

COVERALL® CORNER

NEWSLETTER | Vol. 26 | OCTOBER 2024

MESSAGE FROM CHARLIE DANIEL

As we look toward the final quarter of 2024, I know many of you are getting a head start and are working on your business goals for next year. If you find yourself wanting any support or guidance in developing plans, our local support team is there for you.

While the economy is uncertain, we are attracting more individuals who want to take control over their futures and opt for franchise business ownership. One key reason is the flexibility and scalability that so many of you have benefitted from.

We aim to continue supporting you with the resources, training and tools needed to build on this success.

Whether you're leveraging On-Demand Cleaning Services, focusing on Preventative Maintenance or proactively expanding your customer base, there are countless opportunities for you to grow at a pace that suits you and your goals.

During the coming weeks, we will be hosting Franchise Appreciation Days across our network. I hope you will be able to attend the event taking place in your area. This would be an ideal time to bring a friend to the center to learn more about Coverall and you can earn a referral bonus.

I encourage you to take full advantage of the opportunities in the commercial cleaning industry. We hope you will attend our training sessions and webinars and learn new cleaning techniques.

As always, we are here to provide you with the assistance you need to run your business.

Sincerely,

Charlie



**TELL US
YOUR STORY**

COVERALL WANTS TO PROFILE YOU

Allow us to help share your story of franchise business ownership with other owners and people that are seriously considering commercial cleaning services as a franchise business option for themselves. We have received a lot of feedback since our Owner story campaign began on how enlightening and important it has been for people to see and hear stories from current franchise business owners.

Everyone has a personal story to tell about why they chose to start a Coverall franchise business and what it means to them. To share your story doesn't take much time or effort - email us at marketing@coverall.com and a marketing representative will reach out directly.

 marketing@coverall.com



FRANCHISE OWNER SPOTLIGHT

Sherry Bell Named Franchise Business Owner of the Year

We are thrilled to announce that Sherry Bell, Owner of Top Notch Cleaning LLC (dba Coverall), has been named Franchise Business Owner of the Year. This prestigious award recognizes her exceptional dedication, business performance, and community impact.

Over the past 14 years, Sherry has grown her franchise into a thriving business with over 90 employees and more than 150 satisfied customers. Her success is rooted in Coverall's support and training, combined with her focus on quality service and employee development.

Sherry's leadership has not only earned her customer loyalty but also built a strong team culture. Her hands-on approach, including moments like lending her car to an employee in need, exemplifies her commitment to her team and her clients.

"Sherry embodies what it means to be a Coverall Franchise Owner," said Shirley Klein, Coverall's Chief Operations Officer. "Her relentless focus on quality, empathetic leadership, and extraordinary business acumen make her the clear choice for the Franchise Business Owner of the Year award."

Sherry's story is a testament to how dedication and Coverall's support can lead to extraordinary success. Congratulations to Sherry Bell, a true leader in commercial cleaning!



Sherry Bell (L) receives an award from Regional Director Tyler Townsend



TRAINING OPPORTUNITIES

Sign Up for a Training Session

With more training, you are able to provide additional services for your customers. Please consider attending the sessions we have planned for the fourth quarter.

October 16, 2024

Nilfisk

Corded vs. Battery Equipment

November 13, 2024

Staples

Team Cleaning for Larger Facilities

December 4, 2024

Nilfisk

Maintaining Hard to Clean Floors

Check with your local support center to sign up for these events and for a complete calendar of all upcoming training.

Maintain Cash Flow with Predictable Workers' Comp Premiums

Maintaining a predictable cash flow is one way to help keep things running smoothly in difficult times. The Paychex Workers' Compensation Payment Service can help you do that by letting you pay as you go, while potentially saving you money on premium payments.

Here's how it works:

More accurate, predictable payments

- Calculate your workers' compensation payments based on actual payroll information, not estimates
- Automated premium payments occur at the same time as payroll deductions
- Dramatically reduces the risk of surprise premiums, financing fees, large down payments, or balloon payments

Knowledgeable guidance and support

- Work with licensed insurance professionals when your coverage is through Paychex Insurance Agency
- Paychex Insurance Agency also offers business insurance, cyber liability insurance, and employer-sponsored health benefits
- Get help with compliance: Paychex can provide COBRA and ACA reporting services
- Paychex offers 24/7 U.S. based live support

Paychex would like to help you get a competitive quote. Contact the Coverall team at coverall@paychex.com.



Coverall Awards 39 Academic Scholarships

39

SCHOLARSHIPS

\$58,500

AMOUNT AWARDED
TO STUDENTS

We are proud to have awarded 39 scholarships, totaling \$58,500 to deserving students. Now in its 19th year, Coverall's Scholarship Program has provided over \$1 million in scholarships, reinforcing its dedication to education and community.

"We are honored to support these talented students. This program is a testament to our commitment to helping the next generation achieve their dreams." – Shirley Klein, COO of Coverall.

The scholarships are awarded to high school seniors and college students who maintain a GPA of 3.0 or higher, with applications open to dependents of Franchise Business Owners who have been part of the Coverall System for at least a year.

Congratulations to this year's deserving students.

Floor Cleaning Equipment Specials

We've secured unbeatable pricing on three top-rated pieces of floor cleaning equipment. These versatile, user-friendly machines are designed to help you work more efficiently, delivering sparkling results that are sure to impress your customers.

Whether you're looking for the perfect tool to boost productivity or elevate your cleaning standards, we've got you covered. Choose the equipment that best fits your needs and enjoy these exclusive savings.

These exclusive deals are valid through December 31, 2024. Don't miss out and place your order today.



SPECIAL PRICING FOR EASY, FAST & PRODUCTIVE CLEANING



Clarke® TFC-400 All Purpose Touch-Free Cleaner

- > Touchless cleaning minimizes exposure to dirty surfaces and chemicals
- > Cleans three times faster than traditional cleaning with minimal set up time
- > Design allows for improved mobility

MACHINE ONLY SALE PRICE
\$3,682
~~was \$6,237~~

BUNDLED SALE PRICE
\$5,142 ~~was \$7,831~~

Advance by Nilfisk SC100™ Upright Scrubber

- > Ideal for cleaning small spaces
- > Cost-effective, efficient alternative to mopping floors
- > Easy maneuverability and operation
- > Lightweight design

SALE PRICE
\$1,207
~~was \$1,950~~



Viper Fang™ 15B 24V Autoscrubber

- > Compact and easy-to-use
- > Micro scrubber/dryer is perfect for narrow areas
- > Fold down handle for storage and includes onboard battery charger

SALE PRICE
\$2,395
~~was \$3,684~~





CONTACT YOUR SUPPORT CENTER TO PLACE YOUR ORDER
Offers valid through December 31, 2024. Pricing does not include local taxes and is subject to change.

Coverall Earns Spot in Franchise Times Top 400® List

We are proud to announce that Coverall has been named one of the Franchise Times Top 400® for 2024. This prestigious ranking recognizes the top-performing franchise systems across the country, and we are thrilled to be included among the best in the industry.

Thank you to our dedicated Franchise Business Owners and team members for making this achievement possible. Together, we're reaching new heights!

