

## 12 Points a detailer must know to avoid mistakes

**If you are thinking about becoming a detailer make sure you don't make the same costly mistakes that others do.**

- 12.. Keep away from acid wheel cleaners when your first starting out. This could be a costly mistake that can easily damage expensive polished rims.
11. Most detailers make this mistake...they don't pay attention to "details"  
A true detailer always pays attention to the details. This is one of those things that people look for to refer you to others.
10. When choosing your equipment buy professional commercial equipment.  
Avoid your local home building center since they tend to break down and leave you with a very unhappy customer.
9. Choose professional products and not retail consumer products. This will cut your cleaning time and effort in half.
8. Never use your commercial cleaners at full strength! This will save you money and headaches in the future.
7. Never use color towels when cleaning interiors always choose white towels.  
This not only let you see the dirt but will not dye your seats or carpet.
6. Don't use a Rotary polisher when starting off instead use a DA (Dual Action) Polisher it is not always quicker but it is safer and if used correctly gives you better results without the swirls.
5. Not creating a car wash menu can cost you money. People like options and don't usually like to haggle prices. This gives you and your customer the best of both worlds.
4. Create a vehicle "walkthrough" sheet. Protect yourself and point out those imperfections before you get blamed for them. This tip alone can save you hundreds of thousands of dollars.
3. Appearance and professionalism is where most detailers fall short. If clothes make a man then a uniform and neatness makes a detailer. People will judge how good you will clean their car by your appearance. So look the part from the start.
2. Invest in yourself learn the latest techniques that will make your job easier.  
Take that new class that will give a new skill. Remember, the more you learn the more you will earn!!
1. Never leave a customer hanging and always be on time!!!!!! This one alone will gain more referrals then you can handle, why...because most detailers do not pay enough attention to this one simple rule.