Creosote

Q&A
Well, hi there.

Thanks for digging deeper into our business listing. Hopefully this document answers some of the questions you have.

If you have additional questions, or you’re more of a conversationalist than a reader, reach out to me at andy@creosoteaz.com. I’d love to chat.

And now, on to the good stuff.

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What kind of buyer are you looking for?

We do heart first. Compassion first. Care first. People allow us to be a part of their homes and their lives every day. We’re honored. People come first: ahead of the job, timeline, or margin, because we know that real relationships take some investment. People are worthy of love, dignity, and kindness. If people don’t feel like our techs will stop to have a conversation, usher ducklings out of their yard, or sing Frozen for their kids...we’re doing it wrong.

If you’re on board with that, you’re probably a good fit. This job also spends a lot of time outside: in the heat and the cold. It’s very physical (bending, leaning, carrying ladders and buckets). Your interpersonal skills need to be on-point. We wouldn’t mind if you were in love with the great state of Arizona, but that’s not a requirement.

Some complementary industries would be landscaping, power washing, screen building, window installation, and window film installation.

This is a young business. Should I be worried?

True, we’ve been around for a little less than three years, but someone with the right personality and “get sh** done” attitude will be able to grow this business very quickly. We’ve reached max capacity for a single operator, and my health issues make it unwise to scale the business further. Time to pass the baton, and watch it grow from here.
What’s the take-home pay like?
This business began as a hobby, and has been a peaceful lifestyle for my wife and I. For the first year and a half, we only took on part-time work. Within 6 months of going full time, we reached max capacity for a single operator. And now the business is ready for growth that only comes with more employees. Cash flow for 2018 (about 6 months of full-time work) was $31,000.

What about the summer seasonality?
Yeah, there’s no getting around this one. A couple of ideas for balancing the cash flow would be: 1) Have consistent clients sign up for a “subscription service model,” where they pay the same amount every month and have cleanings throughout the year. We’d recommend putting employees on salary in this case. 2) Branch into window screen sales and repair. In our Arizona summer, the screening industry is booming. 3) Dig deep into the realtor market and become the go-to window cleaner for listing photos (summer is real estate high season). 4) Have a consistent set of commercial accounts.

It’s hot work.
Soak your bandanas and get a big hat. Long sleeved shirts will save you in the summer, but yes, it’s hot. Sometimes you can time the cleaning so you’re not working in the direct sun, but there’s no mistaking... it’s uncomfortable in the summer. Bright side, you’ll be super toned. No gym membership necessary.

How are the systems/processes?
We rely on a couple different systems to keep us organized and running smoothly. You will likely find ways to personalize them, but our processes are a well-worn path at this point, and will serve you well.

Will you sign a non-compete?
Yep - we’re willing to sign a non-compete on services detailed in this listing.