



BlessRun Provider Success Guide

Everything you need to launch, serve, and grow your provider business

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*"Whatever you do, work at it with all your heart,
as working for the Lord."*

— Colossians 3:23

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CHAPTER 1 · WELCOME

Welcome to BlessRun

Congratulations on taking this step. By becoming a BlessRun provider, you're not just starting a business — you're joining a mission to serve families, seniors, and busy professionals in your community with professionalism, integrity, and compassion.

This guide is your complete roadmap. Read it from beginning to end before your first client interaction. Refer back to it often as you grow.

What BlessRun Providers Do

- Run errands for clients who cannot or prefer not to do them alone
- Assist seniors with grocery shopping, pharmacy pickups, and appointments
- Provide reliable, professional service that families can trust
- Build consistent income by serving their local community
- Represent the BlessRun standard of Convenience With Compassion

Our Mission

We believe every person deserves access to help — and every willing heart deserves a way to provide it. BlessRun exists to connect caring providers with the people who need them most, creating income, dignity, and community in every transaction.

The BlessRun Provider Promise

As a BlessRun provider, you commit to:

- Showing up on time, every time
- Treating every client with dignity and respect
- Communicating clearly and professionally
- Maintaining strict confidentiality
- Operating with honesty and transparency
- Representing BlessRun's values in everything you do

CHAPTER 2 · YOUR FOUNDATION

Your Provider Identity & Mission

Before you take a single client, you need to be clear on who you are as a provider. Clients hire people they trust. Trust is built through consistency, and consistency comes from knowing your values.

Define Your "Why"

The most successful providers can answer this in one sentence: Why do you do this work? Your "why" will keep you going on difficult days.

Exercise: Write Your Why

Complete this sentence: "I became a BlessRun provider because I want to _____, so that _____." Write it down. Put it somewhere you see every day.

Your Provider Brand

Even as a solo provider, you are a brand. Clients experience your brand in every touchpoint — how you answer the phone, how you dress, how your invoice looks. Protect your reputation fiercely.

- Choose a professional name (your own name or a business name)
- Create a simple, professional email address
- Use the invoice and agreement templates in this kit consistently
- Maintain the same tone and professionalism across all communication
- Ask for reviews after every successful service

✓ Pro Tip

Create a free business email at Google Workspace (\$6/mo). Avoid nicknames or numbers in your email address.

Your Service Area

Define your service area before you advertise. Starting local keeps costs low and builds your reputation in a tight community.

- A 5–10 mile radius from your home base to start
- Specific neighborhoods, zip codes, or cities
- Any areas you will NOT serve (set this boundary early)
- Whether you'll charge a mileage fee for distances over X miles

CHAPTER 3 · BUSINESS SETUP

Setting Up Your Business

Running a legitimate business protects you legally and gives clients confidence. These steps are simpler than they sound — most can be done online in a single afternoon.

Step 1 — Choose Your Business Structure

Structure	Best For	Cost	Protection
Sole Proprietor	Testing the waters	Free	None
LLC	Most providers	\$50–\$200	Strong
S-Corp	High earners (\$80k+)	\$500+	Strongest

✓ Pro Tip

Most new BlessRun providers start as sole proprietors and form an LLC once they have 3+ regular clients. An LLC costs \$50–\$200 depending on your state.

Step 2 — Get Your Background Check

A background check is non-negotiable. It builds immediate trust with clients, especially families caring for seniors.

- Checkr.com — \$30, results in 1–3 business days, most trusted
- GoodHire.com — \$29.99, includes identity verification
- Sterling Volunteers — great if you plan to work with non-profits too

Step 3 — Set Up Your Bank Account

- Open a separate checking account for your business income and expenses
- Never mix personal and business money — this creates tax headaches
- Recommended: Chase Business Complete, Relay.fi (free), or your local credit union
- Get a debit card in your business name for professional appearance

Step 4 — Get Business Insurance

General liability insurance protects you if something goes wrong during a service. For errand and companion services, expect \$400–\$800/year.

- NEXT Insurance (nextinsurance.com) — starts at \$25/mo, instant certificate
- Hiscox — good for personal service businesses
- Ask your current auto insurer if they offer a business rider

CHAPTER 4 · YOUR OFFER

Services & Pricing

Pricing is where many new providers undervalue themselves. You are a professional providing a reliable, trusted service — price accordingly.

Service Menu

Grocery Shopping & Delivery	\$25–\$50 per trip + cost of groceries
Pharmacy Pickup	\$15–\$30 per trip
Appointment Transportation	\$20–\$45 per hour (minimum 1 hr)
General Errands	\$20–\$40 per hour
Senior Companion Visits	\$20–\$35 per hour
Meal Prep Assistance	\$25–\$45 per hour
Light Housekeeping	\$25–\$40 per hour
Weekly Errand Bundle (4 trips/month)	\$150–\$250/month flat rate

Mileage Policy

Always charge a mileage fee for trips over 10 miles. The IRS standard mileage rate is 67 cents per mile. Policy: "Services within 10 miles are included in my base rate. Beyond 10 miles, I charge \$0.67/mile round trip."

✓ Pro Tip

Offer a first-service discount of \$5–\$10 to get first-time clients to try you. Once they experience your service, most become regulars.

CHAPTER 5 · GROWTH

Finding & Onboarding Clients

Your first 10 clients are the hardest to get. After that, referrals and repeat business carry you. Focus all early energy on getting those first 10.

Where to Find Your First Clients

Your personal network

Tell every person you know. Text 20 people today.

Facebook community groups

Search your city's community groups, neighborhood pages, and local buy/sell groups.

Nextdoor app

Post in your community. Seniors and families love Nextdoor.

Google Business Profile

Free listing that shows up when locals search errand services.

Senior centers & community orgs

Call and ask if you can leave flyers or a card.

Church announcements

Partner with your church or local congregations.

Neighborhood flyers

Simple design on Canva, post at laundromats, libraries, churches.

The Client Intake Process

Every new client goes through the same intake process. Consistency is professionalism.

Step 1. Discovery call (15 min) — understand their needs and explain your service

Step 2. Send the Client Intake Form (from your templates folder)

Step 3. Review the signed Service Agreement together

Step 4. Collect a deposit or first payment (Venmo, Zelle, or cash)

Step 5. Schedule the first service appointment

Step 6. Deliver outstanding service and follow up same day

Step 7. Request a review or testimonial after 2–3 services

CHAPTER 6 · DAILY PRACTICE

Daily Operations & Standards

Consistency is the foundation of a 5-star service business. These daily standards separate average providers from ones clients recommend to everyone they know.

Before Every Service

- Confirm the appointment 24 hours in advance via text or phone
- Review your client notes and any special instructions
- Dress professionally — clean, neat, presentable
- Bring your daily service checklist
- Bring change for cash clients and your receipt book
- Charge your phone and plan your route in advance

During Every Service

- Arrive on time — 5 minutes early is on time, on time is late
- Greet clients warmly and professionally every visit
- Confirm the task list before beginning
- Text the client when you're on the way and when you're done
- Track mileage from the moment you leave home
- Keep all receipts and photograph grocery totals
- Never discuss your personal problems or other clients

After Every Service

- Send a brief follow-up text: "All done! Let me know if you need anything else."
- Log your mileage in your tracker immediately
- Send the invoice within 24 hours if the client owes payment
- Note anything unusual in your client file
- After 2–3 services, ask for a Google or Facebook review

✓ Pro Tip

Keep a simple client notes file for each person: their preferences, important dates, family names, health considerations, and anything personal they've shared. Referencing these details shows clients they truly matter to you.

CHAPTER 7 · SPECIALIZED SERVICE

Working with Seniors

Seniors are the heart of BlessRun's mission. Serving them well requires an extra level of patience, attentiveness, and genuine compassion. These are not just clients — they are someone's parent, grandparent, or loved one.

Understanding Your Senior Clients

- Many seniors have limited mobility, vision, or hearing — adjust your communication style
- They may move and decide more slowly — never rush them or show impatience
- Loneliness is common — a kind word and genuine attention matter deeply
- Some have cognitive changes — keep instructions simple and repeat if needed
- Always ask before touching or helping with physical tasks
- Respect their independence — offer help, don't impose it

Communication Tips for Senior Clients

- Speak clearly and at a moderate pace — not loudly unless they ask
- Make eye contact and face them directly when speaking
- Use simple language — avoid jargon or technical terms
- Always confirm you've understood their request before proceeding
- Call rather than text when possible — many seniors prefer phone calls

Safety Protocol

If a senior client ever seems confused, distressed, or in medical distress during your visit, stay calm. Call their emergency contact first. If no answer and the situation is serious, call 911. Never leave a distressed client alone. Document the incident and notify the family the same day.

"Honor your father and your mother, so that you may live long in the land the Lord your God is giving you."

— Exodus 20:12

CHAPTER 8 · PROTECT YOURSELF

Safety, Boundaries & Legal

As a service provider entering people's homes and handling their errands, clear boundaries and safety practices are essential — for you and your clients.

Non-Negotiable Boundaries

- Never handle client medications beyond picking them up sealed at the pharmacy
- Never manage, hold, or transport client cash beyond agreed grocery/errand budgets
- Never share your personal home address with clients
- Never accept gifts of significant value (over \$25) — politely decline
- Never witness or sign legal documents on behalf of a client
- Always have a signed service agreement before the first service

Confidentiality

Everything you learn about your clients — their home, finances, health, family situations, or routines — stays completely confidential. This is the foundation of trust that your business runs on.

Never

Share client names, addresses, routines, or personal details with anyone — including friends, family, or on social media. Violations of client confidentiality end businesses and relationships permanently.

CHAPTER 9 · SCALE

Growing Your Business

Once you have your first 5–10 clients and a consistent service routine, you're ready to think about intentional growth.

The Referral System

- After 3+ services, ask: "I'm growing my business — do you know anyone who might benefit from my help?"
- Offer a referral reward: \$10 off the referrer's next service for each new client they send
- Thank every referral source with a handwritten note — rare and memorable
- Create simple referral cards to leave with clients (Canva, free)

Building Recurring Revenue

Package	Includes	Price
Weekly Essentials	1 grocery run + 2 errands/week	\$200–\$280/mo
Senior Care Package	2 companion visits + 4 errands/month	\$300–\$450/mo
Premium Monthly	Unlimited errands, priority scheduling	\$500–\$700/mo

Social Media Strategy

- Post 3–4 times per week on Facebook and Instagram @BlessRun
- Share "a day in the life" content — people hire people they feel they know
- Post client testimonials (with permission) — social proof builds trust fast
- Faith and gratitude content performs well — share your mission authentically
- Use local hashtags relevant to your city

CHAPTER 10 · ACTION PLAN

Your 30-Day Launch Plan

This is your roadmap to your first client and your first dollar. Follow it sequentially.

Week 1 — Foundation

- Complete and sign your Service Agreement template
- Get your background check (Checkr.com)
- Set up your business bank account
- Create your business email address
- Set your service menu and pricing
- Set up Venmo Business, Zelle, and/or Cash App

Week 2 — Launch

- Tell 20 people in your network you've launched
- Post your introduction in 3 local Facebook groups
- Claim your free Google Business Profile
- Create your social media accounts (@BlessRun)
- Post 3 times this week on social media
- Make 5 direct phone calls to potential clients

Week 3 — First Clients

- Schedule your first 2–3 discovery calls
- Send intake forms to interested leads
- Complete your first paid service
- Send a thank-you text and follow-up after each service
- Ask your first client for a Google review
- Print and post 10 flyers in your neighborhood

Week 4 — Build Momentum

- Follow up with everyone who showed interest in Week 2
- Ask your first clients for referrals
- Review your finances — track income and expenses
- Schedule next month's recurring clients
- Join the BlessRun Provider Membership community
- Celebrate your first month — you're building something real!

"Commit to the Lord whatever you do, and he will establish your plans."

— Proverbs 16:3

CHAPTER A · RESOURCES

Templates, Scripts & Quick Reference

Client Communication Scripts

First Contact (text or DM)

Hi [Name]! I'm [Your Name], a BlessRun provider serving [area]. I help families and seniors with grocery shopping, errands, and companion services. Would you have 15 minutes for a quick call so I can learn more about how I might help you?

After Discovery Call

Hi [Name], it was wonderful speaking with you! I've attached my service agreement and client intake form. Once you've reviewed them, let's schedule your first appointment!

Day-of Appointment Reminder

Good morning [Name]! Just a reminder that I'll be with you today at [time] for [service]. I'm looking forward to it! Let me know if anything has changed.

After Service Follow-Up

Hi [Name]! All done with today's [service]. Let me know if you need anything else — happy to help!

Asking for a Review

Hi [Name], I've really enjoyed serving you these past few weeks. Would you mind leaving a quick Google review? It takes about 2 minutes and means the world to me.

Quick Reference — Tools You'll Use Daily

Tool	Cost	Use
Canva.com	Free	Create flyers, social graphics, thank-you cards
Google Calendar	Free	Schedule and manage all client appointments

Venmo / Zelle / Cash App	Free	Collect payments from clients
MileIQ or TripLog	Free tier	Automatically track mileage for taxes
Wave Accounting	Free	Send invoices and track income/expenses
Google Voice	Free	Separate business phone number
Checkr.com	\$30	Background check for your provider profile
NEXT Insurance	\$25/mo	General liability insurance

"And let us not grow weary of doing good, for in due season we will reap, if we do not give up."

— Galatians 6:9

Welcome to the BlessRun family. You're not just starting a business — you're answering a call to serve. We're honored to walk this journey with you. BlessRun.com · Convenience With Compassion