



How to Start a Cleaning Business

a complete guide



How To Start A Cleaning Service

B Lingard



How To Start A Cleaning Service:

How to Start Your Own House Cleaning Company Angela Brown, 2016-03-09 Start a house cleaning business with this step by step guide and be up and running in one week Back in the olden days before the internet was really popular and you could Google search anything there was trial and error If you wanted to start a house cleaning business from scratch you could but it was rarely an overnight success for anybody Big success was tossed to the cleaning service franchisees who could afford the fancy training and well built brands while the mom and pop cleaning services were left to figure it out on their own Good news times have changed As an independent house cleaner you no longer have to wade through endless Pinterest boards for tips and ideas on how to start a house cleaning business Angela Brown built from scratch one of the most successful independently owned and operated house cleaning companies in the Southeastern United States If you are serious about success in the cleaning service industry you should sign up for her free tips tricks and time saving hacks by joining the Savvy Cleaner email list at savvycleaner.com tips and you follow her blog at AskaHouseCleaner.com She has trained a multitude of independent house cleaners how to take their business from day one through expansion and enormous growth In this step by step guide she ll show you How to set up your home office What office supplies you are going to need Ideas for your company logo How to choose your company name How to choose a uniform Tips on creating your company image and brand How to set your rules and policies How to choose a territory Everything you need to know about creating flyers worksheets and why you need them How to bid jobs what to charge What kind of car you need Confidence builders how to build instant credentials Bonding insurance The magic of the Mulligan How to get an endless stream of referrals how much you should pay for referral fees How to never have any billing and collections and how to always get paid and on time There is a reason they call Angela Brown The House Cleaning Guru If you re here because you have an interest in house cleaning or in upgrading your life and you want to start a house cleaning business welcome House cleaning business is a 49 billion dollar a year industry that is nearly recession proof when times get hard people work more hours to pay the bills they have less time at home to clean so they outsource their cleaning which means more business for you and me Another awesome reason to start a house cleaning business is this unlike a regular 9 to 5 job if you get fired you re not out of work You simply add another customer into your new available time slot and keep going And you will learn here how to do such an amazing job that you will never get fired and your clients will never want you to leave Franchise or Start a house cleaning business FREE BONUS DOWNLOAD savvycleaner.com franchise So should you buy into an existing franchise like Molly Maid MerryMaids The Cleaning Authority Maid Brigade Maid Pro Sears MaidServices The Maids Two Maids A Mop You ve Got Maids MaidSimple Cleantastic Home Cleaning Services of America Jani King MopFrog Jan Pro Maid to Perfection or many of the others on the market Or should you start your own house cleaning company from scratch There are pros and cons to both If you are not sure of the differences you can download a free comparison chart at savvycleaner.com franchise For the sake

of this book we are going to assume you are going to start your own **How To Start a House Cleaning Business** ARX Reads, In this book I share 3 tips on how you can start and grow your commercial cleaning business without getting stuck doing the cleaning Doing a little bit of cleaning in your cleaning business isn't a bad thing it becomes a problem when you get stuck in your office cleaning business Start Your Own Cleaning Service Jacquelyn Lynn,/ Entrepreneur magazine,2014-04-15 If it can get dirty chances are people will pay to have it cleaned Houses carpets upholstery windows the list goes on and on A vast majority of dual income families use cleaning services creating a huge market for cleaning service startups Updated with the latest industry and market information including the impact of technology and new specialty niches this new edition provides eager entrepreneurs with all the information they need to become a squeaky clean success The experts at Entrepreneur share everything aspiring entrepreneurs need to know to start three of the most in demand cleaning businesses residential maid service commercial janitorial service and carpet upholstery cleaning Included are current statistics and trend forecasts the ins and outs of finding customers new ideas for hiring and training employees up to date legal tax and insurance requirements tips on avoiding common pitfalls and surefire tips for growing a business Other support includes answers to frequently asked questions and access to an appendix of additional resources and checklists to guide readers through each step of the startup process How To Start A Cleaning Business J. M. Norman and M.R. Norman,2021-09-23 Have you ever wanted to start your own business Well now is your time Get started in a business where customers are crunched on time need YOU to clean their homes and YOU already have all the tools and experience to begin now This trusty book delivers the information needed to start establish and market your cleaning business in an informative and fun manner We provide tons of different tips and tricks you can use to propel your new or existing business forward There are plenty of topics to uncover and more Later you will learn all about the required tasks of running a successful business such as equipment networking advertising pricing estimating hiring and training Additionally we provided examples of many of the different forms you'll need such as a cleaning service contract equipment and cleaning checklists a cleaning guide and sample flyer In giving you this book we want to be as helpful and honest as we can in the content we deliver We want to motivate you spark your inner boss and help you profit from your own hard work This is dedicated to beginners and current business owners of cleaning companies We want to encourage you to follow your dream of starting your own business and employing others to help them accomplish their goals Now is your time to leave your job and tell your boss that you're throwing in the towel **How to Start a Cleaning Business** Maxwell Rotheray, Many people don't like to be called cleaners but then many people don't get paid to scrub floors and wash carpets and clean windows The commercial cleaning business can be profitable flexible and can grow quickly making it a great home business preference if you key into the right path Professional Cleaning Business has the tendency of lower up front costs than other businesses and this is one of the few businesses you can begin working on immediately with little capital investment and start making profit Formal training or

certifications are not necessarily required for typical home and office cleaning For those that have a high level of work ethic and customer demeanor the cleaning business can be a lucrative and rewarding experience The following are the reasons why you should try your hand in commercial cleaning business i Constant Market Businesses need their offices cleaned whether in a good economy or bad one if it wants to keep a professional and clean environment Commercial cleaning maintains a steady market with steady demand ii Simple Service Offering Whether an entrepreneur decides to tap from an existing franchise model or build it from the scratch what businesses need is fairly similar across the board such as emptying wastebaskets cleaning bathrooms dusting tables and chairs washing toilets and the typical sweeping and mopping iii Business Is Stable Commercial cleaning is a continuing service business This means that companies and other businesses need the service regularly which brings in steady business for you as well as a secure regular income iv Entry Level Workforce The good thing about it is that your employees don t need formal education or training so you don t have to spend money on expensive training or recruiting costs v Overhead is low Outside of cleaning supplies and other essentials someone interested in a commercial cleaning franchise doesn t have to commit a lot of cash to buy cleaning equipment such as vehicles or inventory This book is a complete guide for starting a cleaning business with unpopular strategies for maximizing profit with minimum cost It also provides tips on determining the right location for a successful and flourishing business More facts and strategies are explained in this book to help you start your own commercial cleaning business without sweat Tags home based business plan technique how to start a house cleaning business starting your own cleaning business cleaning business for sale how to start my own cleaning business how to start a home cleaning business start up business growth strategies small business forecasting start up business workbook start up business ideas cheap start up businesses how to start a cleaning business from home cleaning business insurance business checklist

How to Start a Cleaning Business AS,2024-08-01 How to Start a XXXX Business About the Book Unlock the essential steps to launching and managing a successful business with How to Start a XXXX Business Part of the acclaimed How to Start a Business series this volume provides tailored insights and expert advice specific to the XXX industry helping you navigate the unique challenges and seize the opportunities within this field What You ll Learn Industry Insights Understand the market including key trends consumer demands and competitive dynamics Learn how to conduct market research analyze data and identify emerging opportunities for growth that can set your business apart from the competition Startup Essentials Develop a comprehensive business plan that outlines your vision mission and strategic goals Learn how to secure the necessary financing through loans investors or crowdfunding and discover best practices for effectively setting up your operation including choosing the right location procuring equipment and hiring a skilled team Operational Strategies Master the day to day management of your business by implementing efficient processes and systems Learn techniques for inventory management staff training and customer service excellence Discover effective marketing strategies to attract and retain customers including digital

marketing social media engagement and local advertising Gain insights into financial management including budgeting cost control and pricing strategies to optimize profitability and ensure long term sustainability Legal and Compliance Navigate regulatory requirements and ensure compliance with industry laws through the ideas presented Why Choose How to Start a XXXX Business Whether you re wondering how to start a business in the industry or looking to enhance your current operations How to Start a XXX Business is your ultimate resource This book equips you with the knowledge and tools to overcome challenges and achieve long term success making it an invaluable part of the How to Start a Business collection Who Should Read This Book Aspiring Entrepreneurs Individuals looking to start their own business This book offers step by step guidance from idea conception to the grand opening providing the confidence and know how to get started Current Business Owners Entrepreneurs seeking to refine their strategies and expand their presence in the sector Gain new insights and innovative approaches to enhance your current operations and drive growth Industry Professionals Professionals wanting to deepen their understanding of trends and best practices in the business field Stay ahead in your career by mastering the latest industry developments and operational techniques Side Income Seekers Individuals looking for the knowledge to make extra income through a business venture Learn how to efficiently manage a part time business that complements your primary source of income and leverages your skills and interests Start Your Journey Today Empower yourself with the insights and strategies needed to build and sustain a thriving business Whether driven by passion or opportunity How to Start a XXXX Business offers the roadmap to turning your entrepreneurial dreams into reality Download your copy now and take the first step towards becoming a successful entrepreneur Discover more titles in the How to Start a Business series Explore our other volumes each focusing on different fields to gain comprehensive knowledge and succeed in your chosen industry

How to Start a Cleaning Business Maxwell Rotheray,2020-01-22 Many people don t like to be called cleaners but then many people don t get paid to scrub floors and wash carpets and clean windows The commercial cleaning business can be profitable flexible and can grow quickly making it a great home business preference if you key into the right path Professional Cleaning Business has the tendency of lower up front costs than other businesses and this is one of the few businesses you can begin working on immediately with little capital investment and start making profit Formal training or certifications are not necessarily required for typical home and office cleaning For those that have a high level of work ethic and customer demeanor the cleaning business can be a lucrative and rewarding experience The following are the reasons why you should try your hand in commercial cleaning business i Constant Market Businesses need their offices cleaned whether in a good economy or bad one if it wants to keep a professional and clean environment Commercial cleaning maintains a steady market with steady demand ii Simple Service Offering Whether an entrepreneur decides to tap from an existing franchise model or build it from the scratch what businesses need is fairly similar across the board such as emptying wastebaskets cleaning bathrooms dusting tables and chairs washing toilets and the typical sweeping and mopping iii

Business is Stable Commercial cleaning is a continuing service business This means that companies and other businesses need the service regularly which brings in steady business for you as well as a secure regular income iv Entry Level Workforce The good thing about it is that your employees don t need formal education or training so you don t have to spend money on expensive training or recruiting costs v Overhead is low Outside of cleaning supplies and other essentials someone interested in a commercial cleaning franchise doesn t have to commit a lot of cash to buy cleaning equipment such as vehicles or inventory This book is a complete guide for starting a cleaning business with unpopular strategies for maximizing profit with minimum cost It also provides tips on determining the right location for a successful and flourishing business More facts and strategies are explained in this book to help you start your own commercial cleaning business without sweat

Start Your Own Cleaning Service Jacquelyn Lynn, 2003 Low start up costs make a cleaning service ideal for sweeping up profits quickly Have you ever stopped to think about how much time you spend cleaning things Your house your car your clothes the list goes on and on And how often have you wished there was some magic way to get your cleaning chores done so you could move on to the activities you really enjoy You re not alone In fact according to the U S Department of Commerce over 80 percent of dual income households use some sort of cleaning service making it one of the fastest growing and most lucrative business in America Startup is easy and requires very little initial investment This book tells you everything you need to know to start three of the most in demand cleaning businesses residential maid service commercial janitorial service and carpet upholstery cleaning You ll learn The ins and outs of finding customers How to hire and train employees What equipment and supplies you ll need and where to find them What to charge How to keep tax records Legal requirements and insurance How to avoid common pitfalls Surefire tips for growing your business It also contains answers to frequently asked questions an appendix of additional resources plus checklists and worksheets to guide you through each step of the start up process Don t overlook this exciting opportunity Pick up this book and start on the path to success today *How to Start a Cleaning Services Business* AS, How to Start a Business About the Book Unlock the essential steps to launching and managing a successful business with How to Start a Business books Part of the acclaimed How to Start a Business series this volume provides tailored insights and expert advice specific to the industry helping you navigate the unique challenges and seize the opportunities within this field What You ll Learn Industry Insights Understand the market including key trends consumer demands and competitive dynamics Learn how to conduct market research analyze data and identify emerging opportunities for growth that can set your business apart from the competition Startup Essentials Develop a comprehensive business plan that outlines your vision mission and strategic goals Learn how to secure the necessary financing through loans investors or crowdfunding and discover best practices for effectively setting up your operation including choosing the right location procuring equipment and hiring a skilled team Operational Strategies Master the day to day management of your business by implementing efficient processes and systems Learn techniques for inventory management staff training

and customer service excellence Discover effective marketing strategies to attract and retain customers including digital marketing social media engagement and local advertising Gain insights into financial management including budgeting cost control and pricing strategies to optimize profitability and ensure long term sustainability Legal and Compliance Navigate regulatory requirements and ensure compliance with industry laws through the ideas presented Why Choose How to Start a Business books Whether you re wondering how to start a business in the industry or looking to enhance your current operations How to Start a Business books is your ultimate resource This book equips you with the knowledge and tools to overcome challenges and achieve long term success making it an invaluable part of the How to Start a Business collection Who Should Read This Book Aspiring Entrepreneurs Individuals looking to start their own business This book offers step by step guidance from idea conception to the grand opening providing the confidence and know how to get started Current Business Owners Entrepreneurs seeking to refine their strategies and expand their presence in the sector Gain new insights and innovative approaches to enhance your current operations and drive growth Industry Professionals Professionals wanting to deepen their understanding of trends and best practices in the business field Stay ahead in your career by mastering the latest industry developments and operational techniques Side Income Seekers Individuals looking for the knowledge to make extra income through a business venture Learn how to efficiently manage a part time business that complements your primary source of income and leverages your skills and interests Start Your Journey Today Empower yourself with the insights and strategies needed to build and sustain a thriving business Whether driven by passion or opportunity How to Start a Business offers the roadmap to turning your entrepreneurial dreams into reality Download your copy now and take the first step towards becoming a successful entrepreneur Discover more titles in the How to Start a Business series Explore our other volumes each focusing on different fields to gain comprehensive knowledge and succeed in your chosen industry

How to Start a Cleaning Business - Start, Run & Grow a Successful Cleaning Company (Residential & Commercial)

Angela Neat,2021-03-27 How to start a cleaning business is a up to date comprehensive and easy to understand guide to starting and running a successful domestic cleaning agency based on the author s own experience Compared with other business start ups a cleaning agency offers many advantages Professional Cleaning Business has the tendency of lower up front costs than other businesses and this is one of the few businesses you can begin working on immediately with little capital investment and start making profit Who is this book for This book is for someone looking to learn how to build a cleaning business and begin making money quickly and easily I am here to help Here s what you ll discover inside Why the Cleaning Business is a profitable and stable business Updated Step by Step guide to set up your cleaning business Secrets to Grow and scale your business How to gain loyal customers who keep coming back The best equipment skills techniques for customer satisfaction Pricing strategies for maximum profit Common Mistakes you must avoid to be successful Much More What are you waiting for Scroll up and buy now to have the best chances to excel in your cleaning business journey **How**

to Start a House Cleaning Business Miguel Perez Publishing, Ready to turn your knack for cleaning into a profitable business How to Start a House Cleaning Business is your step by step guide to launching growing and thriving in the residential cleaning industry whether you re starting from scratch or looking to level up your side hustle This practical easy to follow guide walks you through everything you need to know from creating your business plan and choosing a niche to pricing your services finding clients and scaling for success With insights on licensing marketing customer retention and day to day operations you ll be fully equipped to build a sustainable profitable house cleaning business with confidence Whether you want part time income or full time freedom this ebook is your roadmap to independence flexibility and financial success in a high demand industry [Start Your Own Cleaning Service](#) Jacquelyn Lynn, Entrepreneur magazine, 2014-04-21 If it can get dirty chances are people will pay to have it cleaned Houses carpets upholstery windows the list goes on and on A vast majority of dual income families use cleaning services creating a huge market for cleaning service startups Updated with the latest industry and market information including the impact of technology and new specialty niches this new edition provides eager entrepreneurs with all the information they need to become a squeaky clean success The experts at Entrepreneur share everything aspiring entrepreneurs need to know to start three of the most in demand cleaning businesses residential maid service commercial janitorial service and carpet upholstery cleaning Included are current statistics and trend forecasts the ins and outs of finding customers new ideas for hiring and training employees up to date legal tax and insurance requirements tips on avoiding common pitfalls and surefire tips for growing a business Other support includes answers to frequently asked questions and access to an appendix of additional resources and checklists to guide readers through each step of the startup process **How To Start A Cleaning Business** Elizabeth Branch, 2012-04-01 There is a difference between desire and decision After a bad day at work or when a particularly big bill you hadn t expected arrives every working person wants to have more money wants to be his or her own boss But really that feeling is temporary It s a reaction to current circumstances and for whatever reason it will fade fairly quickly That is the first lesson to learn in starting your own business not everyone was meant to have one Sometimes of course that desire persist It will become solid and strong something that doesn t fade in hours or days And it s that driven desire that can lead you to make a decision one that will change your life And that s why you re holding this book in your hands or reading it on your screen because that fleeting dream just won t go away and you think you may really want to start a cleaning business of your own This book will help you make an intelligent decision **How To Start A Successful Cleaning Business** Kim Robertson, 2017-05-19 How to Start A Cleaning Business The Essential Guide To Starting A Cleaning Business Starting a cleaning business can be a profitable alternative to the day job An evergreen service with a growing demand with both domestic and commercial clients it s a future proof business with masses of profit potential How To Start A Successful Cleaning Business Second Edition provides you with the essential information you need to know before you start your cleaning business From legal and technical

requirements to get started to everything you need to start a cleaning business Packed with tips inside information and tricks of the trade this book is a must have for anyone considering starting their own profitable cleaning business *How to Start, Run and Grow a Successful Residential and Commercial Cleaning Business* Maria Carmen, 2016-11-04 How to Start Run and Grow a Successful Residential Commercial Cleaning Business Hello my name is Maria Carmen and I have something important to tell you I know you've probably heard these types of success stories before and are a little skeptical but I'm telling you this is true and can really happen for you Ten years ago after my divorce I needed to find a way to support myself I was one of those individuals that never went to college or had a trade skill so there weren't a lot of job choices for me What was I to do I started looking into entry level jobs that didn't require specialized training or skills Unfortunately I wasn't keen on the idea of working at a fast food restaurant for minimum wage with limited potential for advancement or better pay Then I learned about house cleaning from a friend of mine She used house cleaning as a way to supplement their family income However I realized the potential to grow this into something more So I started taking on a few residential cleaning jobs getting my name out there and increasing my client list I took the time to do some research and found a way to offer some specialized services that got me paid a little extra Before I knew it my client list was growing beyond what I could do by myself So I started hiring employees Then I realized the importance of branching out and started to take on commercial contracts Commercial cleaning turned out to be even more beneficial to my income than residential cleaning Not only was I able to support myself with this work but I was able to grow and thrive Today I have a company of my own with 22 employees We take on both residential and commercial cleaning contracts My income has grown to over 250 000 a year now I never dreamed a simple job to help pay the bills would grow into this but it has It takes a little bit of work but the benefits are there to be had if you know what to do I'm here to tell you what you need to do so you can have success just like I did In This Book I Show You How To Start on a Budget Should You Go With a Franchise or Independent The Basics of the Residential Cleaning Business The Basics of the Commercial Cleaning Business Skill You Will Need Your Income Potential for Residential Cleaning The Income Potential for Commercial Cleaning Specialized Cleaning Income Potential 12 Guided Steps to Getting Started With Residential Cleaning 10 Guided Steps to Getting Started With Commercial Cleaning Equipment You Will Need Safety First Considerations 11 Steps to Choosing the Right Cleaning Products 5 Types of Cleaners To Use Where to Buy Your Cleaning Supplies How to Form A Legal Entity for Your New Business How to Get Certified How to Set a Rate Structure How to offer Competitive Pricing How to Bid and Win Job Contracts How to Write a Commercial Job Proposal How to Get Your First Client How to Market Your New Business 6 Quickest Ways to Gain New Contracts Top 10 Safety Concerns How to Run and Grow Your Business A Day in the Life Inside a Cleaning Business Important Forms and Formats Included In This Book A Sample Cleaning Service Agreement Contract Sample LLC Operating Agreement A Sample Business Plan Sample Employee Warning Letter Good luck [How to Start and Operate a Home-Based Janitorial Business](#) Carla Anderson, 2007-06 If you've

ever thought of launching your own janitorial business let Carla Anderson show you how This comprehensive guide contains all the tools and strategies necessary to successfully start and grow a lucrative home based janitorial business It covers commercial cleaning services to office complexes industrial buildings and warehouses Learn the ins and outs of setting up the business including how to obtain a business license measure a building sell your services establish clients submit a bid create a contract and more You will also discover how to operate the company obtain equipment and supplies recruit employees maintain clients and even how to strip and wax a floor Helpful informational tips are supplemented with handy forms you can duplicate including Company mission statement Employee handbook Employee timesheet Job cost breakdown Bidding form Cost estimate letter to submit to a client Cleaning services bonus program Report card for feedback With this guide at your side you can soon experience the satisfaction of establishing and building a successful home based janitorial business

Cleaning Service The Staff of Entrepreneur Media,2014-04-01 The experts at Entrepreneur provide a two part guide to success First find out what it takes to start three of the most in demand cleaning businesses residential maid service commercial janitorial service and carpet upholstery cleaning Then master the fundamentals of business startup including defining your business structure funding staffing and more This kit includes Essential industry and business specific startup steps with worksheets calculators checklists and more Entrepreneur Editors Start Your Own Business a guide to starting any business and surviving the first three years Interviews and advice from successful entrepreneurs in the industry Worksheets brainstorming sections and checklists Downloadable customizable business letters sales letters and other sample documents Entrepreneur s Small Business Legal Toolkit More about Entrepreneur s Startup Resource Kit Every small business is unique Therefore it s essential to have tools that are customizable depending on your business s needs That s why with Entrepreneur is also offering you access to our Startup Resource Kit Get instant access to thousands of business letters sales letters sample documents and more all at your fingertips You ll find the following The Small Business Legal Toolkit Sample Business Letters Sample Sales Letters

How to Start Your Own Cleaning Business Jacqueline McDaniel,2022-11-13 THE ONLY GUIDE YOU NEED TO SUCCESSFULLY START AND GROW YOUR OWN CLEANING BUSINESS The advantages of running your own cleaning business are numerous Beyond the financial rewards house cleaners can earn between 20 and 200 per hour a small business can anticipate annual revenue of 30 000 to 50 000 Profits can rise to 70 000 annually as you hire more cleaners The highest potential revenue is around 200 000 per year opening a cleaning related small business has several advantages Other benefits include little startup cost flexible schedule high demand for service being your own boss etc After Jacqueline McDaniel successfully started and grew one of the most famous cleaning businesses in LA Klean She has written this book as a guide for startups If you want to start a successful cleaning business whether you want to provide maid services janitorial services carpet and upholstery cleaning or other cleaning services this book will be of great help the author Jacqueline explains the steps on how to start and grow your own successful cleaning business She provides advice on

what you should do if you want to succeed in the cleaning industry Here is a glance at what you would learn How profitable is a cleaning business Reasons you should launch your cleaning business How to decide which cleaning services to provide Step by step on setting up your cleaning business How to estimate projects and charge for your services How to promote your business and get your first clients How to manage your cash flow to keep profit high and expense low How to effectively manage your company and clients How to expand your cleaning business Don t procrastinate start your journey of building the business you want today Scroll up and get your copy [How to Start a Cleaning Business in 7 Days](#) Shey Morton,2022-01-13 Beginners guide to starting a cleaning business The What When Where and how much Learn what services you can provideLearn how to price your servicesLearn what paperwork is needed to startLearn what licenses and insurances are bestDon t jump into this industry not knowing all the ways you can make money This Special Edition includes pricing check list and Info to get you started with as little as 50 **How to Start Your Own Cleaning Business** Sharron Jones,2016-04-20 Are you struggling to make ends meet Are you getting tired of living payday to payday Perhaps you are just looking for a change Well I say yes it is time for a change

Reviewing **How To Start A Cleaning Service**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is actually astonishing. Within the pages of "**How To Start A Cleaning Service**," an enthralling opus penned by a very acclaimed wordsmith, readers attempt an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve into the book's central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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