Tuesday Lead Share

28 Mar 23

The meeting was called to order by Secretary, Laurie Bersack at 8:04 am. There were 14 in attendance and no guests.

No leads were reported.

Noah reported the account has $2,938.02.

Chamber news:

30 Mar-After 5 at Denim and Pearls, sponsored by Rappahannock Media.

4 Apr-Meet and Greet, 11:30am-1pm at PATH Foundation.

7 Apr-Young Professionals First Friday luncheon

13 Apr-Chamber After 5 at Hottle Insurance, celebrating 15th anniversary.

Alec reported the Chamber is starting a Friday Leadshare. They will have a “soft’ opening at the beginning of April.

We went around the room first.

Our speaker was Austin Bedrosian of Bedrosian Cleaning Service.

Austin and his wife started their business 5 years ago working part-time in the evenings and working their full-time day jobs. Austin’s parents owned a cleaning business, so he was very familiar with how the business should run. Austin met his wife in their high school in Northeastern PA. They both decided to go to Liberty University, where they were married 8 years ago. After graduation, Austin worked for the university for a year waiting for his wife to graduate. They loved VA so decided to stay after moving to Fauquier County. Austin “lived the dream” by working for Wal-Mart; however, he learned a lot about being a good manager when he was put in charge of 15 employees.

Their first job in the cleaning business was in Annadale. They left their full-time day jobs and started working full-time in the cleaning business. They had their first daughter, Charli Anne, in 2020 and their second daughter, Aurora Marie, in 2022. Austin started “Heart of Fauquier” podcast two years ago, where he interviews entrepreneurs in Fauquier County. (You can hear/see his podcasts at [www.heartoffauquier.com](http://www.heartoffauquier.com).)

Bedrosian Cleaning services now has 18 employees, 2 full-time and 16 part-time.

Austin offered a list their of services: janitorial, move out cleaning, office cleaning. They will do some specialty cleaning for current customers: carpets, wax floors, windows. They like on-going clients so they can build trust. They do not have year long contracts, only month to month.

BCS serves: private schools, churches, skilled labor offices (construction, HVAC) insurance offices, dentists commercial property manager.

BCS values: Have integrity, Be genuine, Solve problems, Serve with heart. The team goes through a background check before being hired.

Lifestyle magazine named them Best Cleaning Company of the year in 2020 and Best Commercial Company. They won Best Small Business of the Year in 2021 and Best Business of the Year in 2022.

The meeting adjourned at 9am. Kathy Holster is our next speaker.

Respectfully submitted,

Laura L. Bersack