

## The Young Broke Entrepreneur

As a freshman in college with a couple of hundred dollars in the bank, I needed to buy a ring for my soon-to-be fiancé. It was June of 2022; I was going to school at BYU, practicing with the football team, and trying to buy a ring for my wife. With my entrepreneurial spirit and determination to not take out any loans, I decided to use those couple hundred dollars I had to buy window cleaning equipment and start up my own little company. I had washed windows back home in southern Utah, but I didn't know any people in Provo whose windows I could wash. I gathered a group of guys, and we went out to knock on doors. I told the team I would pay them 20 % of each total sale. After a lot of blood, sweat, tears, and knocking from sunup to sundown, we were able to generate over \$20,000 in revenue from those two and a half summer months. After paying all my guys and the business expenses, I had enough money to pay cash for the ring, school tuition, and the honeymoon.

I was so excited that this business would continue growing throughout the fall and winter, however, it completely stopped growing despite my efforts to continue hustling. Last year was one of the coldest and stormiest winters that Provo Utah has seen, and people just weren't wanting their windows done like they had in the summer months. I pivoted by transitioning the window cleaning into car detailing during those winter months. The car detailing has been doing quite well now, but that was no easy task in the beginning. Just as it was with starting up the window cleaning, it took a lot of knocking on doors and team recruiting to get the detailing up and going.

I have learned so much since being a business owner, like paying taxes, dealing with customers and employees, and setting aside money for the business to continue growing. We

are now cleaning windows and cars. We have marketed ourselves by knocking on doors, asking for referrals, and growing our Google review page. This last month we had a record month with total revenue of nearly 20k.

My biggest struggle right now is trying to get off the windows and into the Pathfinder stage, where I can help grow the business. I am still on every job cleaning the windows or detailing cars. I'm in the process of hiring a Project Manager who can be there at the jobs to ensure quality and effectiveness, which will allow me to spend more time improving the backend processes.

Our mission is to make our cleaning services a "win, win, win." A win for the customer by providing an incredible service, a win for the employee by taking good care of them, and lastly a win for the company by earning money to create an even better business. The vision of our business is to be the company people call when they need any type of cleaning service. We would love to master our window cleaning and car detailing first, and then add on other services to grow our revenue stream. Our values are Accountability, Integrity, and Teamwork.

This scholarship would be instrumental in allowing me to continue gaining hands-on experience by growing my business. Most importantly, it would be extremely beneficial in helping me earn my degree in the Business Strategy Program here at BYU. Thank you for your consideration.