

COVERALL® CORNER

NEWSLETTER | Vol. 32 | APRIL 2026

Message from Charlie Daniel

At Coverall, our focus is on supporting you—our independent Franchise Business Owners—as you operate, perform and scale your business. Your commitment to excellence is what helps you retain your customers and defines the strength of the Coverall network.

As your franchisor, our responsibility is to provide practical tools, structured training and consistent operational support that help you manage your business. Our Advanced Field Training program is built around real operational needs. It is designed to help you refine cleaning processes, pursue new customer opportunities and identify ways to increase revenue within your existing accounts. The objective is straightforward: deliver guidance you can apply immediately to your business.

In addition, our Support Center teams and General Managers remain focused on maintaining clear standards, supporting consistency and helping address any operational challenges as they arise. These resources exist to support you and protect the Coverall brand.

I encourage you to take advantage of the training and support available and to stay engaged with your local leadership teams.

Sincerely,

Charlie Daniel



Follow Us on Instagram!

We're officially on Instagram! Follow us at @coverallna for the latest news, updates and tips. Give us a like and hit that follow button — we'd love to connect with you there!



**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.



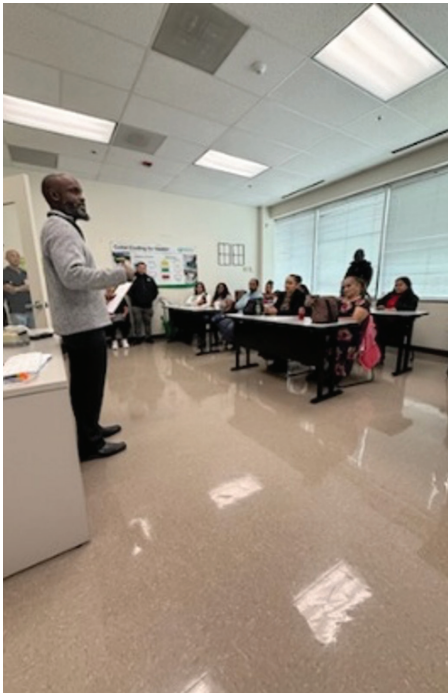
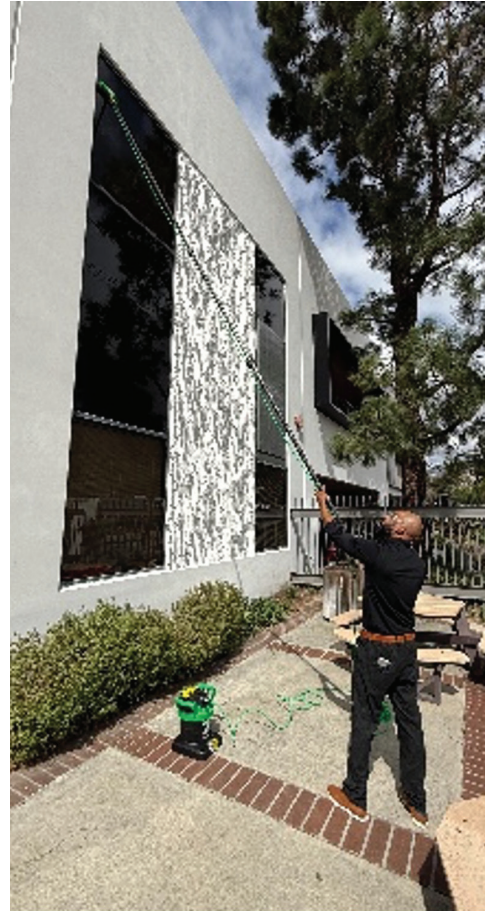


TRAINING OPPORTUNITIES

Reserve Your Training Session

Here's the upcoming schedule of training for the second quarter of the year. Reserve your spot today with your General Manager.

- **Nilfisk – May 20, 2026**, Educational Facilities & Dealerships 11:00 AM PST | 2:00 PM EST
- **Sanitaire/US Steam – June 24, 2026**, Deep Clean Grout and Tile ,LVT, Carpet Floors & Upholstery with Steam at 11:00 AM PST | 2:00 PM EST





SMALL BUSINESS OPPORTUNITIES

Don't Miss Our Q2 Equipment Specials – Savings End June 30!

Now through June 30, take advantage of exclusive pricing Nilfisk floor cleaning equipment designed to boost your team's efficiency and results.

Nilfisk Dryft Micro-Scrubber – Now \$2,094 (was \$3,140) Compact and agile, the Dryft navigates tight spaces and leaves floors clean and dry immediately. Perfect for high-traffic areas.

SC351 Compact Scrubber – Now \$4,125 (was \$5,675) A cordless, forward-and-backward scrubber

with a rotating deck that gets under tables and around obstacles with ease.

SC550 Mid-Size Auto Scrubber – Now \$7,823 (was \$13,907) Built for medium to large areas with a quiet mode that won't disrupt customers or staff during daytime operation.

FM810 XP Multi-Purpose Floor Machine – Now \$3,098 (was \$6,195) A heavy-duty workhorse for scrubbing, deep cleaning, and stripping – with high pad pressure and baseboard cleaning capability.

UPGRADE YOUR FLOOR CLEANING POWER WITH THESE EXCLUSIVE EQUIPMENT DEALS

<p>Nilfisk Dryft Micro-Scrubber Perfect for tight spaces and high-traffic areas, the Nilfisk Dryft is designed to deliver powerful cleaning in a compact, highly maneuverable machine.</p> <ul style="list-style-type: none"> Compact, agile design ideal for narrow aisles and confined spaces Innovative S-rotation cleaning path for faster, more efficient floor coverage Leaves floors clean and dry immediately, helping improve workplace safety Lightweight and easy to transport between areas or locations <p>SALE PRICE \$2,094 was \$3,140</p>		<p>SC550 Mid-Size Auto Scrubber Built for medium to large areas, the SC550 delivers powerful performance while maintaining quiet operation—perfect for daytime cleaning without disrupting customers or staff.</p> <ul style="list-style-type: none"> Efficiently cleans large floor areas to boost productivity Quiet mode allows for daytime operation Multiple scrub-deck options to match different floor surfaces and cleaning needs <p>SALE PRICE \$7,823 was \$13,907</p>	
<p>SC351 Compact Scrubber Designed for flexibility and maneuverability, the SC351 makes it easy to clean around obstacles and under furniture.</p> <ul style="list-style-type: none"> Rotating scrub deck cleans easily under tables and hard to reach areas Clean forward and backward for superior maneuverability Cordless battery operation eliminates trip hazards and increases cleaning speed <p>SALE PRICE \$4,125 was \$5,675</p>		<p>FM810 XP Multi-Purpose Floor Machine A powerful and versatile machine built for deep cleaning, scrubbing, and stripping floors.</p> <ul style="list-style-type: none"> Multi-purpose capability for scrubbing, deep cleaning, and floor stripping Adjustable ergonomic handle for operator comfort High pad pressure improves stripping and scrubbing performance Baseboard cleaning capability reduces manual edge work <p>SALE PRICE \$3,098 was \$6,195</p>	

COVERALL CONTACT YOUR SUPPORT CENTER TO PLACE YOUR ORDER
Offer valid through June 30, 2026. Pricing does not include sales tax and is subject to change.

Contact your Support Center to place your order before these deals expire. Prices do not include sales tax and are subject to change.

Limited Time Referral Incentive Share the Opportunity. Earn \$1,000!



Earn \$1,000 for every qualified referral. That's DOUBLE the standard \$500 payout.

Offer expires June 30, 2026

Right now, your referral is worth more—and for a limited time only.

Know someone thinking about owning their own business? Refer them to Coverall and earn a **\$1,000 referral bonus** when they become a Franchise Business Owner.

Why they'll thank you for the referral—and why you'll want to act now:

- > No Experience Required**
Coverall provides comprehensive training, proven systems and ongoing support to help new owners get started with confidence.
- > Flexible Financing Options**
Hassle free in house financing is available for the business, equipment and supplies.

REFER TODAY AND RECEIVE \$1,000



- > Growing Market Demand**
Businesses continue to rely on professional commercial cleaning services to maintain clean, healthy and safe environments—creating strong opportunities for new owners.

You're doing more than earning a bonus—you're helping a friend or family member take a meaningful step toward business ownership, backed by a recognized national brand.

Did You Know?

Nearly **half of new Franchise Business Owners join Coverall through referrals**—proof that your word carries weight and creates real opportunity for others.

Contact your Support Center today to submit a referral or scan the QR code.

2026 Coverall Scholarship Program Applications Now Open!

Each year, Coverall awards scholarships to support the children of our Independent Franchised Business Owners in pursuing higher education. Applications are open now through June 1, 2026.

Eligible applicants include high school seniors and college students (freshmen–juniors) with a 3.0 GPA or higher who are enrolled or enrolling full-time at an accredited U.S. school. Renewal scholarships are also available through June 1.

Apply now at <https://aim.applyists.net/coverall> using Program Key: Coverall



HELPING STUDENTS SHINE 2026 COVERALL® SCHOLARSHIP PROGRAM

Coverall's commitment is to put you – our Independent Franchise Business Owner – first. Each year, Coverall awards scholarships to help the children of our Independent Business Owners pursue a higher education. We strive to build a community we can all be proud of by supporting you. Together, we all succeed. For more information, please contact International Scholarship & Tuition Services, Inc.

✓ Eligibility

High school seniors and college freshmen, sophomores and juniors who are the dependent sons or daughters of Coverall Franchised Business Owners who have been in the Coverall® System for at least one year are eligible to apply for the Coverall Scholarship Program. An applicant must have a B or 3.0 GPA and be applying as a full-time student of an accredited, nonprofit college, university or vocational/technical school in the United States.

🏆 Awards

Scholarships will be awarded in the amount of \$1,500 each. All funds are distributed in U.S. dollars and are paid directly to the school. The scholarships will be applied to educational expenses at accredited, nonprofit colleges, universities or vocational/technical schools in the United States.

🔄 Renewal Scholarships

The award is renewable for up to 3 additional years as long as the applicant continues to meet the eligibility requirements. You must maintain a minimum 3.0 GPA to be considered for renewal. Each year, you will receive an email notification with instructions to complete the online renewal application. You will need to provide a transcript showing your cumulative GPA. For more details contact ISTS at 615.777.3750 or by email at contactus@applyists.com.

📄 Application Procedure

Apply online at <https://aim.applyists.net/coverall>. All applications must be completed between April 1, 2026 and June 1, 2026.

📧 Application Follow-Up

To check your scholarship application status online, go to <https://aim.applyists.net/coverall> and log in to your account. You will be directed to your homepage where you can check the status of your application.

👥 Winner Selection

A Selection Committee designated by the Coverall Scholarship Program Board of Directors will be responsible for selecting the recipients of the scholarship awards. In evaluating the credentials of the applicants, the Selection Committee will consider the applicants' eligibility, academic records, extracurricular activities, leadership activities, character and essay content.

✉️ Winner Notification

Scholarship winner and non-winner notifications are sent via email. Checks will be mailed to the recipient's home address, payable to their college, university or vocational school.



For additional information, please contact: International Scholarship and Tuition Services, Inc.
40 Burton Hills Boulevard, Suite 170, Nashville, TN 37215 | 615.670.1STS (4787) | contactus@applyists.com

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Latest News from Paychex: Check out our Latest Webinar

If you missed our recent webinar hosted by Paychex on “Understanding Workers’ Compensation,” there’s no need to worry! We’ve got you covered with the full recording, now available for you to access at your convenience.

[Access the recording here.](#)

What's Inside:

- Understanding Workers’ Compensation
- Risks of Lacking Coverage
- Who’s Covered and Why It Matters



HR | Payroll | Benefits | Insurance

Presented by Paychex, this webinar is designed to support franchise owners like you with critical knowledge and insights into Workers’ Compensation. Enhance your understanding and ensure your business is well-protected.

Embrace the opportunity to catch up with this must-watch session and empower your franchise with essential knowledge.

Connect with our dedicated Paychex team today for personalized assistance and answers to your questions at coverall@paychex.com.