

PRETECH GOLDEN TOUCH BUSINESS PLAN

Precious Ejiogu



DESCRIBE YOUR BUSINESS:

PRETECH GOLDEN TOUCH is a professional cleaning company committed to providing top-quality cleaning services to homes, offices, schools, and commercial facilities. We have successfully completed more than two major contracts and are registered with the Corporate Affairs Commission (CAC). If given a loan, the funds will be used to purchase industrial cleaning equipment, and expand our marketing efforts. This will help us serve more customers efficiently, increase our income, and grow our reputation for excellence in the cleaning industry.

EXPLAIN THE PROBLEM.

Many busy residential and commercial spaces in our area suffer from poor hygiene and inconsistent cleaning due to a lack of reliable, professional services—resulting in unhealthy environments that affect productivity and well-being—while many of these spaces also require deep cleaning from long-term dirt buildup, neglect, or renovations, which most providers overlook, but PRETECH GOLDEN TOUCH delivers both regular and intensive deep cleaning to fully restore cleanliness, comfort, and hygiene.

EXPLAIN YOUR SOLUTION.

We offer affordable, thorough, and timely cleaning services using trained staff and modern equipment. Our services are tailored to meet the needs of each client, ensuring satisfaction and repeat business. We also educate clients on proper hygiene practices, contributing to a healthier community.

BUSINESS MISSION STATEMENT:

To deliver exceptional and reliable cleaning services that exceed customer expectations by combining professionalism, innovation, and integrity, making every environment we touch cleaner, safer, and healthier.

HOW LONG HAVE YOU BEEN IN BUSINESS?

We have been in business for over 1 year, serving clients with dedication and earning repeat contracts based on our outstanding service delivery.

YOUR NET INCOME

Explain how much your revenue is, what your expenses are, including salaries, and what your profit is.

Estimated Monthly Revenue: ₦400,000 (≈ \$267)

Estimated Monthly Expenses (wages, transport, cleaning materials, machine hire, etc.): ₦300,000 (≈ \$200)

Net Profit: ₦100,000 (≈ \$67)

SERVICE OR PRODUCT DELIVERABLE:

We offer top-quality cleaning, fumigation, and facility maintenance services for residential, commercial, and religious buildings. Our range of services includes residential cleaning, office cleaning, post-construction cleaning, floor polishing, and

janitorial services. Each service is carried out with a detailed process—from initial site inspection to final sanitization—ensuring high-quality, reliable results for every client.

DESCRIBE YOUR BEST CUSTOMER:

Our ideal customer is a business owner, property manager, or busy professional who values cleanliness, safety, and consistent service. They are willing to pay for quality and often prefer long-term service agreements. One of our most important clients is The Church of Jesus Christ of Latter-day Saints, which awarded us Job Order 00499879 for the deep cleaning of a building internally and externally, based on the provided BOQ. This job confirms our ability to meet high standards and deliver professional services trusted by reputable organizations.

WHY CUSTOMERS DO BUSINESS WITH YOU RATHER THAN WITH YOUR COMPETITORS:

We are reliable, punctual, and detail-oriented. Unlike others, we offer customizable cleaning schedules, trained staff, and use eco-friendly products. Our client feedback and repeat contracts speak for our service quality.

WHAT IS THE MOST COMMON CAUSE FOR A BUSINESS LIKE THIS TO FAIL?

Poor customer service, lack of consistency, and inadequate equipment often cause cleaning businesses to fail.

HOW CAN YOU AVOID THIS PROBLEM?

We invest in staff training, maintain high service standards, use appropriate tools, and always communicate openly with our clients to ensure satisfaction.

LIST YOUR SERVICES OR PRODUCTS AND THEIR PRICES:

Residential Apartments

- 1-Room Apartment – ₱200,000 ≈ \$133
Includes deep cleaning and machine scrubbing (especially for tiled floors).

- 2-Room Apartment – ₦250,000 ≈ \$167
Includes deep cleaning and machine scrubbing.
- 3–6 Bedroom Flats – ₦450,000 ≈ \$300
Includes machine scrubbing and full fumigation.

Warehouses

- Warehouse (Approx. 1,000 sqm) – ₦800,000 ≈ \$533
Covers deep cleaning (interior and exterior) + fumigation.

Offices

- Pricing: Negotiable
Based on the square meter size and scope of work.

Churches / Mosques

- Pricing: Negotiable
Based on building size and required services.

Other Services (Negotiable)

- Fumigation only
- Garden maintenance & pest control
- General cleaning (customized per request)
- Post-construction cleaning
- Event cleanup and more

HOW DO CUSTOMERS KNOW THAT YOU EXIST?:

We use word-of-mouth referrals, WhatsApp status ads, flyers, and sending letters to different companies in our areas to reach potential clients.

WHY DID YOU CHOOSE THIS BUSINESS?

I chose this business because I have a deep passion for cleanliness and creating safe, comfortable environments for people to live and work in. I believe that cleanliness is not just about appearance but about health, productivity, and peace of mind. Through PRETECH GOLDEN TOUCH, I have the opportunity to solve real cleaning problems while also proving that cleaning services can be a sustainable and profitable business. This venture allows me to empower others by creating job opportunities, promoting good hygiene in homes and workplaces, and expanding public awareness about the importance and value of professional cleaning solutions.

LIST YOUR TOP WAYS TO FIND NEW CUSTOMERS:

Social media advertising
Referral programs
Door-to-door marketing
Corporate proposals
Networking with real estate and property managers.

Insert pictures of your business activities here and give a brief explanation of each:





Fumigation, roof cleaning, and tile scrubbing

HOW WILL YOU USE THE MONEY? (Include pictures of the product/service (s))

Item	Amount (₺)	Approx. Amount (\$)
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Pressure Pump Machine

₺700,000

\$467



Industrial Vacuum

₺300,000

\$200



Marketing and Advertising

₺100,000

\$67

Materials (cleaning supplies,

₺100,000

\$67



detergents, Mop etc.)



Working Capital (transportation, etc.) ₦150,000 \$100

Total ₦1,350,000 \$900

Income Statement:

Month	9 Months Ago	8 Months Ago	7 Months Ago	6 Months Ago	5 Months Ago	4 Months Ago	3 Months Ago	2 Months Ago	Last Month	Month 1 Forecast	Month 2 Forecast	Month 3 Forecast	Total
Sales revenue	90.00	125.00	180.00	193.00	201.50	230.05	256.00	300.00	355.80	410.00	490.00	530.00	3,361
Total transactions or units sold	4	3	2	2	4	3	6	4	4	5	5	7	49
Revenue per transaction or unit	23	42	90	97	50	77	43	75	89	82	98	76	69
Expenses													
Self salary	40.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	65.00	72.00	75.00	75.00	677
Employee salaries	0.00	0.00	0.00	0.00	20.00	30.00	47.00	30.25	48.50	50.00	70.00	82.40	378
Raw materials	10.00	10.00	14.00	20.00	10.00	15.00	22.70	54.20	38.80	40.00	42.00	45.00	322
Store Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
Technology	10.00	10.00	10.00	10.00	7.00	10.00	7.00	10.00	18.00	0.00	0.00	0.00	92
Advertising	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
Transportation	4.00	5.00	10.00	5.00	7.00	7.00	5.00	5.00	5.00	5.00	5.00	5.00	68
Loan repayment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
Taxes/Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	37.50	37.50	37.50	113
Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
Total Expenses	64	75	84	85	94	112	132	149	175	205	230	245	1,649
Expense per transaction or unit	16	25	42	43	24	37	22	37	44	41	46	35	-
Net Income to reinvest	26	50	96	108	108	118	124	151	181	206	261	285	1,712
Net Profit Margin	29%	40%	53%	56%	53%	51%	49%	50%	51%	50%	53%	54%	-

Cash Flow Statement

	2 months ago	last month	this month	next month	month 3	month 4	month 6
Income	256	300	355.8	410	490	530	570
- Fixed expenses	-55	-85.25	-118.5	-77	-80	-80	-80
- Loan payment	0	0	0	-37.5	-37.5	-37.5	-37.5
- Variable expenses	-76.7	-64.2	-56.8	-90	-112	-127.4	-140
= Profit (or loss)	124.3	150.55	180.5	205.5	260.5	285.1	312.5
Starting cash	0	124.3	274.85	455.35	660.85	921.35	1206.45
Available cash	124.3	274.85	455.35	660.85	921.35	1206.45	1518.95

WHAT HAVE YOU DONE WITH THE PROFITS YOU MADE TWO MONTHS AGO AND LAST MONTH? BE VERY SPECIFIC ABOUT ITEMS.



\$30 Business card



\$25 Buckets, Mops



\$20

What did you learn from the practice pitch you gave to your area supervisor's Rotary Club? What was the date of that practice pitch event?

I learned how important it is to speak clearly and confidently when talking about my business. The feedback helped me know what to improve, like explaining my ideas in a simple way and staying on time. I also learned how to answer questions and be better prepared next time

Share about your family and picture here: I come from a family of five. I am the youngest child, with two older brothers and a sister. My dad has passed away, and my mom is a hardworking trader who has been our strength and support.



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