



## 2011 GUIDE TOP TO TODAY'S TOP FRANCHISES













# UP, UP, UP

Many of the awardwinning companies that make our list year after year have managed to raise their satisfaction scores even higher this past year.

he overall franchise landscape is a very different place than it was five years ago. Thankfully, it's also a different place than it was three years ago when the economy went bottom's up. Entrepreneurs are cautiously looking for business opportunities again, lenders are slowly opening their wallets, and franchise companies are finding new and creative ways to make franchise ownership more accessible.

One might think that, in the midst of a recession, franchisee satisfaction would naturally go down, but that's not what we've found in compiling this year's **Guide to Today's Top Franchises**. Overall satisfaction is actually up—8 percent compared with past years—and satisfaction with financial performance is up 7 percent, a significant increase year-over-year.

There are 20 more companies on our list than last year (for a total of 154), and the baseline franchisee satisfaction score is higher than previous years. In fact, many of the award-winning companies that make our list year after year have managed to raise their satisfaction scores even higher this past year.

Our 2011 list of Top Franchises includes a number of companies that have performed well for the past several years—companies like Home Instead Senior Care, Heaven's Best Carpet Cleaning, JumpBunch, FASTSIGNS, and TeamLogic IT. We also have many award-winning opportunities that have made our list for the first time, including Jet's Pizza, Care Patrol, TGA Premier Junior Golf, and Zoup!

Franchise companies have stepped up the support of their franchisees in the past few years (which we've seen reflected in significantly higher satisfaction in the category of training and support) and found ways to work smarter and do more a lot more—with less. Perhaps most striking of all are the companies that have maintained impressively high franchisee satisfaction throughout the economic crisis, proving that operators of a well-run franchise will not only survive, but thrive—in good times and bad.

With thousands of franchise opportunities to choose from, we know that not all franchises are created equal, but we hope this list—based on our annual survey of more than 25,000 franchise owners—guides you on your way.

Now is a great time to invest in a franchise—so go ahead, do it!

Happy franchising!

**Eric Stites** 

**President and CEO** Franchise Business Review



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MaidPro

Aire-Master of America

AdvantaClean

Jan-Pro (master franchisors)

DKI (Disaster Kleenup International)

Anago Cleaning Systems

(master franchisors)

Buildingstars

Oxi Fresh Carpet Cleaning

**OMEX International** 

The Maids

Rainbow International Restoration & Cleaning

Office Pride Commercial Cleaning Services

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#### Tax Centers of America

Roni Deutch Tax Center

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#### 🕦 Jet's Pizza

Auntie Anne's Pretzels

Toppers Pizza

Marco's Pizza

Bruegger's

Papa Murphy's

Voodoo BBQ & Grill

Charley's Grilled Subs

Einstein Bros Bagels

Great Wraps!

Happy and Healthy Products

MixStirs

Straw Hat Pizza

Jack in the Box

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Russo's New York Pizzeria

LaRosa's Pizzerias

Zoup!

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#### 🎉 Paul Mitchell School

Palm Beach Tan

Passport Health

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#### Miracle Method Surface Refinishing

CertaPro Painters

Five Star Painting

HouseMaster

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Mr. Rooter Plumbing

Aire-Serv Heating

& Air Conditioning

Grout Doctor

ABC Seamless Siding

ASP - America's Swimming Pool

Yellow VAN Handyman

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#### Sotheby's International Realty

G.J. Gardner Homes

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Coldwell Banker

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Coldwell Banker Commercial

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#### 🎉 Home Instead Senior Care

Synergy HomeCare

CarePatrol

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BrightStar

Always Best Care Senior Services

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Nurse Next Door Home Healthcare Services

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Precision Concrete Cutting

Weed Man

Fish Window Cleaning Services

Safe Ship

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U.S. Lawns

**FRSTeam** 

Paul Davis Restoration

Two Men and a Truck

Mosquito Squad

Pestmaster

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Handle With Care Packaging Stores

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Wild Birds Unlimited

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FAST-FIX Jewelry & Watch Repairs

Interstate All Battery Center

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TGA Premier Junior Golf

i9 Sports

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Cruise Planners

CruiseOne

Travel Leaders

Value Place



#### TOP FRANCHISES

#### **Advertising & Sales**

#### **Proforma**

Startup Investment: \$4,730 - \$53,195 Cash Requirement: \$29,500 - \$48,095

Domestic Franchises: 723

With over 30 years of experience, Proforma remains focused on providing solutions to businesses for their graphic communications needs. A leading provider of promotional products, printing services, business documents, and ecommerce solutions, Proforma is one of the top five largest companies in our industry.



#### Our Town America

Startup Investment: \$74,800 - \$105,450 Cash Requirement: \$89,000 Domestic Franchises: 41

For over 38 years, Our Town America has been providing new movers with traditional hospitality by mailing them housewarming gift certificates from neighborhood businesses, in a premium gift package. This is a marketing program that has satisfied thousands of business owners throughout the U.S.

For more information on Our Town America opportunities, call (727) 345-0811 x232 or visit www.ourtownamerica.com.

#### Valpak

Startup Investment: \$32,500+ Cash Requirement: \$75,000+ Domestic Franchises: 175

Valpak is the #1 cooperative direct mail advertising franchise with over 40 years of experience. Valpak distributes over 20 billion coupons to more than 500 million homes across North America. A Valpak franchisee will benefit from no royalties, no inventory, low startup costs, extensive training, marketing, operations support, advertising, and more.



#### **Money Mailer**

Startup Investment: \$27,500 Cash Requirement: \$27,500 Domestic Franchises: 238

Money Mailer is the perfect franchise for sales professionals who want to help local businesses succeed. Our integrated media approach with direct mail, internet, and mobile-powered franchisees led to a 12% increase in ad sales in 2010. Coupon redemption continues at record levels, and we are perfectly positioned for more doubledigit growth ahead. Use our patent-pending technology, cutting-edge marketing tools, and an aggressive first-year launch package to get on the fast-track to success. With our internal financing, you can start your business with \$7,500 down. High repeat business potential, extremely fast startup, and world-class training and support are what our franchisees have. For more information on Money Mailer, call (714) 889-4694 or visit www.moneymailer.com.

#### **Town Money Saver**

Startup Investment: \$29,900 Cash Requirement: \$29,900 Domestic Franchises: 36

Town Money Saver has been structured to provide you with the tools and management knowledge to effectively and profitably produce a monthly community publication. There is no storefront, inventory or employees required to start your franchise. Town Money Saver handles your graphic coordination, printing, and mailing—allowing you to focus on customer relationships and growth. Exclusive territories allow you to develop long-term relationships that will result in a solid future.

#### TOP FRANCHISES

#### **Automotive**



#### ColorGlo International

Startup Investment: \$41,000 - \$44,800 Cash Requirement: \$41,000 - \$44,800 Domestic Franchises: 107

Color Glo has developed and provided exclusive proprietary products and patented methods that, today, provide our franchisees a quality of life most people can only dream of. By forming a "dynamic partnership" with each franchisee, we are positioned in these billion-dollar markets to grow well into the future. We serve numerous industries, including auto dealers and furniture retailers. For more information on Color Glo opportunities, call (800) 333-8253/ (952) 835-1338 or visit www.colorglo.com.

#### **Christian Brothers Automotive**

Startup Investment: \$325,000 - \$350,000 Cash Requirement: \$65,000 - \$100,000

Domestic Franchises: 80

Christian Brothers Automotive is a national automotive service franchisor based in Houston, Texas, and founded in 1982. Each Christian Brothers franchise is locally owned and operated and provides ethical and excellent full-service automotive repair to the surrounding community. Christian Brothers' focus on superior customer service and "loving your neighbor as yourself" has allowed the company to grow with 100 percent store success in 15 years of franchising. There are currently 80 stores open and approximately 30 in pre-opening development. Christian Brothers Automotive is actively seeking franchise partners for Arizona, Colorado, Florida, Indiana, North Carolina, South Carolina, and Michigan, among other states.

#### **Snap-on Tools**

Startup Investment: \$17,906 - \$278,492 Cash Requirement: \$17,906 - \$74,271

Domestic Franchises: 3,219

Snap-on Incorporated is a leading global innovator, manufacturer, and marketer of tools, diagnostics, and equipment solutions for professional users. Product lines include hand and power tools, and are sold through its franchisees, company-direct sales, and distributor channels, as well as over the internet.



#### **Matco Tools**

Startup Investment: \$79,000 - \$188,000

Cash Requirement: \$32,000 Domestic Franchises: 1.457

Matco Tools is a 64-year-old organization supplying professional grade tools, automotive service, and diagnostic equipment to professional repair technicians in the automotive, truck, marine, and aviation industries. Matco's franchised mobile distributors operate from a home-based office in an exclusive territory and service a pre-identified potential customer base. For more information on Matco Tools opportunities, call (888) 696-2826 or visit www.GoMatco.com

#### TOP FRANCHISES

#### **Business Services**



#### FocalPoint Coaching

Startup Investment: \$49,950 Cash Requirement: \$49,950 Domestic Franchises: 59

FocalPoint Coaching, powered by Brian Tracy, specializes in training managers, entrepreneurs, and executives who are passionate about coaching, teaching, and mentoring others. Franchisees receive exceptional training, support, and the resources needed to be successful. At FocalPoint, you'll learn how to think and act like a business coach, how to find and acquire clients, and how to keep them! For more information on FocalPoint Coaching opportunities, call (877) 433-6225/(702) 932-3870 or visit www.focalpointcoaching.com.



#### Sandler Training

Startup Investment: \$82,150 - \$98,750 Cash Requirement: \$150,000

Domestic Franchises: 168

Sandler Training is the leader in innovative sales and sales management training. We have over 235 training centers in major cities throughout the country and around the world, offering instruction in a dozen languages. Entrepreneur Magazine has ranked Sandler as the No. 1 training franchise nine times, including 2010. Our training is designed to create lasting performance improvement rather than the motivational "quick fix" typical of many seminar-based training programs. The demand for quality sales training has rarely been greater than it is today. As a Sandler franchisee, you can tap this vast market—and beyond. For more information on Sandler Training, call (800) 669-3537 x2005

or visit www.sandler.com.

#### **Sir Speedy**

Startup Investment: \$275,000 - \$350,000 Cash Requirement: \$100,000 Domestic Franchises: 287

Sir Speedy is one of the largest providers of printing and marketing services. Sir Speedy centers help companies achieve their business objectives by providing traditional printing, copying, and mailing services, as well as advanced marketing solutions, such as integrated direct marketing, web to print, and promotional products.



#### **FASTSIGNS International**

Startup Investment: \$138,985 - \$235,103 Cash Requirement: \$75,000

Domestic Franchises: 450 FASTSIGNS is the leader in the visual communications industry, providing a wide range of communications solutions to primarily business clientele. With over \$4,000,000 in financing available to new FASTSIGNS franchisees, the company is prepared to grow aggressively and strengthen its position as the #1 sign franchise in the U.S. FASTSIGNS focuses on four key strategic objectives year in and year out: 1) Improve franchisee profitability, 2) Improve franchisee average unit volume, 3) Improve franchisee satisfaction and 4) Increase brand awareness. For more information on FASTSIGNS opportunities, call (800) 827-7446

#### ActionCOACH

Startup Investment: \$82,500 - \$108,441 Cash Requirement: \$40,000

Domestic Franchises: 266

or visit www.fastsigns.com.

ActionCOACH offers consultants an opportunity to become business and executive coaches and form a home-based company providing business and executive coaching services to other companies. ActionCOACH franchisees provide a valuable service to business owners and executives, offering unique perspectives in evaluating current company structure, while helping improve business profitability.

#### **International Franchise Solutions**

Startup Investment: \$35,950 - \$55,800

Cash Requirement: \$35,000 Domestic Franchises: 22

International Franchise Solutions (IFS) provides its franchisees the ability to create immediate income, residual income, and build equity while helping businesses expand through franchising, licensing, distributorships, and other successful growth programs. Franchisees become prestigious franchise and business expansion consultants and help businesses in their area duplicate their businesses throughout the world and save money by using proven tools, systems, and programs provided to them by International Franchise Solutions (IFS).

#### Unishippers

Startup Investment: \$75,000 - \$150,000 Cash Requirement: \$75,000 Domestic Franchises: 288

For nearly 25 years, Unishippers has offered franchisees a unique opportunity to create an attractive lifestyle while earning substantial income. This business-tobusiness franchise is focused on selling and servicing discounted shipping services to small and mediumsized companies. Unishippers offers franchisees access to one of the most extensive shipping supplier networks available, including UPS, and more than 30 local, regional, and national freight carriers.

#### PIP Printing & Marketing Services

Startup Investment: \$275,000 - \$350,000

Cash Requirement: \$100,000 Domestic Franchises: 110

PIP is one of the most recognized brands in business printing, offering traditional printing, copying, and mailing services to companies of all sizes. Traditional services, combined with advanced marketing solutions, such as integrated direct marketing, web to print, and promotional products, help companies meet their business growth objectives.



#### **PostNet**

Startup Investment: \$174,000 - \$196,000 Cash Requirement: \$60,000

Domestic Franchises: 735+

PostNet centers are high-tech, one-stop convenience centers offering digital black and white/color copies, printing, fax, computer/internet services, office supplies, FedEx and UPS shipping, packaging, postal services, mailbox rentals, and much more.

For more information on PostNet opportunities, call (800) 338-7401 or visit www.postnetfranchise.com.

#### Mars Venus Coaching

Startup Investment: \$35,000 Cash Requirement: \$50,000 Domestic Franchises: 17

At Mars Venus Coaching, we provide training programs, workshops, life coaching, and executive/business coaching services that dramatically enhance personal and organizational performance in the areas of leadership, teamwork, communication, relationships, and life skills. What sets us apart from other coaching and training companies is that over \$50 million has been spent establishing and marketing our brand.

#### Cybertary

Startup Investment: \$39,000 Cash Requirement: \$37,500 Domestic Franchises: 25

Join the virtual assisting (VA) industry leader and the first and only turnkey virtual assisting franchise in the U.S. Cybertary is a network of highly skilled professional VAs, who provide on-demand administrative, creative, and technical support to businesses, entrepreneurs, and busy people. The Cybertary network provides reliable, cost-effective support services to meet each client's needs and increase productivity.



#### **LAURIE SIGILLITO FASTSIGNS International**

#### Why did you decide to buy a franchise?

I was laid off from my job in the high-tech industry two years ago, and I was looking for some sort of business opportunity where I wouldn't have to travel as much. A friend suggested a sign business, and it sounded like a fun, sound business. My background and knowledge in business development and sales and working in a business environment helped quite a bit. I was also able to apply some of my technology background in the technology that's involved in the digital sign business.

#### Why did you choose your franchise?

When I started looking at local sign businesses, I had no idea there was actually a franchise for this, but I found several franchise companies during my due diligence. FASTSIGNS was very picky about who they selected to be a franchisee, so I knew that they probably invested a lot into the franchise if they were going to be so picky about who opened one. I liked that their business model was not just to provide me support on the front end, but they actually make their money as I make my money. It's key to FASTSIGNS' business model to make me successful in the field and to help me increase my sales, and that's exactly what we've done.

#### What advice do you have for prospective franchise buyers?

Put your business plan together, and really understand the industry and how it is going to fit into your market. The more you can do upfront to make your decision, the better off you're going to be when you launch.

#### What is the best part of being your own boss?

It does give you a lot of flexibility. If I want to leave to help coach my daughter's basketball team, I can do that. Certainly the positives of business ownership outweigh the negatives.

#### TOP FRANCHISES **Child Services**



#### **JumpBunch**

Startup Investment: \$40,700 - \$73,900 Cash Requirement: \$35,000 - \$77,000

Domestic Franchises: 39

JumpBunch offers structural sports and fitness programs for children ages 15 months to six years old, as well as for school age children ages six to 12. They are offered as part of a child's day at school, daycare, after-school programs, and recreation departments. JumpBunch is not a gym or facility; rather, franchisees go out into the community to teach classes.

For more information on JumpBunch opportunities, call (410) 703-2300 or visit www.jumpbunch.com

#### Rhea Lana's Children's Consignment

Startup Investment: \$16,050 - \$33,050 Cash Requirement: \$8,000 - \$10,500

Domestic Franchises: 41

Rhea Lana's is the nation's leader in upscale children's consignment events. RL franchises host seasonal events while building meaningful relationships in the communities in which they serve. As the leader in the industry, Rhea Lana's offers high quality consignment opportunities to families across America. A trusted venue is provided by which families earn extra income by selling items, and save money by purchasing items at RL events. RL innovative software provides real-time tracking of sales for consignors and complete management tools for franchise owners. Comprehensive training, support, and a summer RL Franchise Owners Conference are provided.

#### **Stroller Strides**

Startup Investment: \$4,009 - \$17,889 Cash Requirement: \$3,700 - \$6,050 Domestic Franchises: 304

We offer fitness classes for moms with babies; it's fitness for mom and fun for baby. It's a low-cost, home-based business that fits with your family. We offer prenatal and postnatal workouts, as well as weight loss programs and retail products. Stroller Strides is the 17th fastest growing franchise in the country, according to Franchise Times magazine, and is one of the top 25 companies in the country to work for according to Working Mother magazine. It's a feelgood business that is supportive of motherhood.

#### CompuChild

Startup Investment: \$18,300 - \$33,600 Cash Requirement: \$20,000 Domestic Franchises: 71

CompuChild is dedicated to preparing children for the academic challenges of tomorrow through technology education today. Classes are offered at existing child care centers, schools, and community centers. This easy to operate home-based business offers exclusive territories, low overhead, and proprietary curriculum.

## HNASIUM' The Math Learning Center

#### **Mathnasium Learning Centers**

Startup Investment: \$78,300 - \$107,500

Cash Requirement: \$27,500 Domestic Franchises: 314

Mathnasium is a learning center where students go year-round to boost their math skills. The centers are highly specialized and teach only math. Their goal is to significantly increase a child's math skills, understanding of math concepts, and overall school performance, while building confidence and forging a positive attitude toward the subject. For more information on Mathnasium

opportunities, call (877) 531-MATH(6284) or visit www.mathnasium.com.

#### **Amazing Athletes**

Startup Investment: \$47,650 - \$71,050 Cash Requirement: \$15,000

Domestic Franchises: 51

Amazing Athletes is a mobile franchise company that offers individuals the opportunity to provide developmental sports and physical fitness programs for children under the age of 12 with a focus on children ages two and a half to six years. Programs can be taught at any location regularly attended by children but are mainly based in child care centers and preschools. Our action-packed, year-round program teaches children the basic fundamentals and mechanics of nine different sports while also incorporating activities and movements to help master and improve their motor development, speed and agility, muscle tone, and overall health.

#### Just Between Friends

Startup Investment: \$24,500 - \$32,500

Cash Requirement: \$12,900 Domestic Franchises: 109

Just Between Friends is the nation's leading children's and maternity consignment sales event franchise. Franchises offer sales events in organized shopping venues two to three times per year where shoppers can find all they need for their families at substantial savings. Just Between Friends franchises lead the market through use of proprietary point-ofservice software with backend internet software and support, and professional branding through targeted marketing materials.

#### Kinderdance International

Startup Investment: \$14,950 - \$46,100 Cash Requirement: \$14,950 - \$46,100

Domestic Franchises: 120

Kinderdance is the original developmental dance, motor skills, gymnastics, music, and fitness programs that combine academic readiness skills, specifically designed for children ages two to 12 years. Take control of your life and make a positive difference in the lives of young children in your area by becoming a Kinderdance franchisee.



- Rapid growth market
- No teaching experience needed
- Strong training and ongoing support
- Protected territories

JumpBunch® is a unique angle on a proven business model. We bring sports and fitness programs to a child's day at preschool, daycare, after-care, camps – and more.



410.703.2300 | **JumpBunch.com** 





#### TSS Photography

Startup Investment: \$30,250 - \$75,150 Cash Requirement: \$9,075 - \$22,545

Domestic Franchises: 210

If you love photography, enjoy working with kids, or have an interest in sports, now you can enjoy a picture perfect future as a franchise owner with TSS Photography. For more information on TSS Photography opportunities, call (866) 877-4746 or visit www.tssphotography.com/franchise.

#### Young Rembrandts

Startup Investment: \$39,600 - \$49,600 Cash Requirement: \$50,000

Domestic Franchises: 78

Young Rembrandts is a home-based business that provides affordable art education for families. The foundation of our business model is the unique and proven Young Rembrandts Method, in addition to our original, copyrighted curriculum and solid educational disciplines, which develop art and academic skills in children. Our method gets results that surpass all expectations. A Young Rembrandts franchise provides flexibility in regard to work and family, an opportunity for franchisees to give back to their communities, and financial stability.

#### **Baby Boot Camp**

Startup Investment: \$3,690 - \$9,699 Cash Requirement: \$2,900 - \$5,299 Domestic Franchises: 115

Baby Boot Camp offers prenatal and postpartum fitness and nutrition programs for moms. A Baby Boot Camp franchisee will offer indoor and outdoor core strength classes primarily oriented toward these moms. Most, but not all, class formats incorporate moms bringing their young children to class in a stroller; hence, we refer to this category as "stroller-based fitness." The primary target demographic for this franchise program is first-time moms with stroller-age children (usually between six weeks and four years old).

#### **Images 4 Kids**

Startup Investment: \$43,000 Cash Requirement: \$15,000 Domestic Franchises: 50+

Images 4 Kids is the premier school photography franchise specializing in daycare, private school, and preschool photography. We bring studio quality photographs to school picture day, and the difference is spectacular. Our business model is based around a love of children, photography, and the need for a flexible work schedule. Images 4 Kids provides a stateof-the-art secure online system for parents to view and order their child's portraits as well as a computer management system that organizes each franchisee from the point the photo shoot is booked to delivering the final portraits to the school.

#### COMPUTER EXPLORERS

Startup Investment: \$23,425 - \$33,750

Cash Requirement: \$25,000 Domestic Franchises: 53

COMPUTER EXPLORERS is a recognized expert in children's computer and technology education. Their dynamic program provides software, curriculum, technology-certified teachers and staff, continuous and up-to-date training, and real-life, hands-on education. The difficult task of implementing a system that truly works is no longer a problem; COMPUTER EXPLORERS has developed that system.

#### **College Nannies & Tutors**

Startup Investment: \$60,000 - \$154,000

Cash Requirement: \$50,000 Domestic Franchises: 72

People start businesses for many different reasons: financial security, being your own boss, a sense of accomplishment. People choose a College Nannies & Tutors franchise for one additional reason: Because it matters. Our franchisees benefit from protected territories, multiple revenue streams, and flexible development plans, allowing you a variety of ways to grow your business with the support of our knowledgeable staff and comprehensive training. Our award-winning technology allows you to manage your business from any place at any time. As a College Nannies & Tutors franchisee, you are active within your community. "Building Stronger Families while Building Your Business."

#### THE TUTORING CENTER

Startup Investment: \$75,000 - \$110,000 Cash Requirement: \$39,000

Domestic Franchises: 58

Over a 15-year period of testing and refining, THE TUTORING CENTER has developed a winning formula. Our franchise opportunity is unique because you have the ability to change the lives of children while investing in your future. Running one of our centers is a personally rewarding and enriching business opportunity. In other words, you'll make a difference! Owning one of our franchises affords you recognition and a time-tested system. We take great pride in creating a successful relationship with our franchisees. It's important to us that we create an environment of teamwork. By working together and supporting your needs, you receive all the tools to run a successful business in our industry.

#### TOP FRANCHISES

#### Cleaning & Maintenance

#### Heaven's Best Carpet Cleaning

Startup Investment: \$28,900 - \$64,000 Cash Requirement: \$15,000

Domestic Franchises: 1,248

Heaven's Best Carpet Cleaning brings together the best products and services to create an excellent franchise package. With over 25 years of experience in the industry, we can get you started off on the right track. Join the franchise that has been rated #1 by Franchise Business Review for five years in a row.

#### **MaidPro**

Startup Investment: \$18,709 - \$103,959 Cash Requirement: \$20,000

Domestic Franchises: 120

MaidPro prides itself on its proven groundbreaking technology and software, creative marketing efforts, established brand identity, and stellar support to its franchisees. The company is constantly trying to place in the rapidly growing house cleaning industry.

reinvent new practices and refine old ones to ensure its MaidPro offers you the advantages of rapid growth, low startup costs, manageable hours, and recurring revenue. Join a franchise that gives you control and ownership of your business with unmatched 24/7 support!

#### Aire-Master of America

Startup Investment: \$33,000 Cash Requirement: \$60,000 Domestic Franchises: 82

Aire-Master is a unique system of odor control and restroom fixture cleaning developed over 54 years. Aire-Master deodorizers and deodorant products actually eliminate odors. We offer complete training to build a customer base in all industries: medical, food, real estate, retail, and more. We are FDA-registered and manufacture deodorants, cleaning products, and hand soaps.

#### AdvantaClean

Startup Investment: \$73,600 - \$104,300

Cash Requirement: \$75,000 Domestic Franchises: 45

AdvantaClean is an award-winning franchise, offering solutions that make every home and building a healthier place to live and work. Opportunities are available to join AdvantaClean as a recession-resistant franchise in the rapid-growth indoor air quality service category. Combining essential services like water damage recovery, mold removal, duct cleaning, and dryer vent cleaning, AdvantaClean improves air quality, system efficiency, and the comfort, safety, and health of every building we service.

#### Jan-Pro (master franchisors)

Startup Investment: Master - \$100,000 - \$500,000,

Unit - \$3,145 - \$50,405

Cash Requirement: Master - \$125,000+,

Unit - \$2,520 - \$44,000

Domestic Franchises: 9,276 Masters

This is an opportunity for a seasoned executive, professional, or salesperson to capitalize on becoming a regional franchisor. The master franchise sells and supports unit franchisees within their exclusive territory during normal business hours. The units provide the actual proprietary cleaning services to the customers. As the nation's #1 fastest-growing franchise for three years in a row (Entrepreneur 2008, 2009, and 2010), Jan-Pro has built a solid reputation in the marketplace. We offer various levels of ownership—full or part-time opportunities exist in all major markets. If you're searching for a recessionresistant industry, Jan-Pro is the answer.



#### **DKI (Disaster Kleenup International)**

Startup Investment: \$17,895 - \$40,000 Cash Requirement: \$30,000 - \$90,000

Domestic Franchises: 168

DKI was originally founded in 1974 as Disaster Kleenup International. Headquartered in suburban Chicago, DKI is the largest disaster restoration contracting organization in North America. The services that DKI provides to insurance, commercial, and residential clients include: emergency response, water damage mitigation, fire and contents cleaning, mold remediation, complete reconstruction, and much more—24 hours a day, 365 days a year. By pooling resources, members are able to take on disasters of any magnitude, while ensuring the very best of restoration expertise and efficiency.

#### **Anago Cleaning Systems** (master franchisors)

Startup Investment: Master - \$175,000, Unit - \$8,000+ Cash Requirement: Master - \$50,000+, Unit - \$2,550+

Domestic Franchises: 34 Masters

Since 1989, Anago has been perfecting a successful system that leverages technology, plus the pride of business ownership, to put the power of commercial janitorial franchising in your hands. Whether you purchase a master franchise or unit franchise, you are helping to secure a future in a recession-resistant, exploding industry.



#### **Buildingstars**

Startup Investment: \$2,000 - \$36,000 Cash Requirement: \$1,000

Domestic Franchises: 328

Buildingstars has developed the most advanced business model in the commercial cleaning industry. This unique business model provides our franchise owners with the best way to start their business, the best way to manage their business, and the best way to grow their business. This is not just an empty claim; every franchise owner is supported by a team of industry professionals through their local support center. From startup throughout the development and growth of the business, our hands-on team is there to help with acquiring customer accounts, customer service, account retention, and administrative support. For more information on Buildingstars opportunities, call (314) 991-3356 or visit www.buildingstarsfranchise.com.

"TeamLogic IT goes beyond the call of duty to ensure the success of each of its franchisees through the use of ongoing training, awesome support, and ongoing marketing efforts."

Bob Berry, TeamLogic IT Franchisee



#### Oxi Fresh Carpet Cleaning

Startup Investment: \$28,900 Cash Requirement: \$28,900 Domestic Franchises: 214

Oxi Fresh Carpet Cleaning is now the frontrunner in the evolution of the carpet cleaning industry! The company's key strengths are its wealth of business experience and innovative products proven to reinvent carpet right before the customer's eyes.

For more information on Oxi Fresh opportunities, call (877) OXI FRESH (694-37374) or visit www.oxifreshfranchise.com.

#### **OMEX International**

Startup Investment: \$40,000 - \$70,000

Cash Requirement: \$25,000 Domestic Franchises: 20

The OMEX franchise is designed for the entrepreneur looking to build and develop a professional, commercial cleaning business, not a small franchise where the owner is the principal worker. It is an opportunity to manage your own company and management staff while managing the maintenance needs of professional offices.

#### The Maids

Startup Investment: \$92,545 - \$120,295 Cash Requirement: \$38,000 - \$48,000

Domestic Franchises: 1,059

The Maids Home Services is the only residential cleaning franchise to clean for health using the company's exclusive and unique cleaning method, which provides customers with cleaner, healthier homes. With The Maids, you get a strong business opportunity, offering a highly needed service, all with no nights, weekends, or holidays!

#### Rainbow International Restoration & Cleaning

Startup Investment: \$22,000 - \$101,000

Cash Requirement: \$25,000 Domestic Franchises: 186

Rainbow International is an exclusive, worldwide restoration franchise organization offering exciting franchise opportunities in residential and commercial restoration and cleaning businesses.

#### Office Pride Commercial Cleaning Services

Startup Investment: \$34,000 - \$59,900

Cash Requirement: \$16,000 Domestic Franchises: 110

Office Pride Commercial Cleaning provides top quality janitorial services while building mutually beneficial relationships with customers, employees, vendors, and franchises. At Office Pride, employees are trained on how to specifically give an office or facility the most thorough cleaning it has ever had, every time they clean.

#### TOP FRANCHISES

#### Financial & Tax

#### Tax Centers of America

Startup Investment: \$15,000 - \$45,000 Cash Requirement: \$15,000 - \$40,000

Domestic Franchises: 165

Tax Centers of America is a recession-proof business with an unlimited opportunity for growth, and the greatest franchise business opportunity available in America today. We are the home of the "buy one get three free" franchise, and we offer a veterans discount and an enrolled agent discount.

#### **Padgett Business Services**

Startup Investment: \$98,955 Cash Requirement: \$98,955 Domestic Franchises: 400

Over 25,000 small businesses rely on Padgett Business Services franchise owners for a wide array of business services, including accounting, financial reporting, tax, government compliance, payroll services, and general business consulting.

#### **Murphy Business & Financial**

Startup Investment: \$61,500 - \$128,700

Cash Requirement: \$50,000 Domestic Franchises: 144

Murphy Business & Financial Corporation provides new or experienced business brokers with the support to build a successful business brokerage firm on several fronts. These include ownership transfers, business valuation and appraisals, mergers/acquisitions, and property management.

#### Roni Deutch Tax Center

Startup Investment: \$85,000 - \$119,900 Cash Requirement: \$75,000

Domestic Franchises: 72

Roni Deutch Tax Center is a rewarding business developed to provide competent and professional tax preparation services. Every franchisee has the opportunity to earn extra income via additional business services or through one of our outreach programs. We have low investment cost, minimal overhead, no inventory, and our royalties are low.

"It's key to FASTSIGNS' business model to make me successful in the field and to help me increase my sales, and that's exactly what we've done." Laurie Sigillito, FASTSIGNS franchisee

#### TOP FRANCHISES

#### Food

#### Jet's Pizza

Startup Investment: \$300,000 - \$375,000 Cash Requirement: \$400,000 Domestic Franchises: 206

All successful restaurants share the same three essential traits. First, customer service. We will help you develop outstanding customer service. Second, cleanliness. We will train you in cleaning procedures. Third, and most important, product. Jet's Pizza has perfected the deepdish square pie. One piece and you're hooked. Jet's Pizza regularly receives "Best of the Best" and "Reader's Choice" awards. Pizza Today magazine named Jet's Pizza the eighteenth largest pizza chain in the nation, by sales, in its "Top 100 Company" report. Entrepreneur Magazine has consistently ranked Jet's Pizza a "Top 500 Franchise" opportunity.

#### **Auntie Anne's Pretzels**

Startup Investment: \$197,875 - \$439,100 Cash Requirement: \$20,000 - 80,000 Domestic Franchises: 879

As the world's largest hand-rolled soft pretzel franchise, Auntie Anne's stores hand-roll and bake pretzels to golden brown perfection in full view of customers. Auntie Anne's specializes in on-the-go menu items of pretzel products, dipping sauces, and beverages for consumers in venues, such as malls and transportation hubs.

#### **Toppers Pizza**

Startup Investment: \$286,628 - \$529,968 Cash Requirement: \$95,000 Domestic Franchises: 28

Toppers is a fun, eclectic, over-the-top pizza brand that customers love! We offer high quality pizza products that our competitors do not offer. This is an incredible business model that is time-proven and scalable. We believe in our business and operate numerous company stores. Our company is family-owned, and our focus

franchisees offer weekly pool competitions.

is on the success of our franchisees. We have built a great system over the last 20 years. Our products are premium, and our customers have come to expect the very best in technology and customer service.

#### Marco's Pizza

Startup Investment: \$218,000 - \$418,500 Cash Requirement: \$110,000 - \$120,000

Domestic Franchises: 223

Marco's is a proven, profitable franchised business system with successful franchisees in states across the country. Marco's Pizza delivers the highest quality authentic Italian pizza on the market, where gourmet quality and better value deliver a taste that is truly different. People prefer the taste of Marco's pizza to that of competitors, which is why they will prefer to do business with you.

#### Bruegger's

Startup Investment: \$368,600 - \$565,600

Cash Requirement: \$150,000 Domestic Franchises: 107

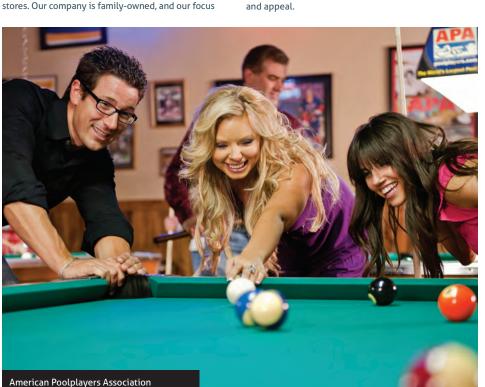
Bruegger's offers a solid investment opportunity for franchisees that have the drive to succeed in a concept that places strong emphasis on the satisfaction of its franchisees. Famous for authentic boiled and baked bagels, Bruegger's bakers lend their expertise to crafting a variety of other stone-hearth baked breads and the exclusive Softwich. Bruegger's bakeries offer a warm, comfortable setting for guests to enjoy a wholesome meal.

#### Papa Murphy's

Startup Investment: \$195,000 - \$380,000 Cash Requirement: \$80,000

Domestic Franchises: 1,245

Papa Murphy's is the largest take 'n' bake pizza chain with over 1,200 stores now open. We offer high quality pizza that is made fresh to order. Our stores have a lower initial investment compared to the restaurant industry. Our pizzas create a strong consumer value





#### Voodoo BBO & Grill

Startup Investment: \$500,000 - \$650,000

Cash Requirement: \$150,000 Domestic Franchises: 12

Who says you can't mix business with New Orleansstyle pleasure? Our franchisees benefit from our passion for extraordinary food, great atmosphere, and sound business sense. If you're looking for an award-winning franchise opportunity that instantly distinguishes itself from the competition with an unrivaled product in an otherwise comparable BBQ industry, then welcome to VooDoo BBQ & Grill and our unique "New Orleans Style" BBO. We offer an innovative opportunity in a growing industry by leveraging a proven concept that adds New Orleans flair to everything from our expanded menu to our mouth-watering taste. Come share in our magic!

For more information on Voodoo BBQ & Grill opportunities, call (877) 902-4BBQ(4227) or visit www.voodoobbqfranchise.com.

#### **Charley's Grilled Subs**

Startup Investment: \$103,000 - \$432,800 Cash Requirement: \$75,000 - \$100,000

Domestic Franchises: 393

Charley's Grilled Subs is famous for their hot, fresh, made-to-order Philly steak sandwiches and other 100 percent USDA-certified choice steak, chicken and deli subs, gourmet fries, and freshly squeezed lemonade. Through the last 23 years, they've built a base of knowledge, experience, and resources that they extend to their franchise partners.

#### **Einstein Bros Bagels**

Startup Investment: \$531,300 - \$788,850

Cash Requirement: \$600,000 Domestic Franchises: 20

Einstein Bros Bagels is a proven fast casual concept and a leader in the breakfast and lunch meal periods. An attractive sale to investment ratio: a menu serving multiple day parts, including lunch, coffee, and catering; and quality of life for franchisee and staff (we close at 5 p.m.)! Our brand continues to grow through franchised, company and licensed restaurants. We're waiting to discuss your protected development territory with you!

#### **Great Wraps!**

Startup Investment: \$125,000 - \$335,000

Cash Requirement: \$70,000 Domestic Franchises: 76

Great Wraps: The NEW American Sandwich is wowing crowds everywhere with their unique and healthy hot wraps and grilled sandwiches. Great Wraps franchisees share tremendous passion and pride in serving a hot sandwich menu that is fresher and tastier than the traditional subs and sandwich. Our business formula includes everything you'll need, and the operation is so simple to learn, you don't even need prior food experience.

#### **Happy and Healthy Products**

Startup Investment: \$30,362 - \$85,670 Cash Requirement: \$30,362 - \$85,670

Domestic Franchises: 43

Taste your future! Join us in celebrating our 20th year and become a part of a fun, flexible franchise family providing all natural and delicious products. We offer you a home-based, low investment, royaltyfree franchise opportunity complete with training and guaranteed accounts. Work full-time or part-time—it's up to you!

#### **MixStirs**

Startup Investment: \$88,100 - \$197,500 Cash Requirement: \$20,000 Domestic Franchises: 22

MixStirs franchise opportunity isn't just smoothies; it's so much more! At MixStirs, there are two key words that describe our products: quality and freshness. When our customers try our product, they immediately know it is fresh and one of the best smoothies they have ever tasted. The benefits of opening a MixStirs franchise include very reasonable startup costs, low royalty fee, comprehensive training, established track record, lower risk, business support, and prime locations in captured audience venues. We have captured the gym market and are exploding in gyms like New York Sports Club and Equinox.

#### **Straw Hat Pizza**

Startup Investment: \$129,400 - \$256,500 Cash Requirement: \$95,000 - \$260,000

Domestic Franchises: 84

For over 50 years, Straw Hat Pizza has taken pride in building strong relationships within our communities by serving up fresh products and natural ingredients with an emphasis on "slow food" — finding the best quality produce within 100 miles of our stores and customers.



#### Jack in the Box

Startup Investment: \$995,928 - \$1,957,924 Cash Requirement: \$750,000

Domestic Franchises: 2.200

www.jackinthebox.com/franchise.

Jack in the Box, based in San Diego, is a restaurant company that operates and franchises Jack in the Box restaurants, one of the nation's largest hamburger chains, with approximately 2,200 restaurants in 19 states. The company is expanding franchising with a goal to become a 70 percent to 80 percent franchised system by 2013 (currently 61 percent franchised). Qualified multi-unit franchise candidates may acquire company-operated units (whole or partial markets) and develop new contiguous markets, including those "seeded" by the company in Denver, Oklahoma City/ Tulsa, and Kansas City. For more information on Jack in the Box opportunities, call (858) 571-4044 or visit



#### Our franchisees benefit from

- An innovative opportunity in a growing industry
- Leveraging a refreshing, proven concept that adds New Orleans and Caribbean flair to extraordinary food
- · Access to established operations systems and POS technologies
- An opportunity to serve a quality product that will bring back BBQ lovers time and time again
- An expanded menu featuring traditional New Orleans items
- Competition style BBQ allowing guests the option to choose from 3 proprietary sauces
- Monthly ad fund fees going directly back into each franchisee's market for targeted and specific campaigns
- Our beloved signature side items
- Best of all Our product, service and atmosphere allows us to stand out from the "Billy Bob BBQ" industry



www.VooDooBBQfranchise.com # 877-902-4BBQ (4227)



#### Simple Simon's Pizza

Startup Investment: \$89,500 - \$593,500 Cash Requirement: \$50,000 Domestic Franchises: 230

Simple Simon's Pizza was founded in 1982 based on a simple philosophy to serve the best quality pizzas, calzones, and sandwiches at the most affordable price in a family atmosphere that people can enjoy.

For more information on Simple Simon's Pizza opportunities, call (918) 496-1272 or visit www.simplesimonspizza.com.

#### Jamba Juice

Startup Investment: \$353,100 - \$639,800 Cash Requirement: \$350,000 Domestic Franchises: 395

Founded in 1990, Jamba Juice is a leading destination for specialty better-for-you beverage and food offerings, including great tasting made-to-order whole fruit smoothies; fresh squeezed juices; hot beverages, including organic coffee and tea; hot oatmeal made with organic steel cut oats; wraps; salads; sandwiches; California Flatbreads; premium

frozen yogurt; and a variety of delicious baked goods and snacks. Jamba-branded products for at-home enjoyment are also available through select retailers across the nation. Jamba Juice Company, a subsidiary of Jamba, Inc., owns and franchises Jamba Juice stores. Today, Jamba Juice has more than 740 stores nationally and a growing presence internationally.

#### Russo's New York Pizzeria

Startup Investment: \$295,000 - \$990,000 Cash Requirement: \$400,000 - \$1 million Domestic Franchises: 27

At its core, the Russo's concepts are about a love for fresh food, friends, and family. Although business ownership or management experience is a definite plus, we have no set background requirement or present guidelines for the ideal franchisee. In fact, we have franchisees whose "former lives" range from engineers to accountants to lawyers. The only true recipe for success is the Russo's franchise system itself. If you are willing to put your trust in proven, successful systems and rely on the leadership team that has seen so many succeed before you, you're well on your way to making a wonderful franchisee.

#### LaRosa's Pizzerias

Startup Investment: \$1 million - \$2 million Cash Requirement: \$200,000

Domestic Franchises: 64

LaRosa's is a family-style pizzeria serving over 40 menu items for dine in, carry out, or delivery. Our full service concept includes traditional table service as well as a bar and party area. Our guest service center gets pickup and delivery orders right the first time and treats our guests right, too. And our customer relationship management technology helps ensure guest loyalty. Our 75-plus outlets serve real family recipes from a real Italian family.

#### Zoup!

Startup Investment: \$219,900 - \$432,600 Cash Requirement: \$150,000 Domestic Franchises: 30

With the same "Everything Matters" philosophy that ensures quality, satisfaction, and convenience for customers, Zoup! has created the infrastructure, systems, and support programs that give franchisees the tools they need to build their own successful businesses. In addition to the opportunity to own a one-of-a-kind, exciting business that has a proven record of success, Zoup! franchisees enjoy a strong niche positioning consistent with consumer preferences, and availability of great territories.

#### TOP FRANCHISES

#### **Health & Beauty**

#### **Paul Mitchell School**

Startup Investment: \$1,021,670 - \$1,435,940 Cash Requirement: \$58,000 - \$88,000

Domestic Franchises: 104

Paul Mitchell Schools is the largest cosmetology school franchise in the U.S. With a mission to create "happy, successful future professionals," we inspire confidence by providing opportunities for students and staff to develop their skills while exploring their creative and professional possibilities.

#### Palm Beach Tan

Startup Investment: \$450,696 - \$824,850

Cash Requirement: \$250,000 Domestic Franchises: 103

At Palm Beach Tan, our 20-year track record of success comes from delivering what appearance-conscious customers want. With salons coast-to-coast, we are the established, nationally recognized market leader in the indoor tanning market.

#### **Passport Health**

Startup Investment: \$70,000 - \$120,000 Cash Requirement: \$70,000 - \$90,000 Domestic Franchises: 170

Passport Health management has designed a pattern and formula, based on many years of direct experience, for operating and managing its clinics and has developed a customer base that cannot be matched.

The formula relies on nurses—not doctors—following a prescribed protocol to limit overhead, and relies on a competitive mark up on a wide range of services and products. Customer satisfaction generates new and repeat business so that the company maintains an excellent national reputation.

#### THE WOODHOUSE day spa

•••••

#### The Woodhouse Day Spas

Startup Investment: \$392,750 - \$510,000 Cash Requirement: \$200,000 Domestic Franchises: 25

The demand for the spa experience is stronger than ever due to the aging boomer population. With our years of experience and a growing brand, The Woodhouse Day Spas stands out when it comes to our concept and the way it is positioned in the marketplace. The power of The Woodhouse Day Spas' business model and its use of technology make us not just another neighborhood day spa. In addition, the company's core values—all steeped in honesty, integrity, and trust—permeate the entire culture from the home office team to the franchisees and ultimately is passed on to each individual guest. That is what makes The Woodhouse Day Spas different. For more information on The Woodhouse Day Spas opportunities, call (877) 570-7772 or visit www.woodhousefranchises.com.



A gallon of paint can transform a room. A CertaPro Painters business will transform vour future. As a CertaPro franchise owner you manage the business while your crews do the painting. And the rewards are enviable. The freedom of owning your own business, and the support and guidance of a leader in the \$40 billion painting industry. So it's no coincidence that CertaPro is the #1 ranked franchise in its category.\*



Transform your future. Visit www.CertaPro-Franchise.com or call 1-800-689-7494 to find out how.

#### TOP FRANCHISES

#### **Home Services**

#### **Miracle Method Surface Refinishing**

Startup Investment: \$85,000 - \$123,000 Cash Requirement: \$67,500 - \$105,500 Domestic Franchises: 125

The nation's largest surface refinishing franchise, Miracle Method offers onsite services to homeowners, hotels, colleges, and property managers as a moneysaving alternative to removal and replacement of bathtubs, tile, fiberglass, and kitchen countertops. We don't just teach refinishing; we train franchisees on how to operate a highly successful and profitable business whose services are in big demand. Consistently ranked in the top five of FBR's Top 50 for Franchisee Satisfaction, Miracle Method's 15 days of training, and ongoing administrative, marketing, and technical support assures you the greatest opportunity for success.



#### **CertaPro Painters**

Startup Investment: \$129,000 - \$154,000

Cash Requirement: \$75,000 Domestic Franchises: 402

In business, reputation is king. Our customers have made the CertaPro brand the most trusted, most referred, and most reliable in the \$40-billion painting industry. Our name is synonymous with excellence, a position we've earned due to our hardworking franchisees and their commitment to redefining the

home service industry. Recognized as a category leader by Entrepreneur magazine, as well as Franchise Business Review and the Canadian Franchise Association for outstanding franchisee relations and support, CertaPro leverages the experience of nearly 20 years of leadership to start growing your own business. For more information on CertaPro Painters opportunities, call (800) 689-7494 or visit www.painting-franchise-opportunity.com.

#### **Five Star Painting**

Startup Investment: \$50,000 - \$80,000

Cash Requirement: \$20,000 Domestic Franchises: 63

With cutting-edge technology, online and offline marketing, multi-media and in-person training, daily support and industry leading growth, you can truly change your life by joining Five Star's team of successful franchises. Five Star has a highly experienced management team that creates success through a personal touch and feel, yet our startup costs are the lowest in the industry.

#### HouseMaster

Startup Investment: \$54,500 - \$81,200 Cash Requirement: \$40,000

Domestic Franchises: 325

HouseMaster is celebrating our 32nd year in business with over 370 franchise locations throughout the U.S. and Canada. HouseMaster has conducted over 2 million inspections and this number is growing as our menu of types of inspections and ancillary services is constantly growing and changing in anticipation of market conditions and needs.

#### **Surface Specialists Systems**

Startup Investment: \$46,000 - \$75,500

Cash Requirement: \$25,000 Domestic Franchises: 45

By offering a much greater variety of service options than any other franchise in the bathroom and kitchen repair and refinishing industry, and capitalizing on our 30 years of experience, Surface Specialists' reputation as "The Repair & Refinishing Experts" is not just a slogan or a tagline. It is a proven fact. We are looking for self-motivated individuals who possess blue collar skills and an executive mindset and who also believe in the importance of top quality workmanship and being the best in their field.

#### ShelfGenie

Startup Investment: \$70,000 - \$125,000

Cash Requirement: \$40,000 Domestic Franchises: 103

As a ShelfGenie franchise owner, you'll be part of a dynamic company with well established standards and procedures. We have meticulously planned everything down to the last detail, and you'll enjoy countless advantages. You'll be able to offer an extraordinary product with numerous potential revenue opportunities throughout a customer's home, as well as in commercial installations. You'll also have the opportunity to benefit from our experience, having installed thousands of projects, plus our ongoing research and development of the ShelfGenie brand, with new products introduced on a regular basis.

Home Services continued on page 18

## G.J. Gardner. HOMES

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www.gjgardner.com

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Entrepreneur - 2011

- · Low-Cost Franchises # 45
- Home-Based Franchises # 62
- Fastest Growing Franchises # 100
- Franchise 500 # 214
- Franchise Business Review 2010
- Real Estate Franchises # 2 • Franchise Investment under \$50,000 - #4
- Franchise Systems under 50 Units #6

We're proud of the unique service we deliver to homeowners across the country. To learn how you might share in our continuing growth, go to:

www.showhomesfranchise.com

## INVESTING RETIREMENT FUNDS IN A FRANCHISE

By David Nilssen | Guidant Financial

Growing numbers of prospective franchisees are discovering that their retirement assets can be diversified into investments outside of the stock market. They're finding that, through a vehicle commonly referred to as Rollover as Business Start-ups (ROBS), they are allowed to legally invest 401(k) money in a franchise without taking a taxable distribution or getting a loan. It's estimated that in 2010 more than 4,000 individuals became entrepreneurs by investing their existing retirement assets into a business.

Franchisees who work with expert companies to correctly complete a private investment in their own franchise often cite this "investment in oneself" as especially attractive since they wholeheartedly believe in their ability to open, operate, and successfully lead a business. Another reason this type of transaction is attractive to a franchisee is because they can invest in their business without getting a loan. This means that the franchise operator can reinvest the initial cash flow into the franchise instead of sending it off to a bank in the form of interest payments. It is reasonable to assume that a business that is not servicing high interest loans has a shorter "runway" to reach profitability.

ROBS transactions generally involve four or five steps, which, although complex, can potentially be completed in less than three weeks. The process generally includes the following steps:

- A new business entitya corporation—is formed on the client's behalf.
- The client then rolls up to 100 percent of their eligible retirement funds into a newly created 401(k) plan.
- This plan, in turn, invests in the stock of the new corporation.
- The corporation, now flush with funds and free of debt, acquires a small business or franchise.

There are many reasons that a franchisee would choose to invest in his or her own business. Reasons may include, but are not limited to:

- They believe a franchise that they own and control is the best investment for their retirement plan.
- They receive a debt-free equity injection into the franchise.
- They can provide their employees (including themselves) with a 401(k) plan, a benefit rarely seen in American small business today.

The legal requirements for establishing and operating 401(k) plans were created under the Employee and Retirement Income Security Act (ERISA), which identifies the guidelines for 401(k) plan investments. These 401(k) plans, also called pension plans, are carefully protected by the Internal Revenue Service and Department of Labor, so all transactions involving them need to ultimately benefit the plan.

ROBS transactions are increasing in popularity, especially in a financial climate unfriendly to borrowers. Yet they're still misunderstood by far too many financial advisors, and tax preparers who don't understand the transaction's complexities often make naive mistakes. inadvertently putting their clients' retirement plans at risk. Even IRS examiners at times have accidently attempted to apply inapplicable rules.

One such area involves the rules governing Defined Benefit Plans and ESOPs (Employee Stock Ownership Plans.) Because ROBS transactions are usually structured as 401(k) Profit-Sharing Plans, the rules for Defined Benefit Plans and ESOPs do not apply. This is a point often confused because ROBS transactions do involve Defined Contribution Plans. When the ROBS structure is initially created, the plan documents should define how much the employer is contributing annually-not the specific amount of retirement income the plan participants/employees are guaranteed to receive as required in a Defined Benefit Plan.

### "This type of transaction is attractive to a franchisee because they can invest in their business without getting a loan."

The other issue at hand is the alltoo-frequent confusion between Profit-Sharing Plans and ESOPS. Although both plans involve investing in employer securities, only on rare occasions are ROBS plans structured as ESOPs. One of the unique benefits of an ESOP is the ability to borrow funds from the employer to purchase qualifying employer securities. Consequently, the plan must obtain independent appraisals of these securities. In comparison, a ROBS transaction using a 401(k) profit-sharing plan does not provide this benefit and therefore is not required to meet ESOPspecific rules.

There are numerous places where even "experts" can get confused. For this reason, it is imperative that an individual engage the services of a company–one that employs and engages true experts-that has experience setting up and

maintaining thousands of such arrangements. It is also important that the individual involve a tax professional to evaluate whether this form of small business or franchise investing is right for them.

For more information and options on how to finance a franchise, visit the Franchise Finance Center at www.FranchiseBusinessReview.com.

David Nilssen is a cofounder of Guidant Financial (www.quidantfinancial.com). Guidant is the nation's leading provider of rollovers for business start-up transactions. His company has helped more than 5,000 individuals from diverse backgrounds invest their existing retirement assets into a small business or franchise.

"It's estimated that in 2010 more than 4,000 individuals became entrepreneurs by investing their existing retirement assets into a business."

#### **Four Seasons Sunrooms**

Startup Investment: \$79,700 - \$184,500 Cash Requirement: \$100,000

Domestic Franchises: 125

Four Seasons Solar Products was founded in 1975 and quickly became one of the largest manufacturers of sunrooms, enclosures and large-scale skylights in the world. Four Seasons philosophy is simple: Make efficient use of high quality materials and production methods to deliver optimal product value.

#### Mr. Rooter Plumbing

Startup Investment: \$24,000 Cash Requirement: \$55,450 - \$150,750

Domestic Franchises: 266

Mr.Rooter Plumbing is an all-franchised, fullservice plumbing and drain cleaning company that provides services to both residential and commercial customers. Mr. Rooter technicians follow a professional and customer-focused system, wearing shoe covers inside homes and businesses to protect a customer's property.

#### Aire-Serv Heating & Air Conditioning

Startup Investment: \$59,251 - \$174,200 Cash Requirement: \$29,800 - \$94,800

Domestic Franchises: 172

Aire-Serv Heating & Air Conditioning franchises are independently owned and operated, built on the need to exceed the expectations of each customer with professional team members, knowledge, flatrate pricing, 24-hour emergency service and more. Aire-Serv is a global franchise organization that provides installation, maintenance, and repair of heating, ventilation, air conditioning, and indoor air quality systems to both residential and commercial customers.



#### **Grout Doctor**

Startup Investment: \$23,405 - \$39,915 Cash Requirement: \$23,405 - \$39,915

Domestic Franchises: 68

Ranked in Entrepreneur Magazine's 2010 Franchise 500, The Grout Doctor is the largest and most experienced national franchise exclusively providing grout, tile, and stone care by highly qualified specialists. With the most recognizable brand in the business, an unmatched support system in the industry, and a niche market expected to stay in high demand, The Grout Doctor is a solid business opportunity and well positioned for growth.

For more information on Grout Doctor opportunities, call (877) 476-8800 x711 or visit www.groutdoctor.com.



#### ABC Seamless Siding

Startup Investment: \$81,000 - \$207,500

Cash Requirement: \$30,000 Domestic Franchises: 109

ABC Seamless is a well-known franchise system in the home improvement industry, offering seamless steel siding, seamless gutters, soffit, fascia, accessories, windows, and roofing. We have been franchising our business since 1978 with ABC Seamless franchises operating throughout the U.S. The franchise offers an exclusive territory and exclusive products. Our franchisees are in business for themselves but not by themselves. Ongoing training, marketing support systems, and products you can rely on make the ABC Seamless opportunity an excellent investment for your future. For more information on ABC Seamless Siding, call (800) 732-6577 or visit www.abcseamless.com.

"When buying a franchise, I would recommend researching to see the amount of support offered by the corporate office. In the case of Truly Nolen, they are always willing to offer advice or help in all aspects." Jeremy Barney, Truly Nolen Franchisee





#### **ASP - America's Swimming Pool**

Startup Investment: \$49,200 - \$89,500 Cash Requirement: \$50,000

Domestic Franchises: 35

ASP - America's Swimming Pool Co., the Southeast's most respected swimming pool maintenance and repair franchise, was established in 2001 by Stewart Vernon of Macon, Ga. The company was built on the belief that providing the highest-quality pool maintenance with competitive pricing and a high level of dependability would attract customers.

#### Yellow VAN Handyman

Startup Investment: \$29,000 Cash Requirement: \$29,000 Domestic Franchises: 111

While others spend time on scheduling and paperwork, HomeTask franchise partners focus on billable hours. We lead the industry in our innovative use of technology, and it makes running your business easy. Yellow Van Handyman is part of the HomeTask Brands of Service.

#### **Wood Re New**

Startup Investment: \$50,000 Cash Requirement: \$10,000 Domestic Franchises: 21

Wood Re New offers services for cleaning and protecting decks, fences, docks, gazebos, cedar, and redwood siding. Our cleaners and wood protectors, private labeled products unique to Wood Re New, are environmentally safe for people, pets, plants, and grass. The thick foaming cleaner we apply was specially formulated for wood. It achieves amazing cleaning results and also gives us a marketing advantage.

#### TOP FRANCHISES

#### **Pet Services**

#### **Bark Busters**

Startup Investment: \$50,600 - \$69,100 Cash Requirement: \$39,500 - \$57,000

Domestic Franchises: 250

As the world's largest, award-winning dog training franchise, Bark Busters offers dog-friendly training techniques and products that leverage the same communications methods—body language and voice control—that dogs follow as part of their instinctual pack mentality. A home-based business with multiple revenues streams, Bark Busters is a highly satisfying career in improving the lives of dogs and their owners. Training takes place in the home and their all-natural methods are effective with any dog, any age—including puppies. Bark Busters is recognized as the leader of the pack in dog training.

#### Sit Means Sit

Startup Investment: \$5,675 - \$86,850 Cash Requirement: \$11,500 Domestic Franchises: 50

You receive a lot more than just learning how to effectively train dogs; you learn how to make a living in the dog training business. There is a big difference. As a Sit Means Sit franchisee, you receive all the training protocols, business support, and knowledge developed over years of success. In addition to becoming a Sit Means Sit dog trainer, the franchise system includes branding, advertising and marketing help, sales training, add-on products, and more.



#### **Camp Bow Wow**

Startup Investment: \$320,500 - \$831,000

Cash Requirement: \$150,000 Domestic Franchises: 153

Ready for a dog-gone great business opportunity? Camp Bow Wow. One brand, three solutions. We are the one pet franchise brand that offers a complete 'pack'age servicing all the needs of pet lovers in your market. Our state-of-the-art camps provide a fun, safe, and upscale environment for dogs to play, romp, and receive lots of love and attention. Home Buddies builds upon the Camp Bow Wow mantra, "It's all about the dogs," but applies it to all family pets, and Bow Wow Behavior Buddies is our new premier dog training program that is taking the country by storm! For more information on Camp Bow Wow opportunities, call (702) 259-2250 or visit www.campbowwow.com.

#### TOP FRANCHISES

#### **Real Estate**

#### Sotheby's International Realty

Startup Investment: \$65,550 - \$612,500 Cash Requirement: \$153,550 - \$566,500

Domestic Franchises: 320+

Founded in 1976 to provide independent brokerages with a powerful marketing and referral program for luxury listings, the Sotheby's International Realty network was designed to connect the finest independent real estate companies to the most prestigious clientele in the world.

#### G.J. Gardner Homes

Startup Investment: \$70,000 - \$100,000 Cash Requirement: \$70,000 - \$100,000

Domestic Franchises: 14

Joining G.J. Gardner Homes means we put systems and procedures in place so the franchisee's time is used to their best advantage. We ensure that people are trained in our systems so the office runs effectively and efficiently. This means that once the franchise is up and running effectively the franchisee can have a manager take their place and run the business on a day-to-day basis and leave the franchisee to just oversee the business and focus on doing the things they are passionate about.



#### **United Country Real Estate**

Startup Investment: \$11,790 - \$33,350

Cash Requirement: \$10,500 Domestic Franchises: 600

United Country Real Estate is the largest, fully integrated network of conventional and auction real estate professionals in the U.S. We've been innovators in real estate marketing since 1925, specializing in properties in America's small cities, towns, and recreational areas. When you join our family of nearly 600 offices, you profit from our comprehensive marketing program that includes one of the largest

portfolios of property marketing websites, seven proprietary real estate catalogs with international distribution, national advertising of properties and our extensive buyer database that provides you approximately 75 corporate-generated, no-fee buyers' leads each week. For more information on United Country Real Estate opportunities, visit www.unitedcountry.com/realestatefranchise or call (800) 444-5044.

#### **Showhomes Home Staging**

Startup Investment: \$43,400 Cash Requirement: \$10,000 Domestic Franchises: 75

Join Showhomes, a home staging business with a twist. One of the top 50 franchise companies in the U.S., and one of the top 30 low-investment franchises, Showhomes is growing and helping solve the housing crisis by staging one home at a time. If you love real estate and looking at homes and enjoy working with people, discover how a Showhomes franchise could be a great fit for you!

#### **Better Homes and Gardens Real Estate**

Startup Investment: \$62,470 - \$511,550 Cash Requirement: \$100,000 Domestic Franchises: 196

Better Homes and Gardens Real Estate launched in 2008 with an innovative value proposition: to be the industry's preeminent lifestyle real estate brand. We are dedicated to maintaining long-term customer relationships and building strategic partnerships with leading real estate companies, and we pride ourselves on keeping technology leadership and service innovation at the core of our business. Our business values—passion, authenticity, innovation, growth, and excellence—have fueled our rapid and strategic growth.

#### Coldwell Banker

Startup Investment: \$52,470 - \$493,550 Cash Requirement: \$27,470 - \$468,550

Domestic Franchises: 1,117

Coldwell Banker is the oldest national real estate brand, which currently consists of nearly 92,000 agents in approximately 3,300 offices in 50 countries. Coldwell Banker is known for its legacy dating back to 1906, its commitment to industry-leading innovation and its network of trusted agents. Coldwell Banker has been ranked as the most visited national real estate brand on the Web by Nielsen Net Ratings for the last two years.



#### **HomeVestors of America**

Startup Investment: \$39,300 - \$376,250 Cash Requirement: \$50,000 - \$200,000

Domestic Franchises: 200

We're America's #1 home buyer, instantly recognized across the country as the "We Buy Ugly Houses" company. This strong brand awareness, together with our powerful marketing strategy, generates a steady stream of leads. We offer financing for buying and rehabbing houses and world-class training and support. HomeVestors offers a full-service franchisee as well as an associate franchise, which is targeted to individuals and investors who want to work part-time in the business. For more information on HomeVestors of America opportunities, call (800) 704-6992 or visit www.homevestorsfranchise.com.



#### KENNETH J. BURKE **Certified FocalPoint Business Coach & CPA**

How long have you been a franchisee? Two years

#### Why did you decide to buy a franchise?

I wanted to have my own business but also have a connection with other business owners. I changed careers from public accounting to coaching and understood I needed new skills. The franchise model gave me a system and the intellectual property that I could use immediately to begin earning revenue. I signed my first client on my first day of operation. That first client is still with me after two years. I would not have been able to do that without a turnkey solution for my new business.

#### Why did you choose your franchise?

The quality and character of the individuals involved with FocalPoint is a significant reason for me. After two years of operation, I would choose FocalPoint Coaching again. Also, the opportunity to meet and learn from top business advisors and coaches like Brian Tracy and Cam Fraser is important to me.

#### What is the worst part of being your own boss?

I work for a lunatic! You drive yourself harder than anyone you have ever worked for in the past.

#### What advice do you have for prospective franchise buyers?

Franchising is a superior way to start a new business or career. Having worked with hundreds of business owners over the last 24 years, I've noticed that the most expensive part of starting and operating a business is experience. You can either borrow experience or pay for it yourself. Franchising allows you to "buy" the start-up experience at a fraction of the cost. By purchasing a franchise, you learn from the experience of others while limiting your financial exposure.

#### PropertyGuys.com

Startup Investment: \$45,000 - \$92,000 Cash Requirement: \$55,000

Domestic Franchises: 104 (Canada only)

PropertyGuys.com is reconstructing how real estate is bought and sold. We're not real estate agents or brokers. We're something very different —something much better. We are a network of people on the ground in communities all across the country who provide a safe and practical way for buyers and sellers to connect and avoid the high cost of commission. Selling privately is the future of real estate. PropertyGuys. com is a full-service, private sale franchisor. Our everexpanding circle of franchises now includes over 600 communities from coast to coast. Are you ready to bring PropertyGuys.com to your community?



#### **Coldwell Banker Commercial**

Startup Investment: \$33,650 - \$526,900 Cash Requirement: \$175,000

Domestic Franchises: 204

A subsidiary of the Realogy Corporation, the Coldwell Banker Commercial (CBC) organization is a worldwide leader in commercial real estate and a part of one of the most respected national real estate brands in the country. With a collaborative network of independently owned and operated affiliates, the CBC organization

comprises approximately over 200 companies, in markets across the U.S. as well as other countries and territories internationally. In fact, CBC possesses one of the largest geographic footprints in today's commercial real estate marketplace. CBC professionals offer a comprehensive portfolio of services for most commercial real estate property types. For more information on Coldwell Banker Commercial opportunities, call (973) 407-7250 or visit www.cbcworldwide.com.

#### TOP FRANCHISES

#### Senior Care

#### **Home Instead Senior Care**

Startup Investment: \$75,000 - \$100,000 Cash Requirement: \$39,000 Domestic Franchises: 597

The Home Instead Senior Care family network of locally owned franchise offices was developed with a passionate desire to be your trusted source in helping your family keep your aging mother, father, grandparents, or friends in their home as they grow older.

#### Synergy HomeCare

Startup Investment: \$49,240 - \$99,540 Cash Requirement: \$50,000

Domestic Franchises: 120

Synergy HomeCare stands out from the rest because they provide home care services to all ages and thoroughly screen their caregivers. Synergy HomeCare services clients in any age range and with any home care need. They fully understand the importance of both immediate and long-term home care.



"I was looking to leave corporate America to go into business for myself. I liked the idea of helping people and making a great living doing so."

Dale Kiesz, Seattle, WA



### The Business You Need To Lead You To Success

Backed by over three decades of experience, Homewatch CareGivers is the largest and most experienced full-service home care franchise system.

A Business That...

- Makes a Difference
- ✓ You Can Be Proud Of
- ✓ Is Financially Rewarding
- → Offers a Large and Lucrative Territory(s)
- ✓ Cares for People of All Ages



Homewatch International Inc. (800) 472-2290

franchise@HomewatchCareGivers.com

www.HomewatchCareGivers.com

#### CarePatrol

Startup Investment: \$45,000 - \$72,000 Cash Requirement: \$45,000

Domestic Franchises: 18

CarePatrol was designed to help families find safe assisted living and in-home care options while creating an explosive potential business for our franchisees. Get into the senior care franchise industry without having the hassle of hiring and supervising hundreds of caregivers. Our franchisees get paid handsomely each time one of our elderly clients moves into one of our contracted assisted living facilities. We offer national contracts and support from pioneers in the senior placement industry. Making a good living while helping others may be the perfect opportunitiy for you.

#### **Visiting Angels**

Startup Investment: \$55,285 - \$76,035

Cash Requirement: \$35,950 Domestic Franchises: 420

Visiting Angels has established over 400 senior home care franchises (non-medical) in 47 states across the U.S. We advertise and market nationally for homecare client leads, and we distribute thousands of homecare client leads every month to our franchisees! Visiting Angels has been ranked by Entrepreneur magazine as one of the fastest growing franchises in America.

#### BrightStar

Startup Investment: \$96,712 - \$160,929 Cash Requirement: \$100,000

Domestic Franchises: 213

BrightStar is a premium healthcare staffing company providing the full continuum of care, specializing in medical and non-medical care for all ages—from home care for newborns, disabled adults and seniors, to supplemental staffing for clients, such as nursing homes and physicians' offices. BrightStar's two primary goals are to keep those in need out of hospitals and institutions and in their own homes; and to provide medical facilities high quality healthcare professionals.

#### **Always Best Care Senior Services**

Startup Investment: \$50,125 - \$92,700 Cash Requirement: \$90,000 Domestic Franchises: 136

For over 13 years, Always Best Care has been providing exceptional, trusted senior care. A passion for people and a conviction to the highest standard of care has made Always Best Care one of the leading senior health care franchises in the country. Our three revenue sources include in-home care, assisted living placement services, and skilled care. This enables our franchisees to enjoy an unparalleled edge over our local competition.

#### Right at Home

Startup Investment: \$63,590 - \$99,680 Cash Requirement: \$100,000 Domestic Franchises: 206

Right at Home, a leading franchisor of in-home care and assistance for seniors and others, is looking for individuals with a strong business ethic, great management skills, and a desire to run their own businesses. We provide the proven concept, training, tools, and support; you provide the passion to serve those in your community with one of the fastest growing franchises in the nation.



#### **Comfort Keepers**

Startup Investment: \$58,410 - \$85,280 Cash Requirement: \$58,410 - \$85,280

Domestic Franchises: 610

Comfort Keepers senior care franchise is a rare business opportunity. This leading national brand, providing in-home senior care, combines exceptional growth potential with both the financial and feel-good rewards unique to a business dedicated to caring for others. As the senior population continues to grow, demand for in-home care will explode over the next several decades, and Comfort Keepers is established as a nationally recognized, leading brand in the senior care market. This well-developed operations system provides a framework for quick franchisee startup, on-going support, and continued training along the growth curve.



#### **Homewatch CareGivers**

Startup Investment: \$90,000 - \$140,000

Cash Requirement: \$50,000 Domestic Franchises: 184

With more than 30 years of experience and success, Homewatch CareGivers is the largest and most experienced franchise system that penetrates 100 percent of the homecare market. While most franchisors focus only on non-medical companion care for seniors, Homewatch CareGivers offers non-medical and medical services for seniors and people of all ages with any homecare need. For more information on Homewatch CareGivers opportunities, call (800) 472-2290 or visit www.homewatchcaregivers.com.

#### **Home Care Assistance**

Startup Investment: \$61,000 - \$170,500 Cash Requirement: \$115,000 - \$250,000

Domestic Franchises: 42

Learn from the senior care pros who built an \$800,000 home care business in the first year of operations. A Home Care Assistance franchise includes all the tools and training you'll need to get started immediately. As a Home Care Assistance franchisee, work with a world class management team with well known home care experts, as well as a turnkey system that attracts the most lucrative cases. Home Care Assistance is a senior care company that is willing to "walk the walk" and open its own corporate locations alongside its franchise owners.

#### **Nurse Next Door Home Healthcare Services**

Startup Investment: \$122,850 - \$163,150

Cash Requirement: \$110,000

Domestic Franchises: 41 (Canada only)

Nurse Next Door Home Healthcare Services is one of North America's fastest growing in-home senior care franchise systems and is dedicated to delivering responsive, caring, and high quality home health care services. Founded in 2001, Nurse Next Door has more than 40 franchise locations and is rapidly adding more.

#### @home Healthcare

Startup Investment: \$50,000 Cash Requirement: \$50,000

Domestic Franchises: 16

If you are searching for a business opportunity that will give you the satisfaction not only of working for yourself but also of helping others, we invite you to consider becoming a part of the @home Healthcare franchise family. @home Healthcare helps seniors remain in the comfort of their own homes. As a franchise owner, you will be able to help families in your own community help their loved ones live happier, more active lives. Our franchise owners benefit from our proven track record, methods, and experience. Our home office in Jupiter, Fla., houses our executive offices, training facilities, and advertising department and support personnel.

#### TOP FRANCHISES

#### Services

#### **Truly Nolen of America**

Startup Investment: \$5,000 - \$300,000 Cash Requirement: \$10,000 - \$300,000

Domestic Franchises: 17

The Truly Nolen Four Season Approach plan fights pest invasion with common sense techniques and materials geared toward sending those pests packing. "Truly-Scape Lawn Care" offers a year-round program designed to take the guesswork out of insect control, fertilization, fungus, and weed control.

#### **Linc Network**

Startup Investment: \$206,000 - \$321,000 Cash Requirement: \$65,000 Domestic Franchises: 133

Linc Network is the franchisor of the Linc System, a business format for operating a commercial heating, ventilation, and air conditioning (HVAC) service business. Linc Network is a subsidiary of ABM Industries Incorporated (NYSE:ABM), a leading provider of facility services.

#### **Precision Concrete Cutting**

Startup Investment: \$120,000 Cash Requirement: \$80,000 Domestic Franchises: 26

Precision Concrete Cutting (PCC) franchises fulfill the federally mandated need to maintain sidewalks and public walkways. Additionally, you help municipalities, property managers, and companies increase safety and bring the sidewalks into Americans with Disabilities Act compliance. Anywhere there is concrete, there is a need for our service. PCC is the market leader in both technology and price using its proprietary system and methods. As a franchise owner, you have the industry's best solution, recurring revenues from renewable clients, unlimited support, and a great network of other franchise owners.

#### **Weed Man**

Startup Investment: \$65,980 - \$82,940 Cash Requirement: \$85,000 - \$130,000

Domestic Franchises: 367

The Weed Man franchise system provides homeowners with reasonably priced, fully guaranteed lawncare services. Weed Man offers entrepreneurs a successful system to build high-margin recurring revenues with minimal capital investment and limited exposure to recession in an industry whose strong growth is fuelled by the demographic trends of dualincome families and aging baby boomers. Through proven systems, unparalleled support, and marketing know-how, these franchise owners have grown Weed Man one customer at a time. Today, more than 356 unit territories exist across North America, reporting more than \$100 million in combined annual revenues.



#### Fish Window Cleaning Services

Startup Investment: \$65,000 - \$125,000 Cash Requirement: \$65,000 - \$125,000 Domestic Franchises: 165

Fish Window Cleaning provides service to commercial and residential customers nationwide. They specialize in cleaning: ground-level storefronts; one-, two-, and three-story office buildings; restaurants; banks; churches; schools; and homes. Whether at work or at home, they offer a variety of services such as exterior windows of all types, storm windows, construction clean ups, screens, mirrors, chandeliers, ceiling fans, gutters, and skylights. For more information on Fish Window opportunities, call (877) 707-3474 or visit www.fishwindowcleaning.com.

"Having worked with hundreds of business owners over the last 24 years, I've noticed that the most expensive part of starting and operating a business is experience. You can either borrow experience or pay for it yourself. Franchising allows you to 'buy' the start-up experience at a fraction of the cost."

Kenneth Burke, FocalPoint Coaching Franchisee

### When the Pieces of the Puzzle JUST FIT

When you're serious about starting a cruise and vacation business, look no further than CruiseOne. Our business model fosters success right from the beginning. Guess that's why we have such a high retention rate.

Just another piece of the puzzle.









#### Safe Ship

Startup Investment: \$19,900 - \$88,800 Cash Requirement: \$15,000 - \$25,000

Domestic Franchises: 13

Safe Ship is the newest, most successful packing & shipping store franchise opportunity in the world. Inexpensive, easy to run, and a high income potential describe the Safe Ship franchise business opportunity. The FOX Business Network has proclaimed the Safe Ship franchise opportunity the "Best Franchise Concept of the 21st Century." Your Safe Ship store can ship anything, anywhere worldwide. Safe Ship provides extensive instore training and complete daily assistance as needed by our franchisees. Safe Ship also allows you to add other services if you want. Your success is our primary goal. For more information on Safe Ship opportunities, call (866) 804-6622 or visit www.safeship.com.

#### **Creative Colors International**

Startup Investment: \$53,035 - \$63,295 Cash Requirement: \$37,500 Domestic Franchises: 69

Creative Colors International offers motivated entrepreneurs the opportunity to operate a proven business that provides immediate income and unlimited potential for growth. With modest startup costs, a complete training program, and support, we can put tremendous growth potential at your fingertips.

#### Signal 88 Security

Startup Investment: \$86,870 - \$106,670 Cash Requirement: \$40,000 Domestic Franchises: 59

Signal 88 Security Group, the leading security service franchisor, was founded in 2003, in Omaha, Neb., where "signal 88" is police code for "situation secure." Signal 88 Security was created to bridge the gap between the large inefficient security company and the small, local security shop. Signal 88 Security provides a superior security services offering through the utilization of the latest technology and a management process with intrinsic efficiencies and capabilities powered by this technology—none of which is available to or utilized by the competition. This approach is unique in the industry and provides a competitive edge for the success of all Signal 88 Security franchises.

> NATIONAL STRENGTH • LOCAL COMMITMENT U.S. LAWNS
> Commercial Landscape Management at its best

#### U.S. Lawns

Startup Investment: \$55,000 - \$85,000 Cash Requirement: \$30,000 Domestic Franchises: 232

or visit www.uslawnsfranchise.com.

Commercial landscape management is one of the most sustainable new businesses you can start. Grass and plants grow everyday, commercial property landscape must be maintained year round, and annual contracts produce recurring revenue. U.S. Lawns is the landscape industry's leading commercial landscape management franchise. We provide full service landscape services to commercial customers throughout the U.S. For more information on U.S. Lawns opportunities, call (407) 246-1630



#### **FRSTeam**

Startup Investment: \$32,000 - \$644,500 Cash Requirement: \$25,000 - \$35,000

Domestic Franchises: 47

FRSTeam was founded in 2005 to provide a national, customer service focused fabric restoration solution to the insurance industry. For the past three consecutive years, FRSTeam has been recognized by Entrepreneur Magazine in both its Annual Franchise 500 rankings and in its Top New Franchise rankings.

#### **Paul Davis Restoration**

Startup Investment: \$44,868 - \$239,774 Cash Requirement: \$50,000 - \$125,000

Domestic Franchises: 249

As North America's leading insurance restoration network, Paul Davis offers an unprecedented opportunity to become part of a \$60-billion industry providing property restoration services to insurers and property owners. Our sales have increased year over year for the past 10 years and continue to do so, even during recessions. If you enjoy meeting people, responding to immediate needs, and working in a fastpaced environment, a Paul Davis franchise could be just what you're looking for.

#### Two Men and a Truck

Startup Investment: \$158,000 - \$460,910 Cash Requirement: \$150,000 - \$600,000

Domestic Franchises: 186

Two Men and a Truck offers a full range of home and business moving services and has grown both domestically and internationally. The company strives to exceed customers' expectations every time it makes a move. Two Men and a Truck also sells boxes and packing supplies.

#### Mosquito Squad

Startup Investment: \$22,000 - \$35,000

Cash Requirement: \$17,500 Domestic Franchises: 65

Mosquito Squad is a proven, effective, and dependable treatment solution that kills mosquitoes, ticks, and other outdoor pests, helping you fight the spread of West Nile Virus, Lyme Disease, and Encephalitis in your community. Starting with our proprietary insect treatment program and an innovative marketing plan, you can be up and running in 30 days.

#### **Pestmaster**

Startup Investment: \$36,500 - \$80,500 Cash Requirement: \$10,000 - \$20,000

Domestic Franchises: 25

Pestmaster Services has always been an industry leader in performing Integrated Pest Management (IPM). Our mission is to provide the most effective pest management services with an earnest concern for the environment and for the safety of our customers and employees. Our first and foremost concern is the safety and health of our customers, their families, and their pets. Many times, pests can be controlled with simple habitat modification, which our specialized technicians have been extensively trained to recognize.

Services continued on page 24

#### 1-800-Water Damage

Startup Investment: \$84,000 - \$183,000 Cash Requirement: \$50,000

Domestic Franchises: 61

1-800-WATER DAMAGE is a low overhead, recessionresistant, and simple to operate restoration franchise with a focus on the high margin segments of water damage and mold. A majority of the jobs we perform are emergency service and are most often paid for by the insurance industry. Insurance companies prefer to professionally dry out a water-damage-related mess to avoid future mold mitigation. And, when water/ moisture isn't dealt with in a timely manner, we do mold remediation to save the day.

#### **Handle With Care Packaging Stores**

Startup Investment: \$96,000 - \$165,550

Cash Requirement: \$29,950

Domestic Franchises: 53

The experts at the Handle with Care Packaging Store have been the premier solution for all their customers' shipping needs, specializing in handling items that are fragile, large, awkward, or valuable. Our expertise in this market of business-to-business and residential freight, crate, packaging, and outsourced logistics positions owners of the Handle with Care Packaging Store to capitalize on this industry.

#### Pop-A-Lock

Startup Investment: \$30,000 - \$120,000 Cash Requirement: \$45,000

Domestic Franchises: 182

Pop-A-Lock is a lucrative service business with a timetested, proven business model and the best initial and ongoing support and training. Pop-A-Lock is the only franchise system offering a complete range of leadingedge technology and traditional mobile locksmith, credential, and security services for all commercial, automotive, and residential customers. This includes many national and regional customers who have locations in cities all across the country and around the world. The efficiency aspect of one reliable point of contact is one of many dominant differences for a Pop-A-Lock franchisee.



#### **ReNew Softwash**

Startup Investment: \$55,390 - \$79,600

Cash Requirement: \$38,750

Domestic Franchises: 12

The ReNew Softwash low pressure cleaning system and cleaning solutions have been responsible for the exterior cleaning of large commercial buildings throughout the U.S. This amazing system and service is now available to home owners and small business owners across the country through trained franchisees that are committed to the ReNew Softwash core values. For more information on ReNew Softwash opportunities, call (270) 556-6126 or visit www.renewsoftwash.com.

#### TOP FRANCHISES

#### **Specialty Retail**

#### **Learning Express**

Startup Investment: \$202,500 - \$370,000

Cash Requirement: \$125,000 Domestic Franchises: 160

Learning Express is the leader of the specialty toy and children's gift category. They provide a fun and friendly shopping environment, with a knowledgeable sales staff that provides expert advice to parents looking for that perfect toy. They carefully select each product to ensure shelves are stocked with unique, innovative, and high quality products that encourage learning through play.

#### Wild Birds Unlimited

Startup Investment: \$93.121 - \$147.936 Cash Requirement: \$25,000 - \$35,000

Domestic Franchises: 258

Wild Birds Unlimited owners are their local communities' backyard bird feeding specialists and a premiere source for nature information as well as quality products. But who we are goes far beyond the items we sell. It's our owners' commitment to their customers that distinguishes them from other retailers, a fact that makes us very proud. Wild Birds Unlimited owners enjoy helping their customers understand birds and nature, swapping stories about the latest bird sightings and seeing other people share their excitement.





Join the largest accounting & tax franchise system.\*

We are looking for financial and business pros to join our team. Become a franchise owner with PADGETT BUSINESS SERVICES®

#### What PADGETT offers...

- A professional B2B opportunity
- · Low investment low overhead high margin industry
- Industry leading marketing programs with proven results
- · Year round business cycle...not a seasonal business
- · First class training and support
- Over 40 years of proven success!

#### TAKE ROOT WITH PADGETT

For Franchise Info...

1-800-PADGETT

www.SmallBizPros.com

#### Aaron's Sales & Lease Ownership

Startup Investment: \$233,870 - \$607,580 Cash Requirement: \$15,000 - \$50,000

Domestic Franchises: 622

Our owners receive the most professional and unrivaled support that you'll find in the industry. From preopening assistance, detailed training, traffic-generating marketing initiatives, and inventory financing to volume purchasing, we know of no other franchisor that provides the breadth and depth of support like Aaron's.

### Batteries Plus. +

#### **Batteries Plus**

Startup Investment: \$160,000 - \$314,000

Cash Requirement: \$100,000 Domestic Franchises: 445

Batteries Plus was the first organization to respond to the evolving battery replacement market, providing one source for both retail and commercial/business consumers, specializing in difficult and hard-to-find batteries. Founded in 1988 and franchising since 1992, Batteries Plus has refined the model of the all-battery concept to become the nation's largest, single-source battery supplier, with more than 445 operating stores in 45 states and Puerto Rico. Batteries Plus has enjoyed five consecutive years of double-digit growth as the proliferation of mobile battery-powered devices drives strong demand for replacement batteries.

For more information on Batteries Plus opportunities, visit www.batteriesplus.com/franchising or call (800) 274-9155.



#### **Parable Christian Stores**

Startup Investment: \$300,000 - \$450,000 Cash Requirement: \$75,000

Domestic Franchises: 41

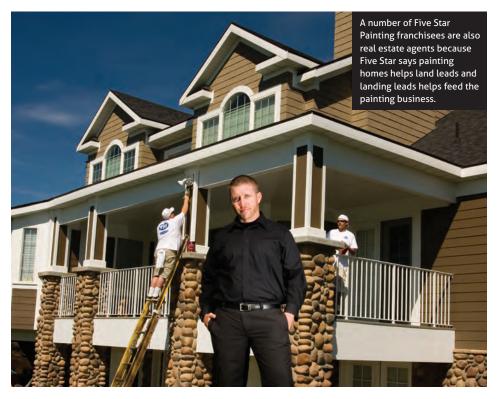
Parable offers decades of experience working with hundreds of independent Christian retailers across the nation. They are a recognized leader in the Christian retail industry and are passionate about helping locally owned Christian stores succeed in impacting their communities. For more information on Parable Christian Stores, call (800) 366-6031 x587 or visit www.parablewantstohelp.wordpress.com.

#### Pro Image

Startup Investment: \$130,700 - \$401,500 Cash Requirement: \$75,000 - \$125,000

Domestic Franchises: 75

Pro Image Franchises has been the largest sports franchise in the nation for over 22 years. Our stores have developed a strong following from customers that know we are the place to go for authentic, licensed sporting goods they cannot find anywhere else. Pro Image Franchises is a great option for entrepreneurs looking for a low-risk, steady growth business with a relatively low investment requirement.



#### Flip Flop Shops

Startup Investment: \$167,500 - \$272,500

Cash Requirement: \$30,000 Domestic Franchises: 86

Founded in 2004, Flip Flop Shops is North America's first retail chain exclusive to the hottest brands and latest styles of flip flops and sandals, including REEF, Havaianas, and O'NEILL. Flip Flop Shops is an Environmentally Responsible Retailer and encourages "the World to free their toes." The executive team boasts more than 50 years of franchise experience building some of the world's fastest-growing franchise concepts and some of America's most well-known brands.

#### **FAST-FIX Jewelry & Watch Repairs**

Startup Investment: \$75,000 - \$125,000 Cash Requirement: \$100,000

Domestic Franchises: 160

FAST-FIX perfected a system for delivering fast, efficient, professional repair work on jewelry and watches for men and women by locating its visible kiosks and inline stores conveniently in high traffic areas of regional shopping malls. The centers also sell ring sizing, chain replacement, remounting, engraving, and eyeglass repair, in addition to watch battery replacement.

#### Interstate All Battery Center

Startup Investment: \$118,800 - \$275,000 Cash Requirement: \$200,000

Domestic Franchises: 148

Interstate All Battery Center is the only battery specialty store built on the strength of a national brand. Since 1952, Interstate Batteries is the name customers trust for outrageous dependability and unmatched expertise. And now, you can be part of the exciting and growing \$86.2-billion global battery market. Interstate All Battery Centers provide retail and commercial customers with over 16,000 power solutions, from vehicles and cell phones to watches and cordless power tools and every battery in between. No matter what customers are looking for, the promise is: "We Have it, We Find It, or We Build It."

#### TOP FRANCHISES

#### Sports & Recreation

#### **American Poolplayers Association**

Startup Investment: \$17,080 - \$20,150 Cash Requirement: \$10,000 - \$14,500

Domestic Franchises: 298

Today, the APA has grown to more than 270,000 members and boasts more members than all other "national" leagues combined. The league is administered locally by a network of franchise operators. League play is conducted weekly with both 8-ball and 9-ball team formats offered.

#### Kampgrounds of America/KOA

Startup Investment: \$7,500 - \$30,000 Cash Requirement: \$200,000

Domestic Franchises: 450

Kampgrounds of America is the world's largest system of franchised family campgrounds, with locations throughout the U.S. and Canada. Founded in Billings, Mont., in 1962, KOA provides travelers and vacationers with a quality camping experience, while also providing entrepreneurs with a successful small, medium or large family-based business model.

#### TGA Premier Junior Golf

Startup Investment: \$13,150 - \$62,200 Cash Requirement: \$13,150 - \$62,200

Domestic Franchises: 49

TGA Premier Junior Golf offers a turnkey solution to owning your own business while growing the game of golf. TGA's award-winning youth development program brings golf into elementary schools through parent-funded afterschool programs that take place on 2,000 school campuses across the U.S. TGA franchisees receive the tools, training, and support needed to build a prosperous golf business.

Sports & Recreation continued on page 26

#### i9 Sports

Startup Investment: \$44,900 - \$69,900 Cash Requirement: \$50,000

Domestic Franchises: 130

i9 Sports is the world's first and fastest growing youth sports franchise, offering youth sports leagues, camps, clinics, and afterschool programs for kids ages three to 14 years in eight of the most popular team sports. Franchisees share their passion for kids and sports with the youth in their community by offering programs with a focus on fun, good sportsmanship, fundamentals, and character development. Now is a rare opportunity to own an i9 Sports franchise and make a living doing something you really love.

#### GameTruck

Startup Investment: \$115,250 - \$320,500

Cash Requirement: \$15,000 Domestic Franchises: 37

GameTruck brings a patent-pending mobile video gaming lounge right to the customer's door, and offers 16 players a wonderful social video gaming experience. The company provides comprehensive training and ongoing support, powered by a high-tech central booking service that makes it easy to manage day-to-day operations. GameTruck has many advantages compared to costly brick and mortar franchises, including a ramp up time that is typically six to eight weeks.

#### **Personal Training Institute**

Startup Investment: \$112,050 - \$221,500 Cash Requirement: \$50,000 - \$80,000

Domestic Franchises: 36

Personal Training Institute (PTI), a leader in one-toone personal training and customized one-to-one nutritional counseling, has been changing lives since 1987. Our focus on results gets results. Members experience the PTI difference every day—and so do our franchisees!

#### TOP FRANCHISES

#### **Technology**

#### **Computer Troubleshooters**

Startup Investment: \$28,800 - \$81,500 Cash Requirement: \$25,000

Domestic Franchises: 194

Computer Troubleshooters provides a full range of computer and technology solutions to small businesses and home users. Computer Troubleshooters specialists are fully trained and are experts at diagnosing and implementing a broad range of technology solutions.

#### TeamLogic IT

Startup Investment: \$120,000 Cash Requirement: \$60,000 Domestic Franchises: 50

TeamLogic IT franchisees provide computer support and state-of-the-industry managed services solutions to small and medium-sized businesses. Franchise owners serve as the CEOs of their businesses and hire the IT staff to perform the work. The candidate for a TeamLogic IT business is a person who wishes to work in a business environment, likes technology, and enjoys working with other business professionals.

#### TOP FRANCHISES

#### Travel & Hospitality

#### Expedia CruiseShipCenters

Startup Investment: \$125,000 - \$140,000

Cash Requirement: \$50,000 Domestic Franchises: 130+

Backed by the #1 brand in travel and our proven turn-key system, Expedia CruiseShipCenters Franchise partners enjoy a rewarding business and a great lifestyle. Our comprehensive training and 75+ member support team provides the knowledge and support you need to succeed—even if you're new to the travel industry! We're committed to meeting the needs of our franchisees with our "Stronger. Together" culture, massive buying power, award-winning marketing and industry-leading technology. Find out how you can get onboard with the fastest growing segment in travel through a self-guided, virtual tour of our franchise opportunity.

#### **Cruise Planners**

Startup Investment: \$1,595 - \$19,200

Cash Requirement: \$10,000 Domestic Franchises: 740

Cruise Planners/American Express is a low investment business opportunity that yields high returns with no travel experience required. Americans have trusted the brand name American Express above all others in travel for over 150 years. We are an American Express Travel Service Representative agency, which lends instant credibility to our new franchise owners with a trusted, well-recognized brand.

#### CruiseOne

Startup Investment: \$495 - \$9,800 Cash Requirement: \$5,000

Domestic Franchises: 680

Do what you love and get paid for it! It's as simple as that. We spend 35 percent of our day at work, so why not enjoy what you do? As a CruiseOne franchise owner, you can. For nearly 20 years, CruiseOne has grown to become one of the nation's largest cruise travel retailers with more than 680 independently owned cruise travel franchise locations. Today, as part of World Travel Holdings, we are the world's largest seller of cruise vacations.

#### **Travel Leaders**

Startup Investment: \$1,500 Cash Requirement: \$2,845 - \$12,815

Domestic Franchises: 355

Travel Leaders franchisees are part of North America's 10th largest travel agency group and largest travel agency franchisor, which offers the most comprehensive preferred supplier program, including overrides with dominant airlines, tour operators, and cruise lines; national and local marketing and advertising, including extensive online marketing campaigns; consumer web site with business and leisure travel focus, along with agency locator; extensive corporate programs; exclusive hotel program with block space; dedicated support team and business consultants for your agency; and the industry's most comprehensive agent training program. The Travel Leaders franchise is a license to convert an existing travel agency business to a Travel Leaders agency.

#### Value Place

Startup Investment: \$1.1 million - \$1.5 million

Cash Requirement: \$250,000 Domestic Franchises: 175

Value Place is the economy extended-stay lodging facility that meets every life traveler's needs. They provide rigorously cleaner and safer lodging with justright simplicity, all at remarkably affordable weekly rates.

#### **SURVEY AND RANKING METHODOLOGY**

Over the last five years, FBR has surveyed more than 100,000 franchisees from more than 500 of today's leading franchise brands. When we survey a franchise company, all active franchise owners who have been in business for three months or longer are invited to participate in this survey process. FBR contacts each franchisee individually and supplies them with a unique login to complete the survey. We make at least three attempts to reach each franchise owner directly by email and/or by telephone. The survey includes 33 benchmark questions, relating to the franchisee's experience and satisfaction as well as market area, business lifestyle, and other demographic questions. Franchise Business Review contacts each franchisee individually with an average franchisee participation rate of 70%.

Each of the franchise opportunities listed in this guide has above average franchisee satisfaction. A company's ranking is based on their overall franchisee satisfaction rating, which is weighted slightly for larger, more established companies. For example, if a 50-unit franchise company and a 500-unit franchise company had the same overall franchisee satisfaction rating, the 500-unit company would be ranked slightly higher. While franchisee satisfaction is clearly not the only factor to consider when researching franchises, it is one of the most important factors in our opinion. All FBR research is conducted independently with franchisees. FBR is not affiliated with, nor do we endorse any franchise company. Please conduct your own thorough research before investing in any franchise concept.

#### **About Franchise Business Review**

Franchise Business Review is a national franchise market research firm that performs independent surveys of franchisee satisfaction. Our products include franchisee satisfaction research reports, economic impact studies, franchise sector studies, and individual franchise investment guides. We administer the Franchisee Satisfaction Awards—an annual rating of the top franchise companies based on the highest level of overall franchisee satisfaction. The franchise opportunities listed in this guide are the award-winning concepts from our 2011 awards project.

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## **BEYOND THE FDD:**

## Five Metrics to Consider Before **Buying a Franchise Business**

Regardless of the investment range, deciding to invest in a franchise business requires a lot of careful consideration. Prospective franchisees must look at numerous metrics before settling on a franchise, including the type of business, the investment level, and the health of the corporate company. While franchise disclosure documents (FDD) will provide a lot of this information, franchise candidates should look beyond the FDD to determine the true value of an investment. Here are a few of the factors we at Franchise Business Review consider before declaring a company a good investment.

The initial investment range of a franchise business is the estimated costs you will incur starting the business. It typically includes the franchise fee (a one-time licensing fee paid for the initial term of the franchise agreement), training costs, equipment, marketing materials, and build-out costs (for businesses with a physical location). It may also include some allowance for initial working capital. The initial investment is given as a range as there are many variables that can affect the costs, such as local market conditions, size of location, size of territory, etc. To be clear, every business requires additional capital investment over time. These costs can be significant and vary dramatically depending on the type of business you are investing in. Additional costs may include employee training, equipment upgrades, new signage, updated marketing materials, and office furnishings. These additional costs are NOT included in the initial investment estimates.

#### NET WORTH REQUIRED

Many franchise companies also have minimum net worth requirements for their franchisee candidates, and these can be significantly higher than the initial investment itself. Higher net worth requirements are typically tied to your ability to be approved for financing to cover the initial investment, working capital, or other additional capital should you need it. This is an area where you want to be absolutely sure that you are well within the franchise company's recommendations. No matter how successful a franchise business model, you do not want to go into business undercapitalized.

3 AVERAGE UNIT SALES
Average unit sales is calculated in order to give a more accurate picture of unit-level economics compared to information that may be presented in the financial performance representation (Item 19) of a franchise company's FDD. Often times, a franchise company will "massage" its data, leaving out newer units or emphasizing top performing units to enhance unit performance. We believe that our calculated estimate of average unit sales, which includes ALL open and operating units, delivers a more accurate predictor of actual unit performance.

Our estimated average unit sales figures are calculated by dividing total royalty dollars collected in a given year (typically disclosed in the corporate financials) by the average royalty percentage that the franchise company charges franchisees. This will give an estimate of total system-wide revenues, which then needs to be divided by the total number of units to get to average unit sales figure. Since the number of open units is changing all the time, we use an average number based on open units at the beginning of the year and open units at the end of the year. It is important to note that this is only an estimate of gross unit revenue. While this figure can be very useful when comparing similar business concepts, it is not a projection of net profit. Actual operating expenses vary significantly from business to business, making it extremely difficult to calculate an accurate estimate of unit profitability. Confirming actual cost figures from operating franchisees in similar markets will help you develop a more accurate picture of the long-term business performance and potential profitability.

#### **TERMINATIONS**

FDDs are required to list changes in units over the past three years. This will include new units opened and those that didn't renew their franchise agreement, ceased operating for other business reasons, or franchise units that were terminated by the franchisor (meaning that the franchise agreement was legally terminated and the franchisee is no longer part of the system). While it is necessary for a reputable franchisor to occasionally terminate the franchise agreement of an individual who is significantly under performing and/or not in compliance with the franchise agreement, a high rate of terminations in any given time period should be considered a big red flag.

#### FRANCHISEE SATISFACTION

One of the most critical factors when considering any franchise investment is the overall attitudes and satisfaction of current franchisees. Franchise Business Review has surveyed over 500 franchise systems since 2005, and we are constantly surveying new companies, as well as resurveying existing brands. Franchisee satisfaction is only a snapshot in time, so we encourage companies to survey with us on an annual basis. While Franchise Business Review will survey a franchise company at NO COST, many companies decline to allow us to survey their franchisees. Without the support of the corporate office, it is difficult to achieve the level of franchisee participation required for statistically relevant results.

When conducting your own franchisee satisfaction due diligence, it is important to talk with a good number of franchisees to get a broad understanding of satisfaction system-wide. In many cases, this will require contacting or visiting several dozen franchisees and getting their feedback on key issues like training and support, operations, franchisee-franchisor relations, financial performance, and overall business satisfaction. Don't expect every franchisee to be 100 percent satisfied with the franchise business or their franchisor—every franchise company will have some level of discontent. But by talking with many different franchisees, you'll quickly understand if their challenges are simply isolated issues, or something the whole franchise system is experiencing.

# What are your options for financing a new business?

□ I beg□ I borrow□ I steal□ i Finance

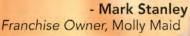
ne of the first challenges in starting your own business is financing it. As you may have discovered, getting a bank loan isn't easy, and even if you do get one, you're saddled with years of payments. Wouldn't it be better to start off debt-free? By using your retirement funds, you can.

Guidant's iFinance is a small business financing plan that lets you invest your existing IRA or 401(k) funds into launching a business or franchise of your own. You don't have to take a taxable distribution because you're buying stock, as an investment, in your new

Get a free consultation with a Guidant iFinance expert. Call 888-535-6822 or visit guidantfinancial.com/TOP today. company. And you needn't apply for a loan, because you'll be using

your own money, allowing you to invest the interest you'd be paying a bank into the growth of your company instead. As your business grows, so do your retirement funds.

"I chose to invest in myself.
I'm a good risk. My income
will likely surpass what
I would've made in the
corporate world and I have
all the freedoms that come
with being my own boss."



With Guidant's expertise, you can have your financing in place and be up and running in less than a month. As the national leader in small business financing, Guidant has helped over 5,000 individuals in all 50 states realize their dream of owning a business.

Like them, you have the will to create the life you want. Now let Guidant show you the way.



Guidant is proud to support these franchisors and others with fast and easy financing for prospective franchisees.





