It’s the seminar you have been waiting for!

**A *2 Part* Bidding and Estimating Seminar for Janitorial Contracts**

**Part 1: Marketing & Selling Your Janitorial Services**

**Part 2: How to Bid Janitorial Services**

You can sign up for one or both of these seminars.

**Part 1**

**How to get more janitorial jobs – a marketing and selling seminar**

* **Industry overview; how much do you know about the cleaning industry**
* **What do customers really think of us and why?**
* **Ten biggest mistakes sales people make**
* **What are we really selling anyway?**
* **How to market your services**
* **How to sell your services**

**Part 2**

**How to assemble, calculate and bid janitorial jobs -a bidding seminar**

* **How to conduct a professional “walk-thru” inspection and assessment**
* **Learn what questions to ask and not to ask**
* **Learn how to gather all the necessary information needed to start the bidding process**
* **Learn how to calculate the time it will take to clean a building – understanding production rate**
* **Learn the relationship between production rates and cost to calculate your prices**
* **Learn how to present the proposal**
* **Each student will receive a FREE ISSA Cleaning Times Calculator**

**Call us today at**

**414-716-2000**

**or email us at** [**craigjr@rightchoicejanitorial.com**](mailto:craigjr@rightchoicejanitorial.com) **to register**

**Presenter: Bob Merkt, Certified IICRC Trainer**

**Date: Wednesday April 17th, 2019**

**Time: 8:00am – noon**

**Location: Right Choice Janitorial Supply Training Center**

**6464 N. Teutonia Avenue, Milwaukee**

**Investment: $195 Full Day Session per person**

**$125 Half Day Session per person**