

Win Property Management, HOA & Commercial Accounts

Free seminar preview and business tool

Build a vendor packet and an account plan that address a property buyer's operating needs.

Choose accounts you can serve

Commercial opportunity starts with fit. A portfolio may contain different property types, approval structures and work schedules. Select a narrow service offer that your team can deliver repeatedly. Identify the property manager, purchasing contact, onsite contact and person who can authorize work. Ask about portfolio geography and expected volume without treating an estimate as guaranteed work. Check capacity, travel and payment timing before pursuing a large account. A small, well-run initial assignment can provide better evidence than promising nationwide capacity you do not have.

Classroom example

A cleaning firm can support three offices within a 20-mile service radius on weekday evenings. A prospect needs seven buildings across two states. The firm offers the three local buildings and explains its limits rather than implying it can cover all seven.

Explore the full program at academy.saferpros.com/business-growth/commercial-accounts/

Preview only. The full workshop includes four business templates, practice, a capstone and a 30-day implementation plan.

Try it in your business

Score two fictional target accounts on geography, service fit, crew capacity, approval clarity and payment timing. Choose one and explain the reason.

Property type, geography and number of locations

Service need and expected frequency

Decision maker and work authorizer

Capacity and travel constraints

Qualification gaps and go/no-go decision

Request program details: info@saferpros.com | 1-800-HIRE-A-PRO

All figures and cases are illustrative. This tool does not establish a credential or provider verification.