



# Manage It, Inc.

*"Large enough to serve you... small enough to care"*

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Kellie A. Murkley ~ Yepic Article

*Manage It, Inc.*

**"Large enough to serve you.....small enough to care!"**

*Manage It, Inc.* was really started with a little Irish luck. I was working as a hairdresser part time while my husband John traveled for business a lot. A client from the salon I worked in needed a cleaning lady....little did I know that my company was born the day I said yes. With John working out of town so much this was a way to not only make extra money but to do something I liked to do. Thus because of this one client it developed to another and so on allowing me to change careers and become an entrepreneur. It also now provides solid job opportunities for employees and satisfies a need in an industry that had become frustrated with what was available in this market.

I branched out to commercial cleaning a year later after realizing that commercial had more advantages to it for my lifestyle...I joined a network group and acquired some commercial clients. With that I did some networking on my own and obtained more accounts giving us a good position in commercial cleaning allowing us to break away from residential cleanings. At the same time a builder that I knew was frustrated with their service so we branched out to post construction cleanings simultaneously to commercial cleaning. It was a busy year to say the least!

*Luck* did have a lot to do with my business starting out but hard work, long days and working two jobs kept this company growing. I was lucky in respect that I was also married to a man that taught me solid money management and hands on approach to this business. Because of this I learned that working two jobs would pay for the equipment that I needed thus keeping my initial investment for the business lower and making us profitable earlier than anticipated. It also allowed me to personally train each employee and to learn more about this new career. To date I still personally train each facility we maintain which has become part of the signature of our company.

Things were really growing professionally...then things changed drastically personally. 10 years with my husband traveling lead to us getting separated, 8 months later he passed away suddenly, I started a new relationship with a wonderful man that's Mom then suddenly died, several moves later.... I made it through the storm although many times wanting to just give up...close the doors to my business and the world...but somehow I did know that wasn't "my purpose" in this life.

Today *Manage It, Inc.* has over 20 employees and we continue to grow our staff with no "glass ceiling" in site. A commercial, new construction cleaning company that prides itself in our values that are based on: commitment to our customers, safety in our workplace by continuing education in health & safety, teamwork, effective communications between our clients and our employees, honesty, integrity, continuous learning and research for overall improvement in our services.

We are innovators in technology, products and services. With a reputation of an environmentally safe "green company" we take pride in keeping our environment safe one product at a time. We maintain surgery centers, medical facilities, manufacturing and office complexes to just name a few of the types of clients that we satisfy today.

Thankfully when I needed them most I have always had mentors.....my Dad and my girlfriend Tammie. My Dad Charles Mossburg always taught me that failure is only failure when you don't try ...and that he believed in me and

what I was doing before anything else. These words held me up when I wanted to give up. Tammie, my dear friend held me together professionally and personally when my life turned upside down...always keeping me true to myself and reminding me “of my purpose in this world.” Today they both continue to give me support that gets me through those rough days.

I believe hard work will get you anywhere.... I wouldn't change anything about my business...I love my job and my company. I feel that everyday I make a difference to someone's...I feel that this is “my purpose” in life. It isn't easy keeping motivated sometimes... you really have to give it 150% if you want to succeed. Because of this attitude I feel that this is why we are not only a leading competitor in the commercial cleaning industry today but also a *referral only* based “Green Company”.

If you are thinking of starting a business....my advise to you is you have nothing to loose except the possibility looking back at a dream you could have had...remember “failure is only failure when you don't try.” Stay motivated even when it's the hardest... remember you are exactly where you are suppose to be...life can change suddenly ...*sometimes good....sometimes bad...*but “his plan” is exact...stay on track and *you will* succeed...look for “your purpose” in life and you will not go wrong...you may even find pure happiness....if your lucky enough.