

Franchise Matches

for Dave Cooper & Cara Ottilio-Cooper

POWERED BY FRANCHISE BROKERS ASSOCIATION

Cara's Requirements

1. Strong Proven Brand
2. Verifiable Success
3. Franchise that is not saturated
4. Gave back to the community
5. Low risk
6. Scalable
7. Brand needs to be beautiful, clean
8. Quality of life franchise
9. No cold calling

Market Information - 10005

1. High renter market – 84% of households
2. Young market - **Median age** significantly below **state average**. **Median resident age** = 29.4 years
3. Affluent market - **Median household income** above **state average**. **Salary/wage**: \$215,824 (**reported on 84.6% of returns**)
4. High density population
5. Transient population - **Length of stay since moving** is significantly below **state average**.
6. Highly Educated - **Percentage of population with a bachelor's degree or higher** significantly above **state average**.
7. Family households are lower – **Percentage of Family households 29% compared to state 46.4%**

FASTSIGNS®

More than fast. More than signs.®

- Strong Proven Brand – 96.67% Retention Rate of Franchisees
- The financials they provide are robust and provide information on
 - Ramp up
 - Sales professional target and achievements
 - Average P&L with profit margins
- They have a program which is designed to have outside sales professionals perform sales activity.
- The way a franchise location can scale does not require additional locations, instead offers additional products to the existing customer base.
- You will be able to operate on regular business hours, giving you evenings and weekends free.

Accolades

- Entrepreneur #1
In Category: 2017
- Franchise Business Review
Franchisee Satisfaction Award:
2006 - 2016
- Canadian Franchise Association
Franchisee's Choice
Designation: 2004 - 2016
- #1 Ranked Franchise
Franchise Gator 2016
- Franchise Research Institute
World Class Franchise:
2011 - 2017



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Fast Franchise Facts

Franchising Since: Founded 1985

Total Franchise Operating Units: 650+ in 8 countries

Minimum Liquid Capital: \$80,000

Minimum Net Worth: \$250,000

Total US Investment: \$151,140 - \$293,525 

Total Canadian Investment: \$183,593 - \$312,504 CAD 

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“The one thing that has surprised me as a FASTSIGNS franchisee is the extent of support the owners receive from the national organization.”

-Bill Belmont, FASTSIGNS Franchisee –
Lawrenceville, NJ

5 Franchisees to every 1 Support Staff



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Video:

<https://www.youtube.com/watch?v=F8GDO7R6xZc>

Help business owners

1. Market their business by communicating with their customers and potential customers.
2. Businesses today struggle with proper messaging and communication.
3. FASTSIGNS is the answer to help those local businesses, schools, municipalities connect with their communities.

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Visual ID Source, Inc
 (Ad) 4.0 ★★★★★ (1) - Sign Shop
 Mineola, NY
 Open until 6:00 PM



FASTSIGNS
 (Ad) 5.0 ★★★★★ (30) - Sign Shop
 New York, NY
 (646) 571-0370
 Open until 5:30 PM



Bam Signs Inc
 No reviews - Sign Shop
 New York, NY
 (212) 918-4605



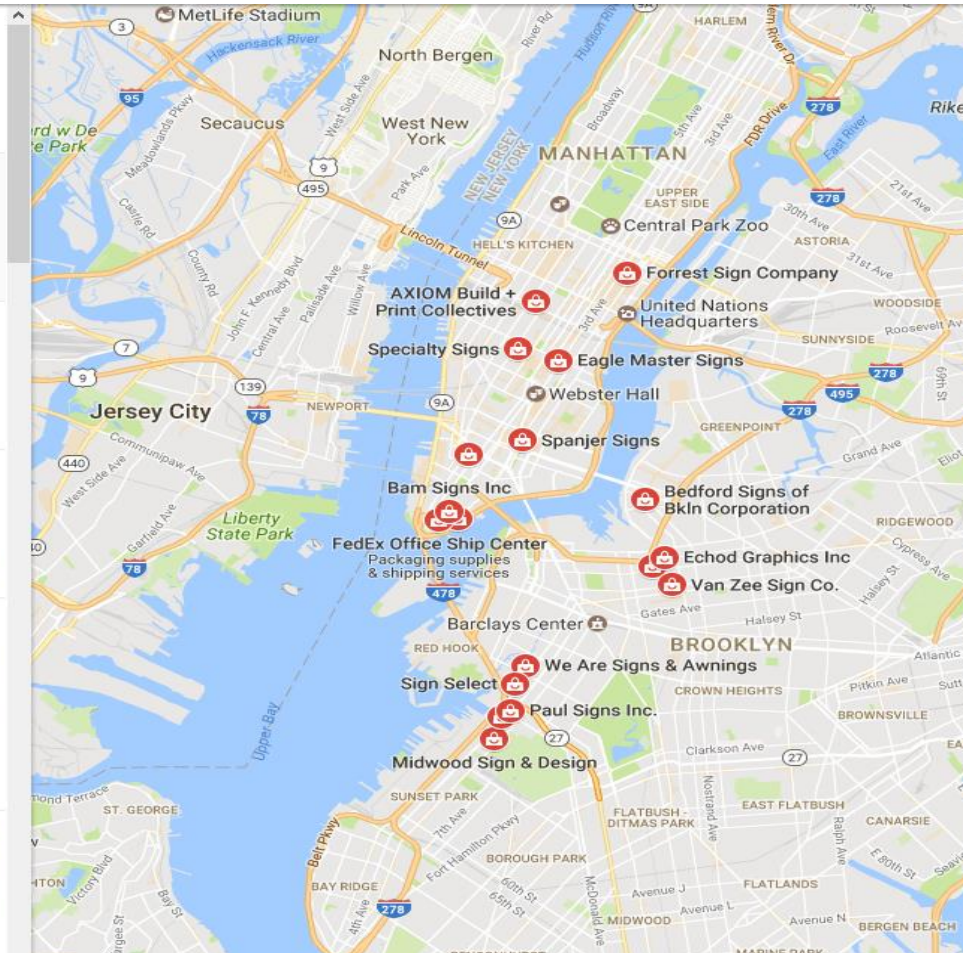
Sign Designer
 No reviews - Sign Shop
 New York, NY
 (212) 344-6676



FedEx Office Ship Center
 2.6 ★★★★★ (9) - \$\$ - Shipping and Mail...
 Chain providing office & packaging supplies,
 plus a variety of services such as shipping &
 printing.
 New York, NY
 (212) 514-9460
 Open until 9:00 PM



Specialty Signs
 5.0 ★★★★★ (1) - Sign Shop
 New York, NY
 (212) 243-8521
 Open until 5:00 PM



Reputation and Competition

- FASTSIGNS in the neighborhood on E 30th Street

- 5 stars with 30 reviews

- Competition

- Low ranking or low reviews from this check on Google Places



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- Nationally recognized brand – 91.01% Retention Rate of Franchisees
 - The financials they provide are robust and provide information on
 - Ramp up
 - Sales professional target and achievements
 - The average established Molly Maid owner had over \$960,000 in annual sales in 2015. The largest owner achieved over \$4.75 million.
 - Maid service that has consistently built the largest franchise units in the industry.
 - Market is young, affluent, and busy
 - Less space makes it more affordable to have this task done for them
 - 90% of owner “cleans” are from repeat customers. And, those repeat customers provide a comfortably predictable cash flow.





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- Owner has three important responsibilities:
 - 1) Hiring, training and managing employee base. The relationship and organization skills of the owners are very important in this area.
 - 2) Meeting in person with customers on in home estimates (preset appointments). Most customers are a lot like the owners.
 - 3) Executive Management: Executing marketing plan, P&L review and building management infrastructure.



Business Basics

Industry	Residential Cleaning	Year started franchising	1979
Year started	1979	Franchise units open	470 + USA / 184 Int'l
# Company units open	0	Investment Range \$	\$89,200 - \$137,200 (Not including working capital)
Franchise fee \$	\$14,900 – franchise fee \$40,000 territory fee \$10,000 – initial fee \$150,000 – working capital	Required liquid capital \$	\$65,000+
Required net worth \$	\$250,000	Royalty	Declining scale – 6.5% - 3.0%
Industry size \$	\$10 Billion	Available in Canada?	Not through Dwyer Group. Molly Maid Canada is a separate entity: Contact Danielle Craig @ 800.663.6243
SBA Registry?	Yes	Discounts Available	VetFran: 15%
Offer Group Health Insurance?	No	State Registrations	All



MyClean Cleaning Services

Ad

4.7

★★★★★

(96)

House C...

New York, NY

Open until 8:00 PM

WEBSITE

DIRECTIONS

Maid Green NYC " Green House cleaning 10005"

No reviews · House Cleaning Service

New York, NY

(917) 275-7176

Open until 8:00 PM

Cleaning Exec Cleaning Services

5.0

★★★★★

(43)

House Cleani...

New York, NY

(212) 457-8699

Open 24 hours

WEBSITE

DIRECTIONS

Maid Sailors Cleaning Service

4.8

★★★★★

(151)

House Clea...

New York, NY

(212) 299-5170

Open 24 hours

WEBSITE

DIRECTIONS

Check Maid Cleaning

4.4

★★★★★

(7)

House Cleaning Service

New York, NY

(212) 390-8074

Open 24 hours

WEBSITE

11 competitors



Nationally recognized brand - Retention rate 86.47%

Wear and tear on high renter apartments

Cross marketing opportunities with other Dwyer Group brands

Strong national and local internet lead generation strategy

Monday through Friday 8am – 5pm

Repeat and referral customers

Cash business – limited accounts receivable

Business and residential customers a professional maintenance, repair and improvement service





Chamber and community events are required for owner

4-6 week initial training program

Up and coming areas need building services for commercial and residential

Franchisees made up of Top Level business executives

Function of owner/daily tasks: The owner will follow their business plan, execute the marketing program, foster customer relationships and manage a team of technicians. These direct employees will be experienced handymen fully bonded and insured. They will wear a clean uniform, show up on time and work out of a professionally designed branded van.

WHO IS MR. HANDYMAN®?

PROFILE OF NORTH AMERICA'S MOST TRUSTED MR. HANDYMAN FRANCHISEE

- Focused on customer service
- Hoping to achieve more time for their families and things that matter
- Disciplined, ambitious, and committed
- Positive problem solvers with a "can do" attitude
- Prepared to dedicate necessary time and resources
- Have an aptitude for consultative sales
- Honest and ethical
- Gifted in team building, networking, and promotion
- Possessive of strong communication and interpersonal skills
- Ready to work hard and enjoy the fruits of their effort





SERVICES

Residential & Commercial



Mr. Handyman
On time. Done right.®



Business Basics

Industry	Handyman Services	Year started franchising	2000
Year business started	1996	Franchise units open	193 (+11 Canadian, and Ireland/UK)
# of Company units open	0	Investment Range \$	\$120,000 - \$130,000
Franchise fee \$	\$19,900 – franchise fee \$30,000 – territory fee \$10,000 – initial package \$60K - \$70K – working capital	Required liquid capital \$	\$60,000 minimum
Required net worth \$	\$250,000 minimum	Royalty	7%
Market size \$	55-60K targeted households (middle, upper middle and upper income households)	Discounts Available	VetFran: \$3,000 Public Protection: \$1,500



Handyman Services

No reviews · Handyman

New York, NY

(917) 447-6588

[DIRECTIONS](#)

Checklist Handyman Services

5.0 ★★★★★ (24) · Handyman

Brooklyn, NY

(347) 695-1882

Closed now

[WEBSITE](#)

Today's Handyman Service

No reviews · Handyman

Brooklyn, NY

(718) 534-0505

[WEBSITE](#) [DIRECTIONS](#)

NYC HANDYMAN

No reviews · General Contractor

New York, NY

(917) 915-5732

Closed now

[WEBSITE](#)

Can't find what you are looking for?

[ADD A MISSING PLACE](#)

2 competitors in the market

Only 1 competitor with a rating in Brooklyn



- Strong and established brand, 100% retention rate of franchisees
- Significant contribution to the community; owners who operate under the College Hunks brand name can be assured they are helping the environment, benefiting the community, and developing our nation's youth into future leaders.
- Eco-friendly and green Business
- Multiple revenue streams
- Recession Resistant Brand

FEATURED ON:





www.CollegeHunks.com
The University of Stress-Free Service





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- Donate items to charities
 - 2 Businesses for 1 Franchise fee
 - Small office requirement
 - B2B (20%) and B2C (80%) of customer base
 - Transient high moving rate of renters
 - Employees 18-26 in age is typical
 - Open & run locations with a general manager 40-50 hour work week to a 10 hour work week
 - Move the world - through customer experience
 - Values centered organization



www.CollegeHunks.com
 The University of Stress-Free Service

CORE VALUES

Building Leaders

Always Branding

Create a Fun, Enthusiastic Team Environment

Listen, Fulfill & Delight
 (Our Team Members, Franchisees and Clients, WOW!)

COLLEGE HUNKS HAULING JUNK
 1-800-JUNK-USA

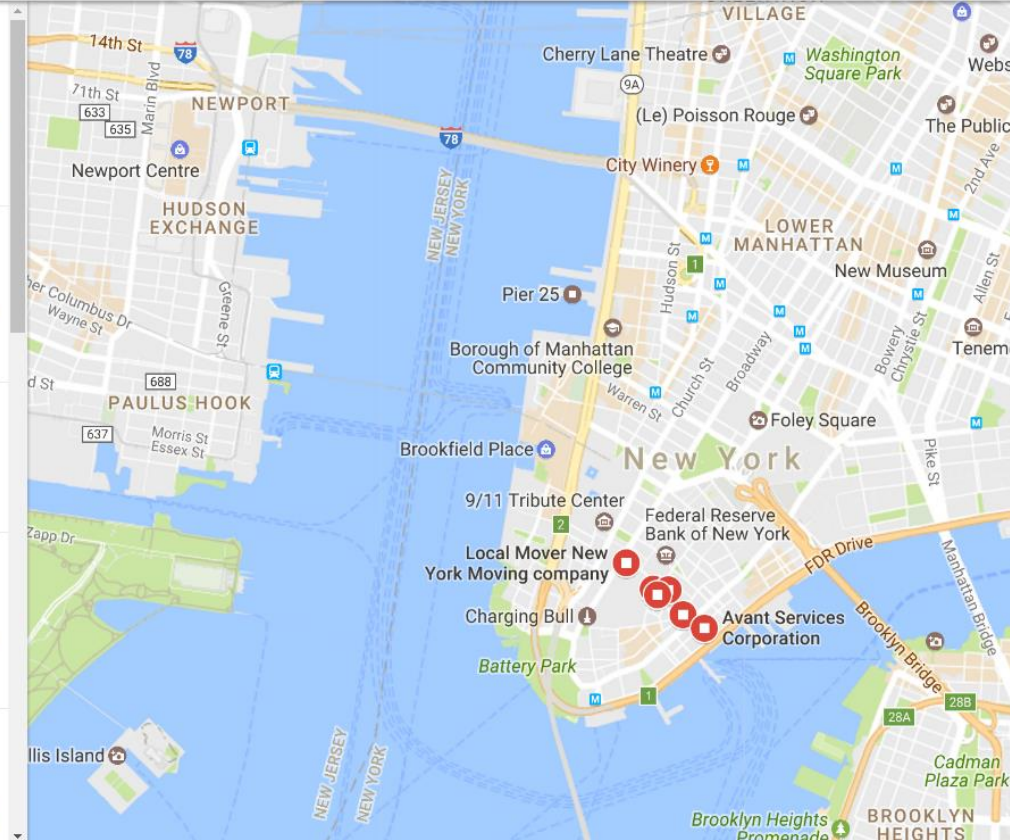


Business Basics

Industry	Junk Removal, Moving and Labor Services	Year started franchising	2007
Year business started	2004	Franchise units open	62 (Covering 165+ Zones)
Number of Company units open	3	Investment Range \$	\$95K-\$208K (includes 6 months working capital)
Franchise fee \$	\$50K for one zone for both brands (\$40K for one brand), \$35K for each extra zone	Required liquid capital \$	\$35K min
Required net worth \$	\$200K	Royalty	7% royalty, 2% brand development fee + flat monthly call center fee
Industry size \$	\$1B Junk Removal \$14B Local Moving	Available in Canada/ Internationally	Canada: Yes Internationally: Maybe
SBA Registry?	Yes	VetFran/Minority Fran	VetFran: Yes Minority Fran: No
Offer Group Health Insurance?	No	State Registrations	All States except ND, SD
In House Financing?	Work with a Preferred Bank for SBA Lending	Buyer Motives	A/E/S



1-800-PACK-RAT Moving and Storage Ad Moving and Storage Service 55 Metro Way (800) 722-5728 Open until 11:00 PM	WEBSITE DIRECTIONS
Top Mover Quotes™ Ad Moving and Storage Service 48 Wall st 11th floor (800) 960-4060 Open until 11:30 PM	WEBSITE DIRECTIONS
Manhattan Movers LLC Mover (646) 810-8663 Closing soon: 8:00 PM	WEBSITE
Top Mover Quotes™ Moving and Storage Service 48 Wall St (800) 960-4060 Open until 11:30 PM	WEBSITE DIRECTIONS
Local Mover New York Moving company Mover 100 Broadway (212) 123-1234	WEBSITE DIRECTIONS



6 competitors for moving

No competitor with any reviews

There are NO junk removal services currently in the market

Rating of the Franchises & Questions?
