

Client Spotlight - Lake Wylie Pet Sitting!

We couldn't be happier to feature Martie Anderson and her team at **Lake Wylie Pet Sitting** in our next Client Spotlight! As you may have guessed, Lake Wylie Pet Sitting is based in Lake Wylie, SC but they also cover some of south Charlotte, NC! Lake Wylie Pet Sitting has 10+ years of experience caring for local pets and providing peace of mind to their owners. Their mission is to make each visit safe, fun and rewarding. You can tell they deliver because their best source of new customers is referrals from their existing clients. Martie and her team provide services for both dogs and cats and can also administer medicine, bring in the mail, clean up any messes and much more. To learn more about Martie and the team at Lake Wylie Pet Sitting, check out their [website](#)!



What caused you to get into pet sitting/dog walking?

As a teenage girl, I pet sit for many of my mother's Avon clients and absolutely loved it.

When the opportunity presented itself to say goodbye to corporate life to become a full time pet sitter, I was cautiously optimistic. I had worked 25 years as an administrative assistant, doing everything for everyone else. Being my own boss was something I had been yearning to do for a very long time.

It was a frightening experience since at the time there were practically no other sitters to reach out to for help. I held fast to my office skills to run the business side and benefitted from my people skills to meet new clients.



What is the most fulfilling part of owning a pet sitting/dog walking business?

The pets! Of course!! The unrequited love the pets give makes this endeavor the best decision I've made. Having a dog bark with joy that you have come to walk them is wonderful. When a client is in awe of their shy cat quietly rubbing against my leg during a meet and greet, my heart just beams with pleasure.

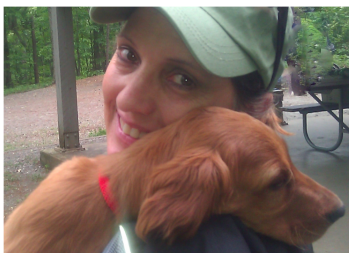


What is the most challenging?

Keeping good, honest sitters. It seems the pet sitting industry is no longer a unique business. The competition in my area has driven prices down. With big companies like Rover.com and Care.com I find it an arduous task to ask a client to pay my established rates when many other lower priced sitters are available. I have had at least five sitters leave my business, start their own and lure some of my clients away with cheaper rates.

Where do you see your business in 5 years?

Retired! Well, semi-retired at least. I have stopped taking new clients and am working with existing clients only. Through natural attrition, I see the client base becoming smaller to the point I will be able to retire. Selling the business is an option that seems to be unheard of when you can just start your own pet sitting business.



What has Time To Pet changed the most about how you run your business?

I subscribed to another scheduling software for many years and was looking for more features. When I stumbled upon Time To Pet it was a lightbulb moment. Clients are very happy with the streamlined look and ease of invoice payment.

An unexpected surprise switching to TTP is the increased referrals. Being able to gain the trust of a fearful cat and send the client "selfies" via Time to Pet is such an integral part of the success of my business. I have found that the more communication with the client, the more trustworthy you become and they are more apt to refer you to their friends. It's been incredible to watch the growth.

I feel like a very smart professional when TTP is discussed. I can proudly say "I am completely paperless". No more contracts, no more invoices or visit notes. It's all in Time To Pet!