



# Yard Cleaning Side-Hustle Guide



# Introduction

A yard cleaning business is one of the easiest service businesses to start in South Africa. It requires low capital, simple equipment, and a consistent need – homeowners, landlords, property managers, and small businesses always need clean, tidy outdoor spaces.

This guide gives you everything you need to start and run your first yard cleaning hustle with confidence.



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# Overview

A yard cleaning business focuses on keeping outdoor areas clean and maintained. This includes:

- Raking leaves
- Removing weeds
- Sweeping pathways
- Bagging garden waste
- Basic hedge trimming
- Clearing rubbish and debris
- Light pressure washing (optional)

It's simple, scalable, and always in demand – especially in suburban areas like Sandton, Fourways, Durban North, Paarl, Pretoria East, and Gqeberha suburbs.



# Who This Guide Is For

This guide is perfect for:

- Beginners with little or no startup capital
- Anyone needing a reliable weekend or side hustle
- Garden lovers who enjoy physical work
- Youth looking for low-barrier, practical income
- Small teams wanting to offer yard cleaning as an add-on service



# Benefits

Why yard cleaning works so well:

- Low startup cost – you can begin with under R1,000.
- High demand – yards get messy weekly, not yearly.
- Fast payments – most clients pay immediately after the job.
- Flexible – work mornings, weekends, or full-time.
- Easy to scale – add more tools, hire helpers, charge more.

Bonus: Many clients also need add-ons like minor gardening, hedge trimming, and waste removal – boosting your earnings.



# Step-By-Step Setup Guide

Step 1: Choose your service area

Pick suburbs where homes have gardens: Midrand, Centurion, Somerset West, Amanzimtoti, etc.

Step 2: Define your services

Start simple:

- Basic yard cleaning
- Leaf & weed removal
- Path cleaning
- Waste bagging

Step 3: Buy your basic tools (list below).

Step 4: Create a simple price sheet

e.g., R150–R350 for small yards, R300–R700 for large ones.

Step 5: Market locally

Use neighbourhood WhatsApp groups, Facebook Marketplace, flyers, and word-of-mouth.

Step 6: Do your first jobs

Take before/after photos to build proof.

Step 7: Build client retention

Offer weekly or bi-weekly cleaning and discounts for regulars.



# Startup Costs

Item	Estimated Cost (R)
Rake	70-150
Broom	40-80
Garden gloves	30-50
Black refuse bags (20+)	40-100
Weed-removal tool	60-120
Transport (taxi or fuel)	30-80 per trip

Total: R300 – R800 depending on what you already own.



# Tools & Materials Needed

- Rake
- Broom
- Dustpan
- Garden gloves
- Refuse bags
- Pruning shears (optional)
- Garden fork (optional)
- Wheelbarrow (if you have one)
- Small pressure washer (optional upgrade)

Tip: Start with the basics – add premium tools only once you have consistent clients.



# How to Find Customers

Best ways in South Africa:

## 1. WhatsApp Status & Groups

Post before/after photos and a quick price list.

## 2. Facebook Marketplace

Thousands search for garden services daily.

## 3. Flyers in suburbs

Drop simple A5 flyers in post boxes or hand out at gates.

## 4. Partnerships

- Complex managers
- Real estate agents
- Body corporates

## 5. Word of mouth

A single happy homeowner can refer you to the whole street.



# Pricing Strategy

## Standard Pricing

- Small yard: R150 – R300
- Medium yard: R300 – R500
- Large yard: R500 – R800

## Extras

- Hedge trimming: +R50–R150
- Rubbish removal (if using your transport): +R80–R200
- Pressure washing: From R200 extra

Tip: Offer monthly packages e.g.,

- Weekly cleaning @ R600–R1,200 per month.



# Daily Operations

Morning routine:

1. Pack tools
2. Confirm client schedule
3. Carry extra refuse bags

During the job:

- Do a quick walk-around
- Start with large debris
- Sweep paths last
- Bag everything neatly

End of day:

- Clean tools
- Send “finished job” photos
- Record payments



# Common Mistakes & Fixes

Mistake 1: Underpricing

Fix: Use size-based pricing and charge extra for heavy waste.

Mistake 2: Arriving without enough bags

Fix: Always carry 10+ spare refuse bags.

Mistake 3: Messy work flow

Fix: Work in sections and finish one area before moving.

Mistake 4: Not taking before/after photos

Fix: Every job – photos help you get more clients.

## Legal /Safety /Notes

- No license required for yard cleaning.
- If removing waste using your own transport, check local dump-site fees.
- Wear gloves to avoid cuts and infections.
- Be aware of hidden objects in long grass.
- Don't work in storms or heavy rain.



# Products to Consider

These are items your clients or new hustlers might buy through your affiliate links:

1. Ryobi garden tools
2. Garden refuse bags (Pick n Pay / Checkers brands)
3. Home pressure washers (Kärcher, Ryobi)

Use them in your content to earn commissions.

## Final Checklist

- ✓ Rake, broom, gloves, bags ready
- ✓ Pricing sheet created
- ✓ WhatsApp & Facebook ads posted
- ✓ Before/after photos taken
- ✓ First 5 clients targeted
- ✓ Payment method sorted (Cash / EFT)
- ✓ Transport arranged
- ✓ Weekly schedule planned



# FREE VS PREMIUM

Feature	FREE GUIDE	PREMIUM GUIDE
1. Basic Overview	✓ Basic intro	✓ Deeper business breakdown
2. Step-By-Step Setup	✓ Starter steps	✓ Advanced systems & processes
3. Tools & Resources	✓ Essential tools only	✓ Full recommended toolkit
4. Scripts & Templates	✓ Basic scripts	✓ Expanded script pack
5. Pricing Guidance	✓ Simple markups	✓ Advanced pricing models
6. Financial Breakdown	✓ Basic startup costs	✓ Detailed profit model
7. SA Legal & Compliance Notes	✗ Not included	✓ Key legal requirements
8. Worksheets & Templates	✗ Not included	✓ Printable worksheets & templates
9. Marketing Funnel & Growth Strategy	✗ Not included	✓ Full marketing & growth roadmap
10. Scaling & Expansion Plan	✗ Not included	✓ Expansion roadmap & strategies