



**VALCOURT**  
GROUP

## Window Cleaning

Cross-Selling Sheet



# Adding Window Cleaning Services to Current Clients

## What We Do

- Window Cleaning
- Glass Restoration
- Pressure Washing
- Birdproofing
- Parking Garage Cleaning
- Construction Clean
- High Dusting

## Signs of Opportunity

**Window cleaning** – stained or dirty glass; unsealed façade (I would eliminate the unsealed façade, not an easy thing to look for, if building glass is stained, the façade is more than likely unsealed)

**Pressure washing** – apparent dirt, oil, grease, black rundown, mold, mildew, algae stains, rust (more likely a bigger issue at hand, can remove with special cleaning but will need to fix the source which is a waterproofing issue), graffiti, gum

**New Construction**- mid to high-rise buildings is where we offer services many others can't at a competitive rate with results that wont show up on their punch list!

**High Dusting**- opportunities from big to small: Warehouses, production plants, distribution centers, building entrance/atriums. Noticeable buildup of dust or other particles on beams, lights, trusses, etc.

## 5 Simple Questions To Ask:

1. Are you getting your exterior windows cleaned? If so, who are you using?
2. Are you happy with your current window cleaning vendor? If not, why?
  - a. If a Valcourt Group company is the current provider and they aren't happy, please provide feedback to the GM of that branch ASAP
3. Did you know we offer several other services as well, including pressure washing, parking deck maintenance services, and birdproofing?
4. We can also help you manage your building's compliance with OSHA fall protection regulations with our SafeSite program. Would you like to hear more about the program?
5. Our parking deck/garage services maintain your surfaces all while staying in compliance with local and EPA regulations on water management. Would you like to learn how we can help you with your annual parking deck/garage cleanings?

## WE MAINTAIN BUILDINGS NATIONWIDE!

# 10,000+

# DYK?



A semi-annual exterior window cleaning and annual interior window cleaning is recommended for all buildings.



We thoroughly remove normal and excessive construction debris from all exterior surfaces.



We use the latest in pressure washing technology to achieve lasting results, with and without chemical injection while keeping your site in compliance with EPA and local water management regulations.



If properly maintained, removing mineral deposit stains on a building's glass won't come back.