

COVERALL® CORNER

NEWSLETTER | VOL. 30 | OCTOBER 2025

MESSAGE FROM CHARLIE DANIEL

As we close out another year, I continue to be inspired by the dedication, resilience and entrepreneurial spirit of our Franchise Business Owners.

In our final issue of Coverall Corner for 2025, I'm excited and proud to celebrate our 2024 Franchise Business Owners of the Year. Their journeys are not only a testament to their grit and determination but also a reflection of the strength of our entire Coverall community. From Maria Carol Cagat's thriving Hawaii business, to Kim Favor's steady growth, to the incredible first-year impact of Valerie Coleman and Amado Paraguas, their accomplishments remind us that with the right mindset and the ongoing support from Coverall, there is no limit to what can be achieved.

As you read the newsletter, you'll find helpful information—from a big Preventative Maintenance Cleaning secured by our Franchise Business Owners, to training opportunities, to special promotions and small business insights from our Paychex partner. I encourage you to take advantage of these beneficial resources for your business.

Sincerely, Charlie



Hard Work in Action by Lujan Cleaning Services, LLC

We're proud of the Overhead Cleaning Services recently delivered by Maria Lujan, Owner of Lujan Cleaning Services LLC (dba Coverall). Maria and her team secured a major cleaning contract with a company based in Mesa, AZ.



This customized Service Plan included a comprehensive final construction clean of over 66,000 square feet, covering high-level interior areas up to 52 feet, mezzanine spaces, as well as other areas.

Maria and her team exceeded the customer's expectations. Thanks to Maria and her team, the customer has a clean, healthy and safe environment for their staff.

Contact your General Manager if you want to get trained in overhead cleaning.

Top (l to r): Fernando Rivas and Geo Nevarez
Bottom (l to r): Oscar Hernandez, Roberto Lujan, Alma Chavez,
Maria Gaona, Matilde Gonzalez and Norma Nevarez

**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

Meet our 2024 Franchise Business Owners of the Year

Please join us in congratulating these extraordinary individuals whose commitment to their businesses is really paying off.

LARGE CATEGORY:

Maria Carol Cagat, Best Cleaning LLC (dba Coverall)

Carol is Coverall Hawaii’s highest-grossing franchise owner — and her journey is nothing short of inspiring. After years of long shifts as a Registered Nurse, she boldly stepped into entrepreneurship in 2013, fueled by passion and determination. Today, with 12 years in operation, Best Cleaning LLC stands as a thriving business that continues to grow and inspire others. She oversees as team of 60, passionately serving across an array of industries throughout the island – expanding her customer base to include golf courses, hotels and medical facilities.

Carol’s unwavering dedication, care for her customers, and commitment to excellence make her the heart and soul of our community. She proves every day that with courage and hard work, dreams can become reality.



MEDIUM CATEGORY:

Kim Favor, Flawless Wright Cleaning LLC (dba Coverall)

For the past 10 years, Kim Favor has led Flawless Wright Cleaning with dedication, resilience and a true commitment to her customers. In 2024, she grew her business by adding new accounts and securing a customer worth over \$5,500 per month.

What makes Kim stand out is her ability to stay positive and focused, even while facing personal challenges. She builds lasting relationships with clients by staying attentive to their needs and consistently delivering excellent service. She is an outstanding example of what it means to be a Coverall Franchise Owner.

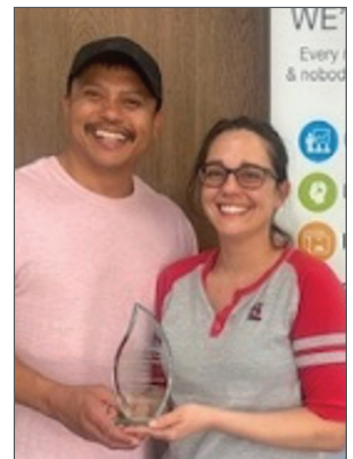


UP AND COMING CATEGORY:

Amado Paraguas, Jr. and Valerie Coleman, Busy Bee Janitorial Services (dba Coverall)

In November 2023, Valerie and Amado took a bold leap into entrepreneurship, launching their franchise while still managing full-time jobs. Valerie brought years of leadership experience as a General Manager, while Amado balanced long, demanding hours as a solar roofer. Together, they channeled their work ethic, endurance and vision into building a business of their own.

In just their first year, they’ve embraced every aspect of ownership—consistently attending trainings, investing in their business and going above and beyond to tailor services to their customers’ needs. Their commitment to excellence and determination to create something meaningful have already set them apart as rising stars in the Coverall community.





SMALL BUSINESS TIPS

Top-Performance Floor Care — Now on Sale!

Upgrade your floor cleaning equipment with these limited-time deals on Nilfisk favorites:

- > **Dryft Micro Scrubber** – Ultra low-profile, 4200 rpm power. Perfect for tight spaces.
\$2,000 (reg. \$2,999)
- > **VU200 Cordless Stick Vacuum** – Lightweight, 60-min runtime, HEPA filter.
\$463 (reg. \$600)
- > **SC100 Compact Scrubber** – Small space hero with Carpet Kit included.
\$1,508 (reg. \$1,957)
- > **ES300 XP Extractor** – Low-moisture carpet care + upholstery tool.
\$3,000 (reg. \$4,198)
Add-on: 8" Light Duty Floor Wand \$313 (reg. \$550)

Contact your support center to order. Offers end Dec 31, 2025
Tax not included, pricing subject to change.

Top-performance floor care, NOW ON SALE!

<p>Nilfisk Dryft – Micro Scrubber</p> <ul style="list-style-type: none"> > Ultra low-profile head + 4200 rpm scrubbing > Perfect for tight spaces – moves forward like a scrubber, backward like a mop <p>SALE PRICE \$2,000 was \$2,999</p>	<p>Nilfisk VU200 – Cordless Stick Vacuum</p> <ul style="list-style-type: none"> > Lightweight & ergonomic for comfort > Up to 60-min runtime + portable charger > Lithium-ion battery, HEPA filter, .26-gal dust bin <p>SALE PRICE \$463 was \$600</p>
<p>Nilfisk SC100 – Compact Scrubber</p> <ul style="list-style-type: none"> > Ideal for small spaces > Removes dirt + water effectively > Includes Carpet Kit <p>SALE PRICE \$1,508 was \$1,957</p>	<p>Nilfisk ES300 XP Extractor</p> <ul style="list-style-type: none"> > Low-moisture carpet cleaning with upholstery tool > Extends carpet life + high productivity <p>SALE PRICE \$3,000 was \$4,198</p>

COVERALL

CONTACT YOUR SUPPORT CENTER TO PLACE YOUR ORDER

Offers valid through December 31, 2025. Pricing does not include sales tax and are subject to change.

Add-on: 8" Light Duty Floor Wand

SALE PRICE
\$313
~~was \$550~~

Q4 Training Sessions Are Here!

Our next round of training sessions is just around the corner, and you won't want to miss out. Reserve your spot today to stay up-to-date with the latest cleaning techniques.

October 22 11:00am PST/ 2:00pm EST
Luxury Apartments-Hosted by Nilfisk

November 19 11:00am PST / 2:00pm EST
Project Work-Hosted by Nilfisk

December 17 11:00am PST / 2:00pm EST
Clean Room Environments-Hosted by Veritiv



Join us for an On Demand Webinar: 2025 Tax Bill: What's in It and How It Impacts Your Business, [Register Now](#)

The 2025 Tax Bill introduces new rules and provisions that will impact your small business. From tax compliance to planning for the future, the changes bring challenges—but also opportunities.

Join us for this expert-led webinar to understand how these updates affect your business and discover actionable strategies for maximizing your tax benefits.

Here's What You'll Gain:

- Breakdown of the tax bill's key changes and what they mean for your business
- Tips to simplify tax compliance and avoid common pitfalls
- Strategies to position your business for success under the new regulations

Don't wait to learn how these changes might shape your business decisions. Reserve your spot today and set your business up to thrive!



[Register Now](#) or contact us at coverall@paychex.com to learn more.

Stay up to date with additional changes here: [Tax and Spending Bill 2025: What It Is and Updates | Paychex](#)

PAYCHEX

HR | Payroll | Benefits | Insurance

This webinar is not eligible for CPE or IRS CE credit. **DISCLAIMER:** The information presented in these materials, and that is further provided by the presenter, should not be considered legal or accounting advice, and should not substitute for legal, accounting, or other professional advice in which the facts and circumstances may warrant. We encourage you to consult legal counsel as it pertains to your own unique situation(s) and/or with any specific legal questions you may have.

Coverall Ranked on the 2025 Franchise Times Top 400!

The 2025 *Franchise Times* Top 400 list is live, and Coverall is proud to be among the largest U.S.-based franchise systems.

The *Franchise Times* Top 400 is recognized as the most credible and objective ranking of franchise systems. This recognition highlights the strength of our brand and the dedication of our Franchise Business Owners.

Franchise Times
TOP 400