

The ExpressTime Insider



April 2016

Learn more about our
Solutions:

- [ExpressTime](#)
- [ExpressInspections](#)
- [ExpressTime Communication Manager](#)
- [ExpressAccounting](#)

We've made some changes to our website that you don't want to miss out on! Take a look at the new Guides and Tutorials tab for resources your team can utilize.

CONTACT US:

1-888-457-7978

support@express-time.net

www.ExpressTime.net

Because we're in the janitorial business too, we understand the amount of stress that goes into each bid, quote, or job proposal. Submitting a stand-out proposal is so important in securing the job. From our experience, including information about the software you use makes a big impact on potential clients. We care about your business and want to see it grow! Here are 3 tips that will help you land your next account:

- 1) **Showcase your Software:** So maybe we're a little biased, but adding your software solutions to your proposals is guaranteed to leave an impression. We've heard countless stories over the years of how having ExpressTime Solutions was the deciding factor in winning an account. Just as pricing is critical to include in a proposal, so are the tools you use to manage your accounts. Be sure to include information on features of ExpressTime that will be valuable to your client; such as how the notifications you receive for no show employees will alert supervisors to ensure the facility will be serviced. Better yet, include that you use [ExpressInspections](#) to ensure quality cleaning and add in a picture of a sample inspection! You'd be surprised at how many of your competitors don't have these resources in place, giving you a competitive advantage. We've created a document that you can include in your bids that gives an overview of how the software is beneficial and gives screenshots as well! [Click here to download your copy of the Quality Assurance Program PDF for bid proposals.](#)
- 2) **Use the Cleaning Proposal in ExpressTime:** Did you know there's a printable cleaning proposal in your ExpressTime database? Simply add your prospective client into ExpressTime and under the Work Order Requests tab you can create a Cleaning Proposal to add to your bidding packet. [Click here to see what a Cleaning Proposal looks like.](#)
- 3) **Be Personable:** Mention attributes that will create a connection between you and your prospective client. Maybe it's your community involvement in the city where they operate or that you're both alumnus of the same university. Always find a way to tie in your years of experience and dedication to the community that you work or live in.

New tutorials are here!



We've posted new tutorials on our YouTube channel to help you get the most out of ExpressTime. Learn about budgeting, reports, editing time, work orders, and more by [clicking here](#). Be sure to subscribe to our YouTube channel to stay up-to-date on the latest tutorials and ExpressTime news!