

Cold Calling Scripts – Janitorial & Post-Construction Cleaning

Scenario 1: Janitorial Appointment Setting – Script A

Hi, is this [Name]?

This is [Your Name]—I work with a local cleaning company helping businesses like yours improve their janitorial services with better reliability and pricing.

We're offering free walkthroughs right now to provide a comparison quote—no obligation, just a chance to see if we can add value.

Would you be open to a quick walkthrough later this week or next?

Scenario 1: Janitorial Appointment Setting – Script B

Hi, [Name], this is [Your Name].

We specialize in commercial cleaning and are reaching out to a few businesses in the area to offer a complimentary quote and service review.

It takes less than 15 minutes and could help you save time and reduce cleaning complaints.

Is that something you'd be open to exploring this week?

Scenario 2: Post-Construction Cleaning – Script A

Hi, this is [Your Name].

I'm reaching out to see if your company keeps a vendor or subcontractor list for final cleaning on construction projects.

We specialize in post-construction cleaning—everything from rough cleans to final punch-outs—and we're looking to get added for upcoming opportunities.

Is there a vendor form or prequalification process we could complete to be considered?

Scenario 2: Post-Construction Cleaning – Script B

Hi, I'm [Your Name].

We provide reliable, experienced post-construction cleaning services and work with contractors across [City/Region].

I wanted to check if you have a process for getting on your approved vendor or bid list for cleaning phases. We're equipped for residential and commercial jobs and can handle tight timelines.

Would it be okay if I sent over our company info or filled out a subcontractor form to be considered for future bids?