Carpet and Upholstery Cleaning Business Course Program

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A bounded service, evidence and a complete owner cycle.

Five steps to a readiness decision

1. Choose one narrow offer — L01 / F01. One demonstrable carpet-only offer, exclusions and skills gap list. Upholstery remains unavailable.

2. Check local conditions and demand — L02, L12 / F02, F12. Actual local requirements/disposal questions, three candidate needs, permitted conversations and willingness at a bounded full price.

3. Rehearse the permitted work — L03, L05, L06, L07, L09, L10, L11 / F03, F05, F06, F08, F09, F10. Exact instructions, measured batches/water/recovery, safe complete cycle and dry-down observation in an authorized practice setting.

4. Give a bounded customer estimate — L04, L08 / F04, F07, F11. Dated scope, exclusions, full pretax/tax/total, terms, separate permissions and explicit approval status.

5. Decide readiness — L13, L14 / F13, F14. Dated go / narrow / wait decision supported by evidence and neutral own-business inputs.

Stop at missing conditions or evidence. The route is a study order, not permission to sell or perform unverified work.

A demand-first preparation course for assessed, accessible synthetic installed carpet using BISSELL Commercial BG10 and compatible formula. Identified Crypton Home upholstery is a separate conditional study lane. BG10 + 30G3 upholstery is NOT READY for sale or physical work in this version because the exact current changeover and pickup-verification procedure has not been established. Small single-level carpet work also requires actual material instructions, dosing evidence, dry-down tests, lawful disposal, safe handling and demonstrated competence.

A first-time owner-operator who can safely handle the selected equipment and is willing to obtain supervised practice before selling cleaning.

Allow about 8–10 hours for reading, calculations and written exercises. Allow additional unhurried supervised practice and local verification; their duration depends on competence and actual sites. A customer job begins only after those gates pass.

Start here

Start with L01/F01: choose one narrow offer you can actually demonstrate. Then go directly to L02 and L12/F12 to check local conditions and demand before equipment, ads or service commitments. L12 is used early for discovery and again later to review a bounded campaign; its position in the lesson list is not a spending sequence.

Use the five-stage short route: narrow offer → local conditions and demand → permitted rehearsal → customer estimate → readiness decision. Each stage produces evidence and can end in WAIT or

NARROW. A course page, checked box or invented Case C does not establish competence, demand, permission or customer acceptance.

UPHOLSTERY NOT READY: do not advertise, quote as available, accept payment for, test on a customer item or perform BG10 + 30G3 upholstery extraction until the exact current connection, clean-water changeover, spray and water-pickup verification instructions are available, reconciled with the textile instructions and demonstrated under competent supervision. The public sources checked here do not close that gate.

Case C is a conditional paper teaching model, including its $405 price, 420-minute comparison, 24 fl oz inventory entry and proposed water ledger. No work, hookup, mixture, test, municipal approval, acceptance or payment occurred. The water ledger and combined chair estimate remain blocked assumptions; retain the money/time example for analysis, not as an executable job plan. Word/Excel/browser records are separate copies; export browser backups.

First action: Write a carpet-only starter offer in F01, then open L02 and L12/F12. Identify three actual candidate needs and permitted discovery channels, record local operating/disposal questions and keep purchase decisions on hold. Do not offer upholstery while its equipment gate is unresolved.

Course route

Choose a workable starter service

L01 Choose the offer you can demonstrate. Output: Write a specific service offer and a practice gap list. Practice allowance: 30 minutes.

L02 Validate local work before committing money. Output: Complete a go or wait decision using actual candidate sites and local requirements. Practice allowance: 40 minutes.

L03 Build and check a small equipment system. Output: Create a model-specific kit, maintenance and transport record. Practice allowance: 35 minutes.

Assess and agree the order

L04 Turn an inquiry into an assessable scope. Output: Gather the information needed for an honest assessment and provisional price. Practice allowance: 35 minutes.

L05 Inspect carpet and separate soil from damage. Output: Draw a carpet condition map and select proceed, revise or refer for each area. Practice allowance: 45 minutes.

L06 Approve upholstery by instructions and dry-down evidence. Output: Make a textile compatibility decision and retain a separate unresolved equipment gate. Practice allowance: 45 minutes.

L07 Measure scope, stock and the complete water flow. Output: Keep area, concentrate stock, marked-cap dosing and a capacity/discharge water ledger separate; expose unresolved values. Practice allowance: 40 minutes.

L08 Price the complete owner cycle and preserve the accepted plan. Output: Create a funded estimate with an immutable dated comparison baseline. Practice allowance: 50 minutes.

Deliver and hand over the cleaning

L09 Clean compatible carpet with controlled application and recovery. Output: Rehearse a model-specific carpet route with stop conditions and a recoverable exit. Practice allowance: 50 minutes.

L10 Resolve the upholstery equipment gate before sale or work. Output: Record NOT READY until exact BG10 + 30G3 changeover, connection and water-pickup verification evidence is obtained and demonstrated. Practice allowance: 45 minutes.

L11 Finish drying, disposal and the customer handoff. Output: Leave a specific drying and remaining-condition record with a lawful waste record. Practice allowance: 40 minutes.

Find customers and run the business

L12 Find customers for the actual cleaning offer. Output: Build an unsent two-week outreach plan and a matching-population lead log. Practice allowance: 50 minutes.

L13 Reconcile actuals, complaints and repeat work. Output: Explain the difference between economic remainder, cash and a callback decision. Practice allowance: 45 minutes.

L14 Rehearse the whole order and decide whether to launch. Output: Complete one coherent readiness rehearsal and record unresolved gates. Practice allowance: 35 minutes.

Starter boundaries

- Loose, Oriental, antique, wool, silk, sisal, jute and other specialist rugs or textiles; unidentified fibers or construction
- S- or X-coded wet cleaning; W-coded furniture without method permission; leather and delicate or unstable upholstery
- Flood, sewage, mold, pest treatment, urine remediation, disinfecting, smoke restoration or guaranteed odor/stain removal
- Stairs, difficult access, moving heavy furniture, repair/stretching, stripping protectors or applying protectants
- Any job without a workable drying plan, safe electrical supply, authorized wastewater destination or assessed operator competence

Files and readiness

The package contains 14 lessons, 14 working forms with separate examples, a complete fictional case, original teaching visuals and a nine-sheet formula planner with an independent Estimate. Counts follow the tasks.

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- The starter offer names actual materials, methods, included surfaces and exclusions, with no unsupported stain, dry-time or health promise.
- Actual full-tank water-mark volume, exact current label/cap dosing, concentrate issue, all rinse/recovery volumes and usable containment reconcile; no unresolved teaching assumptions carried into physical work.
- Actual local licensing/home-use, insurance/business vehicle and wastewater decisions are recorded for the real operation.
- Material identity and current furniture/fabric/carpet instructions support the selected method; W code alone does not pass upholstery.

- Permitted inconspicuous tests have been inspected after full dry-down; an adverse response stops the item.
- A competent observer has reviewed real safe handling, setup, controlled application/recovery, drying and equipment care in a permitted practice setting.
- The written scope, whole owner cycle, funded price, confirmed customer willingness and adequate working cash agree.
- The job copy has neutral forms, a dated accepted baseline, stock/cash distinction, actual comparison and a fair unresolved/refund route.
- The household can maintain safe access and drying restrictions; a lawful wastewater route and fallback exist before work.
- All browser records are exported if needed, blank masters retained and customer information protected.