

## INTERVIEW ♦ The Clean Team, Áine Wilson, County Fermanagh



Áine Wilson

What appealed to me about The Clean Team was their advert in the local paper. As a Franchise Manager for a women's only fitness franchise I was familiar with franchising and was keen to work for myself.

I took on an existing business in January 2006 and was working from the moment I took it on. The training prepared me for taking on the business. I spent a few days with the franchisees in York and Portadown and was trained by Willie Little, the owner. It was all very easy to understand.

The marketing manual is excellent; all I had to do was place a few adverts for the first few months. From then on most of my customers came through word of mouth. My first team vehicle is now at maximum capacity serving my

weekly clients.

If I have any problems, which thankfully is rare, I can call Willie at any time. Cleaning Doctor are very supportive and more than obliging. I would recommend this business to others.

I'm aiming to get the first two years successfully out of the way before beginning to look at expanding the business. I haven't advertised for months, but if I did I could easily have put a second car on the road. This business has fantastic potential.

I really enjoy this business. It's really satisfying to go into a customer's house and leave it as we do. I meet lots of lovely people who have become my friends.