

2026 EDITORIAL CALENDAR ContractingProfits

JANUARY/ FEBRUARY	MARCH/ APRIL	MAY/ JUNE	JULY/ AUGUST	SEPTEMBER/ OCTOBER	NOVEMBER/ DECEMBER
Editorial Content	Editorial Content	Editorial Content	Editorial Content	Editorial Content	Editorial Content
BSC Success Story - Growing a Business from the Ground Up — Maintain and Restore Floors — Improving Productivity with Proportioned Chemicals and Proper Dilution Control — Diversification - Adding Window Cleaning — Highlighting BSCAI Insight/Education — Growing as a Leader	Highlighting Women of Influence — Hand Hygiene Products that Emphasize Health for Building Occupants — BSCAI Member Feedback and Executive Conference Expectations — Emphasizing Consistent Carpet Care — Success with Customers — Growth Opportunities - Starting Small	Diversification - Launching into Lawn Care — Ergonomic Advantages of Brooms, Brushes, Mops, Carts and Other Hand Tools — Selling a Service — Study Outlines the Current State of Contract Cleaning, Future Predictions — Prevent Infections with Proper use of Cleaners and Disinfectants — BSCAI Showcases Special Offerings	How Mergers and Acquisitions are Changing the Contract Cleaning Landscape — Overcoming Leadership Hurdles — BSCAI Highlights Industry Trends and Member Benefits — Adding Parking Lot Maintenance — Products & Equipment that Contribute to Hygienic Restrooms — Selling Clients on the Benefits of Sustainability	Future of Floor, Carpet Care Equipment and its Impact on Productivity — Creating the Right Impression in Reception Areas, Restrooms, Waiting Areas, and More — Subcontracting Strategies and Success Stories — BSCAI Contracting Success Show Highlights — Improve Customer Relations — Adjusting to Changing Cleaning Costs	Tips to Adjusting Existing Contracts — Benefits of Equipment Rental — Recognizing BSCAI CLEAN Award Winners — Unlock Sales Success — Upselling Infection Prevention Prior to Cold & Flu Season — Streamlining Efficiencies with Software
Sponsored Content	Sponsored Content	Sponsored Content	Sponsored Content	Sponsored Content	Sponsored Content
Take 5: Restroom Care	Take 5: Cleaning Tools & Carts	Take 5: Technology & Business Solutions (software, robotics, IoT, smart phones)	Take 5: Floor & Carpet Care		Take 5: Products Contributing to Productivity
Bonus Distribution	Bonus Distribution	Bonus Distribution	Bonus Distribution	Bonus Distribution	Bonus Distribution
Clean Buildings at NFMT East	BSCAI's EXEC MGMT Conference			BSCAI's Contracting Success Conference and ISSA Show North America	2027 BSCAI CEO Seminar
Ad Close	Ad Close	Ad Close	Ad Close	Ad Close	Ad Close
12/20/2025	2/13/2026	4/10/2026	6/12/2026	9/15/2026	10/16/2026
Materials Due	Materials Due	Materials Due	Materials Due	Materials Due	Materials Due
12/27/2025	2/20/2026	4/17/2026	6/19/2026	9/22/2026	10/23/2026

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