

A WORKS CO. MANUAL · NO. 13

# The Bin Cleaning Works

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*How to build a recurring subscription round, one  
street at a time.*

The Works Co. · Trade manuals

## A Works Co. manual · No. 13

A plain, honest guide to building a recurring wheelie-bin-cleaning round — from your first street to a dense, profitable subscription business.

*Clean bins, on a recurring round, with the waste water captured and disposed of properly. The money is in density: a whole street in one stop.*

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## How to use this manual

This is the manual at the centre of a three-part bundle. You bought one thing; you own three. Used together they take you from "I am thinking about this" to a round that pays you every month.

**The manual (this book).** Fifteen chapters, in seven parts, running from the opportunity through setup, kit, customers, commercial work, scaling and the decade ahead. You do not have to read it cover to cover, though the early chapters reward it. Part One tells you whether this trade is for you and how to set up legally — including the one thing most people get wrong, capturing the dirty wash water instead of letting it run into a surface drain. Part Two is the kit and the craft. Part Three, especially Chapter 6 on your first 100 bins, is the make-or-break of the whole business, so give it time. Later parts cover commercial trade-waste bins, the add-on stack, the modern tech stack and the long game. Each chapter tells you what to do, when to do it, what it costs and what it earns. Read with a pen.

**The 10-file Excel toolkit.** The manual thinks; the toolkit does the arithmetic. Ten spreadsheets cover the jobs you will repeat: a self-assessment scorecard, a profit-and-loss tracker, a round and subscription tracker, a pricing calculator, a round planner, a waste-water and risk assessment, a proof-of-clean checklist, a commercial quote template, a pipeline tracker and a first-90-days checklist. Open each one when the chapter points you to it. Appendix A lists all ten and when to reach for each.

**The 60-prompt AI library.** Sixty ready-to-use prompts for the writing and thinking around the round: door-knock scripts, leaflet copy, Facebook posts, review requests, commercial cold-call openers, renewal reminders, route notes. Paste a prompt into the AI tool of your choice, swap in your town and your numbers, and you have a usable draft in seconds. Appendix B explains how to get the most from them.

**Work in this order.** Read Chapters 1 and 2 and run the scorecard. If the trade suits you, set up the business (Chapter 3), buy or finance a rig (Chapter 4), then go and sign your first street. Lean on the toolkit and prompts as you go, not all at once.

**The refund.** If, on the day you read this, you decide bin cleaning is not your business, email [refunds@theworksco.co.uk](mailto:refunds@theworksco.co.uk) for a same-day refund and keep every file. We would rather you spent the £47 on a coffee with someone you love than on a manual for a business that was never going to be yours.



PART ONE

# The Foundations

# The Bin Cleaning Opportunity

It is twenty past seven on a Monday morning in March, and Wayne is on his third street in a Barnsley estate before most of his neighbours have finished their first cup of tea. The council lorry came through here on Friday, so the bins went back empty and stinking over the weekend. That is exactly when Wayne wants them. He backs the trailer rig onto the kerb at the top of Larch Close, drops the lift, and the first grey bin goes up, gets blasted with hot water, comes down rinsed and sanitised, and is wheeled back to the drive with a fresh sticker on the lid. Ninety seconds, start to finish.

Then he does the one next door. And the one after that. On Larch Close, eleven of the eighteen houses are on his round. He cleans all eleven without moving the van more than forty feet. By the time he turns onto the next street he has done those eleven bins, and each one paid him a few pounds. Nobody came out. Nobody had to be home. The standing order, or in most cases the Direct Debit, had already done the talking.

By half past eleven Wayne has cleaned forty bins across five streets, packed up, and is driving home with the waste-water tank full of the dirty wash water he will dispose of properly that afternoon. Forty bins, a single morning, a few quid each. Do that four days a week, fifty weeks a year, on a round that mostly renews itself, and you have a real business — not a favour you do for the neighbours, a business.

It did not start that way for Wayne. Eighteen months ago Larch Close had two of his customers on it, not eleven, and his round was a scatter of houses spread across half of Barnsley that had him driving more than cleaning. The turning point was not a bigger rig or a clever advert. It was the day he stopped chasing single houses wherever they came from and started filling in streets one at a time until each stop carried its weight. That shift — from scattered to dense — is the single most important idea in this whole manual, and it is worth understanding before you spend a penny on kit.

That is the whole idea of this trade, and this chapter is about why it works.

## What the job actually is

Mobile wheelie-bin cleaning is simple to describe. You clean households' wheelie bins — and, later, businesses' trade-waste bins — on their own drive, shortly after the council has emptied them. The dirty bin goes into a cleaning rig that lifts it, jets it with hot high-pressure water, and sanitises it. The dirty wash water is captured in a recovery tank so it never runs into the drain. The clean bin goes back where it came from.

You do this on a **recurring subscription round**. The customer signs up once and pays a small amount per clean — usually monthly, sometimes annually — and you turn up on schedule without being asked. That word, *recurring*, is the engine of the whole thing. You are not selling one clean. You are selling a clean bin, every month, forever, until they cancel.

This matters more than it might sound. A one-off bin clean is a transaction: you do the work, you take the money, and tomorrow you are back to nothing, hunting for the next customer. A subscription is an asset. Every household you sign adds a small, permanent trickle of income that keeps arriving while you sleep, while you are cleaning someone else's bin, while you are on holiday. Two hundred of those trickles, collected automatically, is a wage. The job in front of you, then, is not "clean a bin." It is "build a stack of subscriptions and keep them." Everything else is detail.

And the profit lives in **density**. One bin on its own is barely worth getting out of the van for. Eleven bins on the same street, cleaned in one stop, is a proper morning's pay. The skill of this business is not the cleaning — the rig does that. The skill is building a round tight enough that you are never driving far between paying bins. Chapter 6 is dedicated to exactly that, because it is the part that makes or breaks you.

## Why bin cleaning, and why now

There are tidier-sounding trades than scrubbing bins, so let us be honest about why this one is worth your time.

**It is a job people gladly pay to avoid.** A wheelie bin that has held a fortnight of food waste in July is genuinely unpleasant. Most people will never clean it themselves. They know they should, they do not want to, and a few pounds a month to make the problem disappear is an easy yes. You are selling relief from a small, recurring, slightly disgusting chore. That is a durable thing to sell.

**The recurring model smooths your income.** Because customers are on a subscription, you are not starting from zero every month chasing new work. Once a street is signed up, that money comes in whether it rains or shines. Build the round once; collect from it for years. The work is year-round, with a slight **summer uptick** — heat, smell and flies are when people value a clean bin most, and when sign-ups come easiest — but the subscription is what carries you through the quiet winter months.

**The skill barrier is low and the kit is affordable.** You do not need a trade qualification. You need a reliable rig, a system for capturing waste water, the right insurance, and the discipline to turn up on collection days. You can start with a **trailer-mounted rig at £2,000 to £5,000** towed behind a van, and scale to a **purpose-built bin-cleaning truck at £15,000 to**

**£40,000** only once the round justifies it. Chapter 4 walks through the kit in full. The point for now is that you can start lean.

**Density-based profit rewards the patient.** Most people quit before the round is dense enough to pay well, which means the operators who stick around and build properly have less competition than you would expect. The barrier to entry is low, but the barrier to doing it *well* — a tight, full, well-run round — keeps the casual triers out.

**COACH MOMENT** Stop thinking "how much per bin" and start thinking "how much per stop." A bin at £4 sounds small. A stop with eleven bins on it is £44 for a few minutes' work without moving the van. Every decision in this business — where you knock, who you sign, how you plan your route — should be aimed at making each stop carry more bins. Write "per stop, not per bin" on the dashboard of your van if you have to.

## What you can earn

Here are the honest income brackets for the UK in 2026. Where you land depends almost entirely on round density and how well you keep customers, not on luck or area.

| Stage                                                     | Realistic annual revenue |
|-----------------------------------------------------------|--------------------------|
| Part-time round (evenings, weekends, a day or two a week) | £8,000–£20,000           |
| Full-time solo, a dense subscription round                | £25,000–£50,000          |
| With trucks and staff                                     | £80,000–£200,000+        |

A **part-time round** is a real thing you can run around another job, building a few streets at a time. A **full-time solo round**, once it is genuinely dense, is a high-margin business — your costs are water, fuel, products and your time, and most of the revenue past your break-even is profit. Going beyond that, into **£80,000 to £200,000 and up**, means trucks, staff and the headache of managing both. That is Chapter 11's territory, and it is a choice, not a requirement. Plenty of operators are very happy with a one-person round that nets them a good full-time wage.

The numbers behind the brackets are not complicated. Domestic bins on a recurring subscription run at roughly **£2.50 to £6 per bin per clean**, or an **annual plan of around £30 to £60 per bin**. Second bins and recycling bins go on as small add-ons. And **commercial bins** — the big 1100-litre trade-waste bins behind pubs, restaurants, takeaways and care homes — pay **£8 to £25 each**, which is why Part Four of this manual is dedicated to winning them.

Run Wayne's morning through those numbers. Forty domestic bins at, say, £4 a clean is £160 before lunch. Four mornings a week at that rate is £640, and across fifty working weeks that is around £32,000 a year from domestic bins alone — and that is a modest, early round, not a maxed-out one. Layer a few commercial bins on top, push the density higher so each stop carries more bins, and you can see how the full-time solo bracket of £25,000 to £50,000 is not a stretch but the ordinary result of doing the work. The arithmetic is honest and it is repeatable. The only variable that really moves it is how tightly you pack your round.

## The two halves of the round

Your income comes from two sources that fit together neatly.

**Domestic subscriptions are the backbone.** This is the bread and butter: streets of households, each paying a few pounds a clean, all collected automatically, all cleaned on the same run. It is steady, it is predictable, and it is what you build first. A solid domestic round is a dependable wage.

**Commercial trade-waste bins are the higher-value layer.** A single 1100-litre bin behind a restaurant can pay several times what a household bin pays, and food businesses have hygiene reasons to need you, not just a preference. One pub, one care home or one parade of takeaways can be worth a whole residential street. You usually add commercial work once your domestic round is running and your reputation is established. Chapters 9 and 10 cover it properly.

Most successful operators run both: a dense domestic round for stability, with commercial contracts layered on top for the higher margins.

**MENTOR MOMENT** I have watched people start this business and immediately chase the big commercial bins because the per-bin price looks exciting. Some of them never built a domestic round at all, and when they lost one restaurant contract their income fell off a cliff. Build the boring backbone first. A hundred households on Direct Debit will not all cancel in the same week. Get that foundation solid, then go after the commercial bins from a position of strength — turning up in branded kit, with insurance and a proven record, instead of hoping someone takes a chance on you.

## Who this suits — and who it does not

We would rather you decided this now than three months and two thousand pounds in. Here is the honest version.

### **This suits you if you are:**

- Reliable and organised about routes and schedules. The whole model depends on you turning up on the right day, every time.
- Comfortable with an early start tied to bin-collection days. You clean after the council empties, which often means mornings.
- Willing to knock on doors and build a round street by street. Customers are won in person far more than online, at least at the start.
- Careful and conscientious about waste water. Capturing and disposing of the dirty water properly is a legal duty, not an optional extra.
- Patient enough to build density before the money gets good.

### **This is not for you if you:**

- Want fast money without building a round. The first weeks are graft, and the income compounds slowly before it compounds nicely.
- Will not sort out waste-water recovery. If you are tempted to let the dirty water run into the storm drain, this trade is not for you and the law agrees.
- Dislike routine and repetition. The work is the same loop, day after day. For some people that is restful. For others it is unbearable. Be honest about which you are.
- Cannot commit to fixed collection days. Your schedule is set by the council's, not by your mood.

Chapter 2 turns this into a proper self-assessment scorecard so you can score yourself honestly before spending a penny.

## **How to use this manual, the Toolkit and the Prompt Library**

You are holding the manual. With it come two more things.

The **10-file Excel Toolkit** is the doing part: a self-assessment scorecard, an accounting tracker, a round and subscription tracker, a pricing calculator, a route planner, a quality-standards sheet, a 90-day checklist and more. Wherever this manual says "work it out," the Toolkit usually already has the spreadsheet built. We point you to the right file as we go.

The **60-prompt AI Library** is for the words and the thinking: sign-up campaigns, leaflet copy, door-knock and cold-call scripts, customer messages, review requests, route notes. You bring the local knowledge; the prompts help you produce the material fast.

Read the manual front to back once, because the early chapters set up the later ones — you cannot price a round (Chapter 7) until you understand density (Chapter 6), and you cannot

build the round at all until you are legal and equipped (Chapters 3 to 5). After that, treat it as a reference and live in the Toolkit.

The whole bundle is **£47**. If it turns out this business is not for you, the refund is same-day and no-friction — email [refunds@theworksco.co.uk](mailto:refunds@theworksco.co.uk), keep all the materials, no hard feelings. Honestly, we would rather you spent the £47 on a coffee with someone you love than on a manual for a business that was never going to be yours. Updates are free for life.

## **What success looks like in one year**

Picture Wayne again, twelve months from that Monday morning. He has somewhere between two and three hundred bins on his round, clustered into tight streets so he is rarely driving far between stops. The great majority pay by Direct Debit, so the money lands without him chasing it. He has picked up a handful of commercial bins — a couple of pubs, a care home — that lift his margins nicely. He works four mornings a week, knows his route in his sleep, and is netting a full-time wage from a one-person operation, with the choice in front of him of whether to add a second rig and a hand or simply keep the good thing he has built.

That is not a fantasy. It is the ordinary outcome of doing the unglamorous things well: getting legal, getting equipped, signing streets rather than scattered houses, putting everyone on a subscription from day one, and turning up reliably. None of it is hard. All of it takes follow-through.

The next chapter helps you decide, honestly, whether you are the person to follow through. Turn the page.

# Is This For You?

It is a wet Wednesday in March, twenty past six in the morning, and Donna is standing on a driveway in Wrexham with a flask of tea and a clipboard. The recycling lorry came through this street yesterday afternoon, which means thirty-odd wheelie bins are sitting empty at the kerb, lids open, smelling of last week. By half nine she will have cleaned eleven of them, each one paying her £3.50, without driving more than two hundred yards between stops. That is the whole job in one picture: the right bins, on the right street, on the right day, one after another.

What you cannot see in that picture is the eighteen months it took Donna to fill that street. The knocking on doors. The leaflets that went in the bin. The two customers who cancelled in January and the four neighbours who signed up in July when the flies arrived. Bin cleaning is a simple trade with a slow start and a steady finish, and whether it suits you depends far less on whether you can clean a bin than on whether you are the kind of person who shows up on a wet Wednesday at twenty past six.

This chapter is here to help you decide that honestly, before you spend a penny on a rig. We would genuinely rather you closed this manual now than bought a trailer you never use.

## The green-light markers

Some people are built for this work. If most of the list below sounds like you, that is a strong sign.

**You are reliable.** This is the big one, and it is bigger than any skill. A bin round is a subscription. People pay you a few pounds a month to make a small irritation disappear, and the moment you skip a clean without a word, the trust goes and the cancellation follows. The operators who do well are not the cleverest or the fastest. They are the ones who turn up.

**You are organised about routes and schedules.** Your money in this trade comes from density: cleaning many bins on one street in one stop. That only works if you know which streets are collected on which days and you plan your week around the council calendar. If you are the sort of person who keeps a tidy diary, sequences errands to save fuel, and likes a plan for the day, you already think the way this job needs you to think.

**You are fine with an early start tied to bin-collection days.** You clean shortly after the council lorry has emptied the bin, while it is at the kerb. That ties your hours to the collection round, which often means early mornings and a fixed weekly rhythm you do not

get to choose. If a 6am alarm four days a week sounds workable rather than miserable, good.

**You are careful about waste water.** When you wash a bin, the dirty water has to be captured and disposed of legally. It must never run into a surface-water or storm drain. This is an Environment Agency rule and it is the single clearest line between a professional and a cowboy with a jet wash. We cover the detail in Chapter 3, but the mindset matters now: if "capture the dirty water and dispose of it properly, every time" sounds like an obvious bit of doing the job right, you have the right temperament.

**You are comfortable knocking on doors.** You build a round mostly by talking to people on their driveways. Not hard selling. Just knocking, explaining a simple service, and signing a neighbour up while their freshly emptied bin is sitting there making the point for you. You do not need to be a natural salesperson. You do need to be willing to knock on the next door after someone says no.

**COACH MOMENT** Score yourself honestly on reliability before anything else. Ask the people who know you: over the last year, did I do the boring things I said I would do, on the days I said I would do them? Cancelled gym memberships, abandoned diets and half-finished side projects are not character flaws, but they are data. A bin round is a year of boring consistency before it pays well. If reliability is your weak point, that is fixable, but only if you name it now rather than discover it in month four with thirty customers depending on you.

## The red flags

The same honesty cuts the other way. If several of these describe you, this trade will probably frustrate you and cost you money.

**You are unreliable, or your week is unpredictable.** If you cannot commit to the same mornings most weeks, the subscription model fights you. Customers on a recurring plan expect their bin cleaned on a rhythm. A round that gets cleaned "when you get round to it" bleeds customers faster than you can replace them.

**You are not willing to sort waste-water recovery properly.** If your honest reaction to the water rule is "everyone just lets it run down the drain, who is going to check," stop here. Beyond the legal risk and the fines, you will eventually clean for a commercial customer, a care home or a pub, who asks how you dispose of the water, and "down the drain" loses you the contract on the spot. The properly equipped operator wins the work the corner-cutter cannot.

**You expect instant money without building density.** This is the most common reason people quit. Bin cleaning does not pay well when it is scattered: ten customers across ten streets is a lot of driving for very little. It pays well when it is dense: thirty customers on three streets. Getting dense takes months of patient sign-ups. If you need real money in week three, this is the wrong trade, and we would rather you knew that than learned it the expensive way.

**You dislike routine.** The flip side of a reliable recurring round is that it is, frankly, repetitive. Same streets, same rhythm, similar bins. Some people find that deeply satisfying, a calm and predictable income. Others are bored within a fortnight. Neither is wrong, but only one of them suits this work.

**MENTOR MOMENT** The people who fail at bin cleaning almost never fail because the work is hard. The lift does the lifting, the jets do the cleaning, a bin takes one to two minutes. They fail because they misjudged the shape of the income. They pictured a fast new earner and got a slow-building subscription. If you go in expecting the first dense street to take six months to a year to build, and the income to climb quietly after that, you will be pleasantly surprised rather than disappointed. Expectations, not effort, are what break most new operators.

## The honest reality of the work

Let us be plain about what you are signing up for, so there are no surprises.

**It is low-skill, and that is a double-edged thing.** You can learn to clean a bin to a high standard in a day. There is no apprenticeship, no qualification, no years of practice. That is good, because it means anyone willing can start. It is also a warning: because the skill barrier is low, your advantage cannot come from being a better cleaner than the next person. It comes from density and retention, from owning streets and keeping customers, which are harder to copy than a cleaning technique.

**It is density-driven.** We will keep saying this because it is the whole game. Profit lives in the gap between stops. Clean eleven bins on one street and you barely move the van. Clean eleven bins across eleven streets and most of your day is driving. Everything in this manual, from how you knock doors in Chapter 6 to how you price in Chapter 7, is built around getting your round dense.

Put real numbers on it and the point lands. Say two operators each clean twenty domestic bins at £3.50 a bin. The first has them spread across the town, two or three per street, and spends most of the morning driving and parking. That is roughly £70 of cleaning stretched across four or five hours and a tank of fuel. The second has all twenty on two adjacent

streets, parks once, and is done in under two hours with almost no fuel between stops. Same twenty bins, same £70, but one of them is a tired half-day for poor money and the other is a tidy morning at a margin worth having. The cleaning was identical. The density was not. That gap, multiplied across a full week, is the difference between a round that pays and a round that does not.

**It is retention-driven.** A subscription round is a leaky bucket. Every month a few people move house, tighten their budget or simply forget why they signed up. Your job is to lose fewer than you add. A clean that looks clean, a sticker or a quick photo as proof, a reliable rhythm, these are what keep the bucket full. Winning a customer is a one-off effort; keeping them pays you for years.

**It is tied to council collection days.** You do not get to choose your hours freely. The council's collection calendar sets your week, because you clean bins shortly after they are emptied and while they are at the kerb. Build your round around that calendar and the work flows. Fight it and you will be cleaning full bins, or chasing bins that were already wheeled back in.

**The income is real, but it is bracketed by how far you take it.** Run it part-time around other commitments and you are looking at roughly £8,000 to £20,000 a year. Build a dense full-time solo round and £25,000 to £50,000 a year is realistic, at high margin once the density is there. Add trucks and staff and the trade scales into £80,000 to £200,000-plus of revenue, though that is a different business with different headaches. None of those numbers arrive in month one. All of them are downstream of the density and retention we keep returning to.

## The self-assessment scorecard

Reading two lists is one thing. Scoring yourself against them is another, and it is worth doing properly before you spend money. **Toolkit file 01, the Self-Assessment Scorecard**, turns this chapter into a short, honest exercise.

The scorecard walks you through the markers that actually predict whether you will stick with a round. It asks you to rate yourself on reliability over the last year, on how comfortable you are with early starts tied to a fixed weekly rhythm, on your willingness to do the waste-water side properly rather than cut the corner, on whether you can knock on a stranger's door and explain a simple service, and on your honest tolerance for routine. It also asks the financial question that catches people out: can you afford to build slowly, covering the rig and your time for several months while the round fills, without needing it to pay the rent by week three.

Use it on your own first, then, if you can, run it past someone who knows you well and will tell you the truth. A partner or a close friend often sees the reliability score more clearly than you do. The scorecard does not give you a pass-or-fail mark. It gives you a clear picture of where you are strong and where you will need to be deliberate. A low score on knocking doors is not a reason to quit; it is a reason to read Chapter 6 twice and practise the script. A low score on affording a slow build is more serious, because no amount of effort speeds up a subscription round much, and that is the kind of thing better to know before the rig arrives than after.

Score yourself honestly. The scorecard is only useful if you are. There is no one marking it but you, and the only person a flattering score hurts is you in month four.

## **If you are not sure, that is allowed**

You do not have to be certain. Plenty of good operators started this trade unsure and grew into it. What you do need is a clear-eyed view of the deal: a simple, low-skill job that pays modestly at first and well once dense, tied to the council calendar, built one knocked door at a time, kept alive by reliability and proper care over the water. If that deal appeals to you, the rest of this manual is your route through it, step by step, from setting up the business in Chapter 3 to building your first hundred bins in Chapter 6.

And if it does not appeal, we mean this plainly. We would rather you spent the £47 on a coffee with someone you love than on a manual for a business that was never going to be yours. That is why the refund works the way it does. If you read on and decide this trade is not for you, email [refunds@theworksco.co.uk](mailto:refunds@theworksco.co.uk) the same day and we will refund your £47 with no friction, no questions and no awkward back-and-forth. You keep the manual, the ten-file toolkit and the sixty-prompt AI library, and you keep the free updates for life. We would honestly rather you walked away a few pounds poorer and certain than stayed in and resentful. A refund that costs us a little is a far better outcome than a reader who talked themselves into a business that did not fit.

If the wet-Wednesday picture at the start of this chapter felt like a chore you could live with, even quietly enjoy, then you are likely the right kind of person for this. Donna was. The next step is making it a proper business, which is where Chapter 3 takes you: sole trader or limited, your tax and VAT position, your insurance, and the compliance spine that every serious operator gets right from day one, the legal capture and disposal of your waste water.

# Setting Up the Business

It is a Friday morning in Luton, and Sanj is sitting at his kitchen table with a mug of tea going cold and a notepad in front of him. He has decided. He is going to clean bins for a living. He has watched a man do a whole cul-de-sac in forty minutes and worked out the maths on the back of an envelope. What he does not have, yet, is a business. He has an idea and a hi-vis jacket he bought too early.

By the end of today he wants three things sorted: how he is registered, where the dirty water goes, and what happens if something goes wrong. Those three things are not the exciting part. Nobody starts a bin-cleaning round dreaming about VAT thresholds and foul drains. But they are the difference between a real trade you can grow and a man with a trailer who gets shut down in his second month. Sanj picks the right Friday to do it: quiet, no collections on his street, the phone not ringing. This is desk work, and it is worth doing properly once.

This chapter walks you through the same morning. We will set up the legal shell, get the compliance right (this is the big one, so we spend real time on it), sort insurance, and open the accounts. At the end you are legal, covered, and ready to buy a rig.

## Sole Trader or Limited Company

Your first decision is the structure you trade under. For most people starting a bin round, the honest answer is: start as a sole trader.

As a **sole trader** you and the business are the same legal person. You register with HMRC for Self Assessment, you keep records of what comes in and goes out, and once a year you file a tax return and pay income tax and National Insurance on your profit. Registration is free. You can do it online in twenty minutes. You can be trading legally this afternoon. The downside is that there is no legal wall between you and the business: if the business owes money, you owe money.

A **limited company** is a separate legal person. You register it at Companies House (around £50 online), and the company's debts are, in normal circumstances, the company's problem, not yours. It can look more credible to commercial customers, and once profits get larger there can be tax efficiencies. The cost is more admin: annual accounts, a confirmation statement, corporation tax, and usually an accountant's fee of a few hundred pounds a year.

# That was Chapter 1.

The other twenty chapters, the Excel toolkit and the  
AI prompt library are in the full bundle.

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