



# NAPO<sup>SM</sup>

National Association of  
Productivity & Organizing  
— Professionals —

## Getting Started Guide

"This amazing group of professional organizers are incredibly inspiring, motivating, and beautiful inside and out. I'm so glad to have had them as an educational resource over my 10+ years in the industry. Thank you NAPONatl for all that you do for us!"

-Becky Rogers, CPO  
NAPO Member Since 2008



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## Getting Started as an Organizing or Productivity Professional

### What is NAPO?

The National Association of Productivity & Organizing Professionals™ (NAPO®) was founded in 1983 and has approximately 3,500 members dedicated to helping people and organizations bring order and efficiency to their lives. NAPO's mission is to be the leading source for organizing and productivity professionals by providing exceptional education, enhancing business connections, advancing industry research, and increasing public awareness.

### Who are NAPO's members?

NAPO's membership is comprised of approximately 3,500 professional organizers and productivity specialists around the world.

NAPO members include full-time and part-time solopreneurs, employers, subcontractors, students, academics, bloggers, and representatives from corporations who offer an organizing/productivity product or service. The diversity of our membership allows members to learn from each other.

Many NAPO members are specialists in their areas including residential organizing, business organizing, personal productivity, business productivity, coaching, support of clients with chronic disorganization and hoarding disorders, writing, speaking, and environmentally conscious organizing.

### What are Productivity and Organizing Professionals?

Productivity professionals and organizers do much more than sort, purge and store. They assist clients with home office organization, time management, corporate efficiency, specialty projects (from organizing photos to cataloging inventories), writing (whether blogs, books or lectures), virtual organizing, working with hoarding or chronically disorganized clients, clients with ADHD, downsizing, and moving and relocation --- there are virtually no limits when it comes to what you can pursue within this profession. Some professionals begin by focusing on residential clients (de-cluttering and organizing closets, pantries, garages, etc.), while others work with entrepreneurs, small business owners or corporate clients.

### What is the first step I should take in considering a career?

The best place to start is by exploring our introductory courses on [NAPO University](#).

[Joining NAPO](#) along with becoming a member of your [local chapter](#) is our recommendation for support and education as you work with clients and build your business. If you do not have a local chapter in your area, you are welcome to join the [NAPO Virtual Chapter](#).



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Once you join, you will have access to the Member Connect online community comprised of NAPO members including some of the most successful veterans in the field. You will be able to ask questions and get answers in real time.

### What do I need to get started?

NAPO University offers educational opportunities to help professionals deliver quality service and succeed in their business. The curriculum for NAPO University was developed by the NAPO Education Committee and is presented by NAPO members who are experts in their subspecialties who meet the qualifications set by the Education Committee.

To get started, we recommend the following courses from NAPO University:

- [Going Pro: The Three Professional Practice Classes](#)
  - OD1-101 Fundamental Organizing and Productivity Principles
  - OD1-102 Fundamental Organizing and Productivity Skills
  - OD1-103 Ethics for Professional Organizers and Productivity Consultants
- [OD1-OO1 Introduction to Professional Organizing](#)
- [OD1-104 Starting an Organizing or Productivity Business](#)

### Can I make a living working in this industry?

**Yes!** Barry Izsak, CPO® former NAPO President and founder of [Arranging It All](#) says:

*"Yes, you can absolutely, positively make a very respectable living as a professional organizer. The beauty of this profession is that we have the flexibility to create our own path and there are so many ways to 'make it.' We can choose to operate our own business or work for someone else.*

*Each of us also makes the decision as to how much time we can devote to this work. Obviously, a person who chooses to work part-time as a solo practitioner won't earn as much as someone who wants and needs to work full-time and plans to build a multi-person company serving a variety of client needs.*

*I am aware of professional organizers who earn six figure incomes and others who make much less. The need for our services is clearly there. How much you actually earn is largely dependent on whether you are ready and able to commit the time and resources to realize your goals."*

And NAPO Member Nealey Stapleton of [The-Organizing-Boutique.com](#) shared:

*"The short answer is absolutely! Eight years ago, I started my business helping local clients organize their homes and offices. Now I'm transitioning to making my living online with my blog and selling information products. You can earn an income doing almost anything as long as you are willing to learn as much as you can, you know your audience, your product/service is valuable to them and you provide good customer support. Jump in with both feet and rock it!"*



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### **How much money does it cost to start a professional organizing or productivity consulting business?**

As with all businesses, costs vary. You will want to consider the type and cost of your business entity, licenses in your state, tools you will bring when working with clients, marketing, and NAPO membership, and any other professional or networking organizations. Keep a record of all these expenses for your taxes. Investing time, money, and effort in your business are important considerations of business ownership and show your commitment to your career.

**Now you're ready to [join NAPO](#) and get a start on your career!**