

# Are You Ready to



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**I**t's that time of year again, and no, I'm not talking about taxes or even baseball. It's almost spring and that means great weather and for those of us in the window cleaning industry the ever popular spring cleaning rush. But there are some important questions we should ask ourselves before that time arrives.

## **Are You Ready – Physically?**

Most of us experience a slowdown (if not complete stop) in our work pace thru the winter months and to go from zero to full speed ahead can be difficult and dangerous. If we haven't been very active, I suggest a good regiment of exercise with weights and cardio. A simple routine of walking a couple miles each day and some small free weights will keep you from pulling a muscle, or worse, as you get into high speed production in your business. Also, taking a few more breaks in the first couple of weeks can help you avoid over-stressing yourself and causing downtime from preventable injuries.

Also there will be those things that are unique to a few like allergies. Do we have the medication we need to deal with our particular Achilles heel? I should mention that with the blooming of flowers and trees come those flying hypodermic needles – bees, hornets, and wasps. If you are allergic, have you taken the proper precautions in case of stings? Just as a reminder, if you use what is called an epipen (Epinephrine injector) for those reactions, they have an expiration date so make sure you've checked that.

## **Are You Ready – Mentally?**

The amount of scheduling and new clients in the spring can be very demanding on us mentally. We can minimize this by making sure our systems to handle this influx are up

and running properly and pre-scheduling as much as possible. Of course, no matter how much you prepare in advance it will get hectic. Taking a break is vital. I know, I can hear you now: "I can't take a break! I'm too busy." I'm not suggesting a long break, but a few minutes away when things are overwhelming can keep you focused and prevent frustration from leaking through to a client or potential client. Remember, we are selling ourselves as much as our service. People don't want to deal with angry contractors.

## **Are You Ready – Equipment Check?**

One of the most important things we have to ask ourselves is do we have the tools necessary to do the work at hand? Some order their spring supplies during the previous fall. If you aren't one of them, have you checked your shop and work vehicles to make sure they are stocked and ready to go? It's not just embarrassing and inconvenient to get to a job and find you are out of soap or squeegee rubbers, it's downtime that you don't want in your busiest season.

Also, do you have the shop in order and the work vehicle maintenance done? It might seem like an oversimplification, but those are the things that are often overlooked in our race to get going again.

## **Are You Ready – Intangibles?**

There is no way for one article to cover all the things you need to be ready for in the busy times. But if you think back to previous Springs, you may come up with a list of issues you could have handled better and make this the year they don't happen again.

## **Are You Ready To SPRING Into Action?**

No doubt some of this has been simply a list of things you already do. It might even seem like common sense for most business owners. Hopefully, however, we have made you think about an area or two where you can tweak your processes and get even better this spring.

*Tony Evans and his wife own and operate A New View Window Cleaning, which offers window cleaning, house washing, roof cleaning, and scratched glass restoration. Evans also enjoys helping new window cleaners learn the value of good tools and techniques. To learn more, visit [thewindowcleaningschool.blogspot.com](http://thewindowcleaningschool.blogspot.com).*