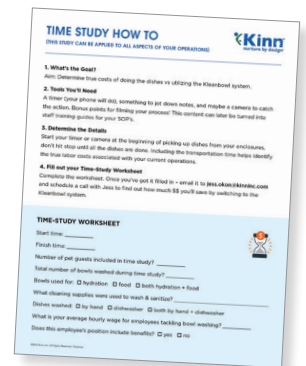


# Test Kit Implementation Guide

- ❑ **Step 1:** Open the box (go ahead get that dopamine fix and check this off)
- ❑ **Step 2:** Do your time study
- ❑ **Step 3:** Choose which enclosure's you'll be testing with
- ❑ **Step 4:** Actually Do the Test! (this is the hard part for most people)
- ❑ **Step 5:** Compare your Time Study and Numbers
- ❑ **Step 6:** Call the Kinn Team and Complete your ISO



Hourly Wage: **\$19.01**

Monthly Care Revenue:

15 minutes saved  
per average pet's  
stay x 1 year =  
**\$356 SAVED**  
PER YEAR  
PER ENCLOSURE

**\$356 x 40 occupied  
enclosures =  
\$14,240 NET  
ANNUAL SAVINGS**  
on labor and  
material costs

 **15 MIN SAVED**  
PER AVERAGE  
PET'S STAY

**x**

 **4 STAYS**  
PER ENCLOSURE  
PER MONTH

**=**

**1 HOUR SAVED**  
PER ENCLOSURE  
PER MONTH

**1 X 40 ENCLOSURES = 40 HOURS TO  
UPSELL/DELIVER OTHER SERVICES**

**40 HOURS X \$33 PER HOUR  
CHARGE FOR SERVICE =  
\$1,320 PER MONTH OR  
\$15,840 ANNUALLY**

## Why Kleanbowl Works

### Reduces Labor Hours Spent Bowl Washing by 80% for Lodging

70 hours per month saved for 40 occupied enclosures

### Labor Cost Savings

Reduce pet bowl cleaning labor and material costs 20-40%

### More Care Revenue

Use saved cleaning time to generate thousands of dollars of revenue per year

### Better Staff Engagement

Employees love Kleanbowl which improves retention and cost savings

### Better Sanitation vs. Washing

Reduces cross-contamination risk between humans and pets

**10% OFF ISO'S OVER  
\$800 + FREE SHIP**

**10% OFF ISO** of a minimum of \$800 (Kinn Kleanbowl Test  
Kit for Pet Care Services excluded) and **FREE SHIPPING**.  
Use promo code **ProsSave10** at kinninc.com.



**WANT MORE  
ISO OFFERS?**

831-247-7932

alex@kinninc.com



Schedule a 30-minute web conference with Alex –  
calendly.com/alex-kinn-pets/discovery-conversation

# TIME STUDY HOW TO

(THIS STUDY CAN BE APPLIED TO ALL ASPECTS OF YOUR OPERATIONS)



## 1. What's the Goal?

Aim: Determine true costs of doing the dishes vs utilizing the Kleanbowl system.

## 2. Tools You'll Need

A timer (your phone will do), something to jot down notes, and maybe a camera to catch the action. Bonus points for filming your process! This content can later be turned into staff training guides for your SOP's.

## 3. Determine the Details

Start your timer or camera at the beginning of picking up dishes from your enclosures, don't hit stop until all the dishes are done. Including the transportation time helps identify the true labor costs associated with your current operations.

## 4. Fill out your Time-Study Worksheet

Complete the worksheet. Once you've got it filled in – email it to [jess.okon@kinninc.com](mailto:jess.okon@kinninc.com) and schedule a call with Jess to find out how much \$\$ you'll save by switching to the Kleanbowl system.

## TIME-STUDY WORKSHEET

Start time: \_\_\_\_\_

Finish time: \_\_\_\_\_

Number of pet guests included in time study? \_\_\_\_\_

Total number of bowls washed during time study? \_\_\_\_\_

Bowls used for: ☐ hydration ☐ food ☐ both hydration + food

What cleaning supplies were used to wash & sanitize? \_\_\_\_\_

Dishes washed: ☐ by hand ☐ dishwasher ☐ both by hand + dishwasher

What is your average hourly wage for employees tackling bowl washing? \_\_\_\_\_

Does this employee's position include benefits? ☐ yes ☐ no

