



## Why GM's Choose to Outsource

You don't ever want to be a six-figure housekeeper. GM's are paid for big picture responsibilities, not verifying that supplies are stocked on housekeeping carts. If you're spending too much of your time on the little things, it's time you took a big look into outsourcing.



Why is outsourcing your housekeeping services a better way to go? Let's pull back the covers:

***Outsourcing reduces your bottom-line costs.*** That's the #1 and final answer. Outsourcing saves you money because workers compensation, unemployment insurance and other related employee costs associated with your housekeeping operations become the responsibility of your outsource partner.

For instance, when you partner with Jani-King, they team you up with a business owner who understands the hotel industry and is fiscally responsible for the employees they hire, train and ultimately bring into your facility to clean. So not only do you get a small business owner to oversee the cleaning, you get someone who takes on the headaches associated with the costs of cleaning.

This is important because it's those things that take up time during your day as a GM. The hours spent hiring; the days spent training; the end-of-month reporting; these are all a strain on how effective you can be in other areas of your job.

Wouldn't it also be great to know your annual housekeeping spend based on your forecast and on the book sales? With Jani-King's Per Room Pricing structure, you'll be able to better manage spikes, trends and waves of occupancy. Working smarter leads to cost reductions, too.

Outsourcing can reduce general administration costs by around 20% depending on profit and loss costs. What's more, outsourcing can put time back into your day. Both give you the opportunity to be the star of the property.

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