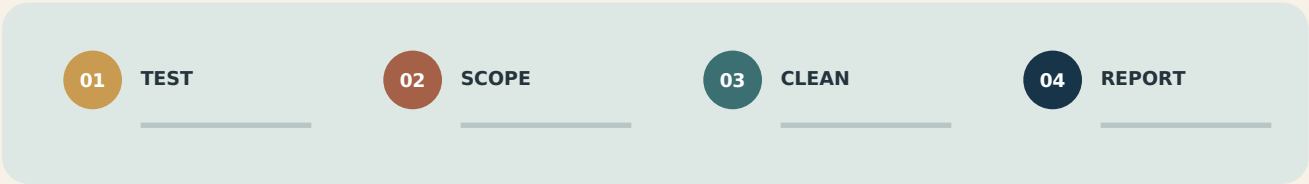
- ☐ Six calls to general contractors: “Who cleans your houses before the walk-through?”
- Check licensing, zoning, and tax rules for your own city and state before starting.
- ☐ Riley County fire marshal: the same question
- ☐ Insurance agent: general liability quote for post-construction cleaning, and separately for kitchen exhaust

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CORE GUIDE 18

Before you commit — the checklist

Continued



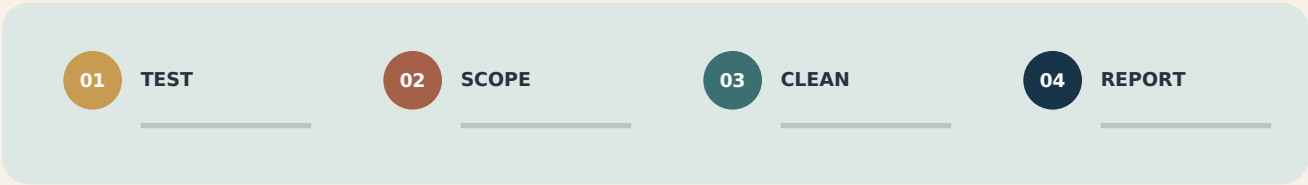
- ☐ Five restaurant managers: who cleans your hood, how often, what do you pay
- ☐ Two competitive quotes on a post-construction job before publishing any square-foot rate

Not one item on this list costs money. Every one of them changes the answer.

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CORE GUIDE 19

The calls, written out



Every verdict here is provisional until these happen. Do not pitch on any of them — you are gathering, not selling, and people answer questions far more openly than they answer offers.

To a general contractor. “I’m not selling you anything. When you finish a house, who does the final clean before the walk-through — do you sub it out or do your own guys handle it?” If the answer is “my guys,” follow with “how long does that take them, and do they like doing it?” The complaint you hear next is your marketing copy.

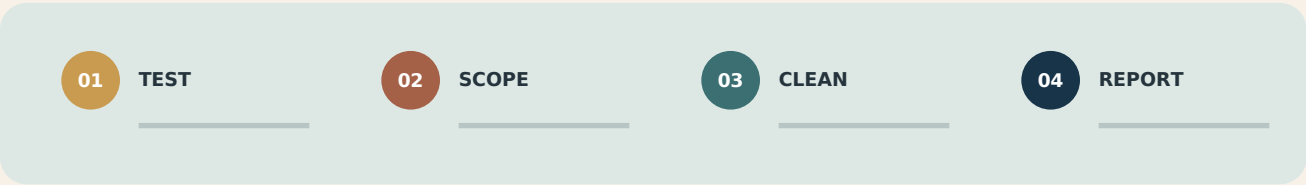
To the fire marshal. “I’m looking at starting a kitchen exhaust cleaning service. What does your office require from a contractor doing that work?” Write the answer verbatim. If they name a certification, ask which one.

To a restaurant manager. “Who cleans your hood, how often, and are they local?” If they name someone out of town, ask how far ahead they have to book. A long lead time is the opening.

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CORE GUIDE 19

The calls, written out Continued

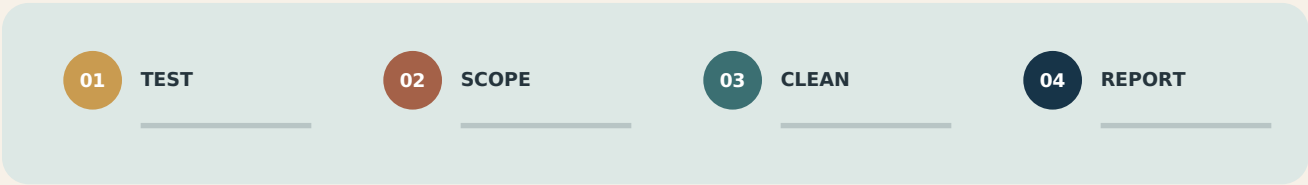


To the insurance agent. Two quotes — post-construction cleaning on active job sites with additional-insured capability, and commercial kitchen exhaust cleaning. Ask whether they are the same classification. The answer tells you how the industry prices the risk.

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CORE GUIDE 20

What it costs to be wrong



On post-construction: an underbid job. You lose a day and a few hundred dollars, and you learn how to price the next one. Recoverable.

On oven or window: a few hundred dollars of equipment that folds into another line. Recoverable.

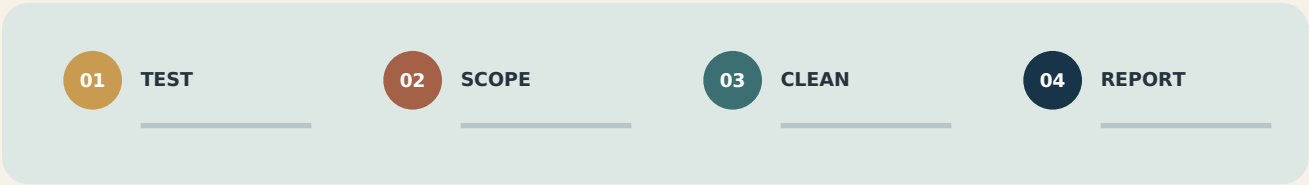
On carpet or upholstery: entering anyway costs a van, a truck-mount and a year of undercutting three operators who already own the phone calls. Not recoverable, and the market check exists precisely to prevent it.

On kitchen hood: starting without the certification and insurance the local AHJ requires exposes you to a citation against your customer, a denied insurance claim, and — after any grease fire in a kitchen you serviced — a paperwork trail with your name on it. This is the one where being wrong is expensive in a way the others are not.

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CORE GUIDE 21

The job day — order of operations



Working out of order is the most common way to lose money on a post-construction clean, because it forces you to redo what you have already done.

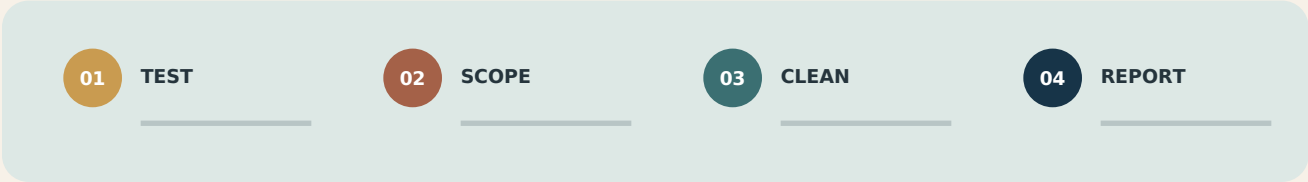
1. Walk it first and photograph it. Note anything already damaged — scratched glass, chipped paint, cracked tile — before you touch a thing. You do not want to be blamed for a mark that was there when you arrived.
2. Debris out before anything else. Every scrap, offcut and wrapper leaves the building first. Contractor bags, and more of them than you think.
3. Top down, dry before wet. Ceilings, fixtures, door tops, walls, waist height, floors last. Vacuum with the HEPA before you introduce water — wet drywall dust becomes a paste far harder to remove than the dust was.

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CORE GUIDE 21

The job day — order of operations

Continued

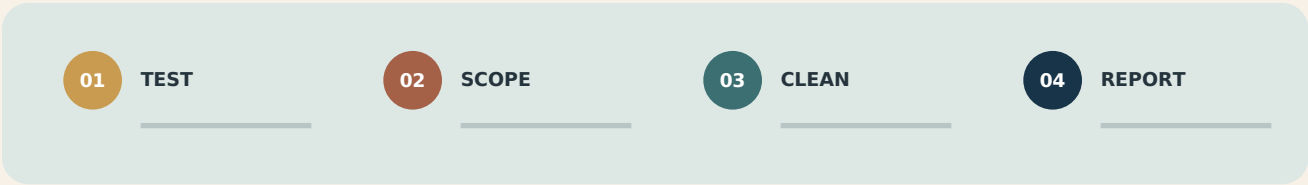


- 4. Vacuum twice, with a gap between. Dust airborne on the first pass settles over the next hour onto what you just cleaned. First pass, work elsewhere, come back. Skipping this is what earns a punch-list item.
- 5. Stickers, adhesive, overspray, then cabinet interiors. Every appliance and window arrives labelled. Cabinet and drawer interiors are almost always missed and almost always checked at the walk-through.
- 6. Glass last. Cleaning windows before the final vacuum guarantees cleaning them twice. Razor blade for overspray, and check the tub and shower surrounds — they are usually still filmed.
- 7. Photograph the finished rooms and invoice the same day. The photographs are your record if a dispute comes later and your portfolio when you approach the next builder. Same-day invoicing is a small thing that separates you from most trades this buyer deals with, and it is free.

BUSINESS LENS	CONTROL
Market	Test demand and competition before committing to equipment.
Sequence	Control dry work, dust, detail, glass, photographs, and handoff.
Record	Treat checklists, photos, certification, and invoicing as part of the product.

CORE GUIDE 22

One last thing

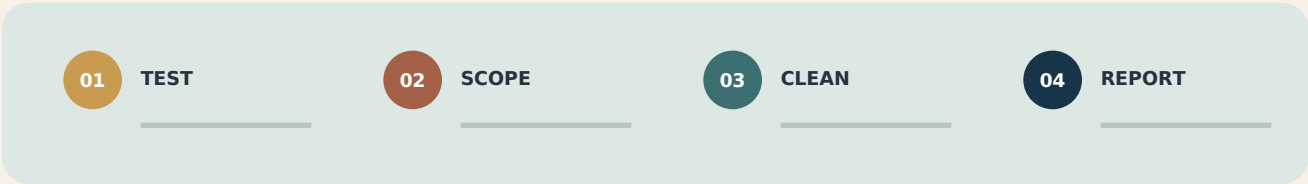


The market check killed two of these six lines and reduced two more to line items. That is the normal result, and it is worth as much as the two it cleared. Three carpet operators with 367 reviews between them is not a market you enter with a fourth van — it is a market you leave alone while you go find the builder who is making his framers push a broom.

BUSINESS LENS	CONTROL
Market	Test demand and competition before committing to equipment.
Sequence	Control dry work, dust, detail, glass, photographs, and handoff.
Record	Treat checklists, photos, certification, and invoicing as part of the product.

CORE REFERENCE

Post-Construction Equipment Reference

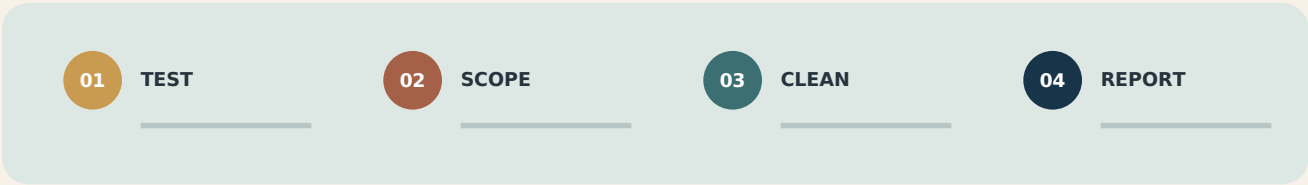


Use the source figures as the planning baseline. Replace local, personal, already-owned, and time-sensitive assumptions with actual quotes and requirements before launch.

Item	Purpose	Where	Estimated cost
Shop vacuum, HEPA filter, 12-16 gal	Drywall dust destroys standard vacuums	Home improvement retailer	\$150-250
Extra HEPA filters and bags, bulk	You will burn through them	Online, case quantity	\$60
Extension poles, microfibre flat mop system	Ceilings, walls, high glass	Restaurant supply or online	\$120
Window scrapers, razor blades, squeegees	Paint overspray, stickers, adhesive	Hardware	\$80
Ladder, 6 ft and 12 ft	You may already own these	—	\$0-300
Buckets, cloths, scrub pads, chemicals	Consumables	Sam's Club, case	\$120
N95 respirators, knee pads, gloves, eye protection	Silica dust is the health risk	Home improvement retailer	\$80
Contractor bags, heavy duty	Volume of debris is the surprise	Bulk	\$40

CORE REFERENCE

Post-Construction Pricing Reference

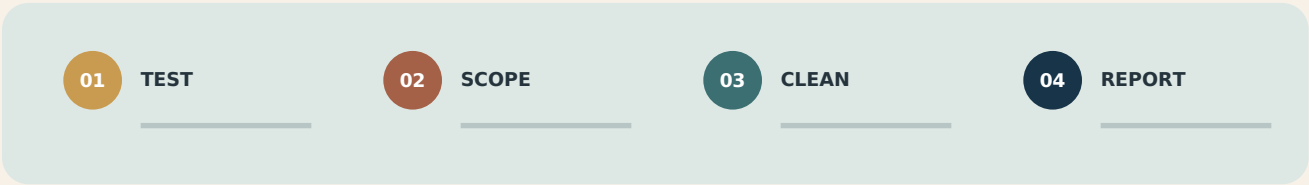


Use the source figures as the planning baseline. Replace local, personal, already-owned, and time-sensitive assumptions with actual quotes and requirements before launch.

Tier	Structure	What it covers	Where it fits
Low	\$0.15–0.20 / sq ft	Rough clean only — debris out, floors swept and vacuumed, no detail	Getting a first job with a builder who has never used you
Mid	\$0.25–0.35 / sq ft	Final clean — all of the above plus interior windows, appliance stickers, cabinet interiors, fixtures, wipe-down of every surface	Recommended. This is the job the builder actually needs and cannot easily do himself
Premium	\$0.40–0.55 / sq ft	Final plus detail — exterior windows, garage, light construction debris haul-off, a written completion checklist with photographs	Where your existing closeout-documentation work becomes a paid feature rather than a favour

CORE REFERENCE

Cleaning-Line Revenue Map



Use the source figures as the planning baseline. Replace local, personal, already-owned, and time-sensitive assumptions with actual quotes and requirements before launch.

Line	Revenue shape	Buyer	Feeds
Post-construction	Project, lumpy	General contractor	Construction closeout, junk removal, make-ready
Kitchen hood	Recurring, calendared	Restaurant, institution	Nothing else — it is its own vertical
Window (storefront)	Recurring, small	Small business owner	Exterior services bundle
Oven	One-off	Whoever you are already serving	Nothing — it is a line item
Carpet, upholstery	—	—	Closed

WORKSHEET 01

Startup Checklist

01TEST

02SCOPE

03CLEAN

04REPORT

DONE	ACTION	OWNER DATE NOTES
☐	Define the exact cleaning service lines customer, problem, deliverable, service area or channel, and buying trigger.	
☐	Run the source's smallest low-cost demand test before buying major equipment or committing to long-term overhead.	
☐	Write the offer, inclusions, exclusions, timing, acceptance standard, and customer responsibilities.	
☐	Check licensing, zoning, and tax rules for your own city and state before starting.	
☐	Confirm federal, state, local, tax, advertising, privacy, accessibility, contract, and record requirements [VERIFY].	
☐	Obtain general liability, professional liability, property, auto, workers' compensation, cyber, and client-required coverage as applicable [VERIFY].	
☐	Create intake, estimate, scope, approval, delivery, quality-control, incident, invoice, and closeout records.	
☐	Price from actual labor, materials, equipment, travel, payment fees, taxes, rework, overhead, and reserve.	
☐	Complete one paid pilot and document the result only with written customer permission.	
☐	Track the source's one metric, plus gross margin, delivery time, exceptions, referrals, and repeat work.	

WORKSHEET 02

Equipment and Budget Worksheet

01

TEST

02

SCOPE

03

CLEAN

04

REPORT



FIELD SYSTEM | Standardize HEPA control, PPE, sequencing, photographs, checklists, invoicing, and closeout.

ITEM	NEEDED	ESTIMATE	ACTUAL	NOTES
Formation, registrations, licensing, tax setup, contracts, and professional review [VERIFY]				
General liability, professional liability, property, auto, workers' compensation, cyber, and required coverage [VERIFY]				
Core equipment, tools, supplies, safety gear, storage, maintenance, replacement, and backups				
Computer, phone, software, scheduling, payment, e-signature, records, security, and backup				
Website, business email, phone, listings, signage, accessibility, privacy, and marketing [VERIFY]				
Original intake, estimate, scope, checklist, quality, incident, invoice, and closeout templates				
Training, credentials, continuing education, renewal, testing, and professional memberships [VERIFY]				
Vehicle, delivery, travel, fuel, mileage, parking, tolls, rental, and route costs as applicable				
Bookkeeping, merchant fees, taxes, legal review, data protection, and records [VERIFY]				
Contractor, employee, payroll, supervision, quality control, and administrative support [VERIFY]				
Working capital, refunds, rework, claims, chargebacks, downtime, deductibles, and reserve				

BUDGET CONTROL

TOTAL ESTIMATE: _____ TOTAL ACTUAL: _____ CASH RESERVE: _____

WORKSHEET 03

Pricing and Estimate Template

01TEST

02SCOPE

03CLEAN

04REPORT

CLIENT	SERVICE LOCATION	ESTIMATE NUMBER	DATE

SERVICE OR INPUT	BASIS	AMOUNT
Discovery or intake	Customer and scope	
Core service or product	Quantity and basis	
Materials or direct costs	Actual or allowance	
Labor or professional time	Hours or fixed scope	
Equipment, delivery, or travel	Written basis	
Documentation and quality control	Included or added	
Approved option or add-on	Written basis	
Rush, after-hours, or change [VERIFY]	Written basis	
Tax or required fee [VERIFY]	Confirmed basis	
Total estimate		

TOTAL ESTIMATE	DEPOSIT OR AUTHORIZATION	VALID THROUGH

WORKSHEET 04

Service Scope and Authorization

01TEST

02SCOPE

03CLEAN

04REPORT

FIELD	AGREED DETAIL
Customer, legal entity, contacts, billing, service or delivery location, dates, and decision-maker	
Customer need, current condition, objective, constraints, success standard, and source documents	
Selected offer, quantities, deliverables, inclusions, exclusions, options, and completion standard	
Schedule, access, dependencies, customer preparation, approvals, delays, and communication	
Materials, equipment, substitutions, delivery, storage, utilities, security, and site conditions [VERIFY]	
Inspection, testing, checklist, documentation, acceptance, correction, and handoff	
Change orders, added work, hidden conditions, cancellation, rescheduling, and out-of-scope requests	
Fee, deposit, expenses, tax, invoicing, payment, late payment, refunds, and chargebacks [VERIFY]	
Licensing, permits, insurance, safety, privacy, accessibility, and customer-required controls [VERIFY]	
Warranty, maintenance, service response, damage, loss, limitation, and claim procedure [VERIFY]	
Confidentiality, records, photos, data, testimonials, portfolio use, retention, and deletion [VERIFY]	
Completion, acceptance, closeout, support period, complaint, dispute, termination, and signatures [VERIFY]	

WORKSHEET 05

Invoice Template

01TEST

02SCOPE

03CLEAN

04REPORT

BUSINESS	CLIENT	INVOICE NUMBER	DATE DUE

DESCRIPTION	QUANTITY	RATE	AMOUNT
Discovery or intake			
Core service or product			
Materials or direct cost			
Delivery or travel			
Documentation or quality control			
Approved option			
Approved change			
Tax or required fee [VERIFY]			

SUMMARY	AMOUNT
Subtotal	
Tax [VERIFY]	
Credits / adjustments	
Total	
Balance due	

Job Log and Lead Tracker

01TEST

02SCOPE

03CLEAN

04REPORT

DATE	LEAD SOURCE	NEED OR SCOPE	QUOTE	STATUS NEXT STEP

DATE	CUSTOMER	LINE	REPEAT	MARGIN	NEXT DATE

ONE METRIC

REPEAT JOBS: _____ SCHEDULED ACCOUNTS: _____ GROSS MARGIN: _____

WORKSHEET 07

Cleaning Compliance and Safety Page

01TEST

02SCOPE

03CLEAN

04REPORT

Check licensing, zoning, and tax rules for your own city and state before starting.

CHECK	CONTROL	INITIALS NOTES
☐	Licensing, zoning, tax, advertising, privacy, accessibility, safety, environmental, and local rules are confirmed [VERIFY].	
☐	Required insurance, certificates, limits, exclusions, additional insureds, drivers, workers, and subcontractors are confirmed [VERIFY].	
☐	Written scope defines the offer, exclusions, responsibilities, schedule, acceptance, payment, warranty, and change control.	
☐	Equipment, tools, vehicles, products, software, storage, access, and backups are inspected and fit for the actual work [VERIFY].	
☐	Training, credentials, permits, inspections, records, recurring renewals, and customer requirements are current [VERIFY].	
☐	Customer, payment, property, employee, health, identity, and confidential data are minimized and protected [VERIFY].	
☐	Pricing, credentials, affiliations, testimonials, savings, results, and outcome claims are truthful and documented.	
☐	Incident, damage, spill, injury, complaint, refund, breach, interruption, and escalation procedures are written [VERIFY].	
☐	Work stops for unsafe conditions, missing authorization, inadequate coverage, prohibited scope, deception, or requirements outside competency.	

STOP RULE

Do not begin until the service line, site hazards, access, chemicals, respiratory protection, ladder or roof work, wastewater, insurance, training, local authority requirements, documentation, and emergency procedure are confirmed [VERIFY].