

# 10 Hot Franchise Concepts for 2018



Brandon Clifford - Franchise Consultant

# Take the Leap into Business Ownership in 2018!

Small business ownership is one of the greatest accomplishments of anyone's life. Entrepreneurship is in our DNA as Americans and our country was founded on the principles of hard work, discipline and the desire to improve one's situation in life, regardless of one's beginnings. That mantra still rings true today and small business ownership is on the rise in the U.S. Whether it is because they are tired of the corporate grind, they want to pursue their lifelong dream, or perhaps simply because an opportunity presented itself, EVERY DAY another person makes the leap from employee to employer and starts a small business. And it is happening more now than ever! According to a recent [Small Business Report by Intuit](#), the number of small businesses in the U.S. is expected to increase from 30 million to 42 million by 2026, which is well above the growth rate of the past decade.

Over the past few years, [Global Franchise Solutions](#) has worked hard to help individuals seeking a fresh start understand that investing in a Franchise can be a wonderful vehicle for them to achieve their goal of small business ownership. A Franchise can provide a great "out of the box" solution for those that are interested in going into business for themselves, but not by themselves. In 2016, franchises accounted for 3% of our country's GDP. These days, 1 in 7 businesses in America are a franchise, and there are over 3,500 franchise business models registered with the federal trade commission. The reason for this recent explosion in franchise is quite simple really, **because it works!**

In this ebook, we will discuss 10 Franchise concepts that I think are set to explode here in 2018! Perhaps after reading it, you will feel that investing in a franchise is the right path for you! If you do, I encourage you to keep in mind that the only true "hot" franchise, is the one that will align with your goals, and allow you to utilize your skill-set, so that you may be successful. Helping individuals determine what concept that might be is what I do every day! And I would be honored to help you too!

As with any career change, the decision to become a business owner is not one to take lightly. Many of my clients leave comfortable jobs and risk a great deal to pursue their dream of small business ownership. That is why my company exists today. So that these entrepreneurs know that they are not alone in this decision. They are backed by the millions of others that have wanted true autonomy in their careers and taken the leap into business ownership. And if you choose to take this path, you will be supported every step of the way too by your trusted franchise consultant at Global Franchise Solutions.

Lets make 2018 the year you finally "Take the Leap" into self employment! [Contact me](#) today to get started.

Your future success is out there, and I am excited to help you find it!

Sincerely,

J. Brandon Clifford

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# 5 Questions to ask yourself to decide if Franchising is the path for you.

At [Global Franchise Solutions](#) we work hard to help individuals seeking a fresh start understand that investing in a Franchise can be a wonderful vehicle for them to achieve their goal of small business ownership. The reason for the recent explosion in franchising is quite simple really, because it works!

Before making the leap, and investing in a franchise however, one should take some time to be introspective and reflect on how this decision will impact their life. Here are **5 questions that I recommend all my clients ask themselves during the franchise due diligence process:**

## 1. Do you want to GROW a businesses, or start one from scratch?

Many entrepreneurs enjoy the thrill of starting a business from scratch. For others, the idea of writing an operations manual, designing a store layout, formulating a menu or a service, and all of the other leg work required to start a business is overwhelming. That is what makes franchising so unique! It allows you the thrill of a new business, without the headaches of traditional start up. Franchisors have worked out the road map to take from day 1 to your grand opening and then moving forward. They are now simply looking for boots on the ground to execute the gameplan in a given region. If you like the idea of coming up with your own thing and calling all the shots, then franchising is NOT for you! However, if you would rather take an idea, and a playbook and run with it, **KEEP READING!**

## 2. Are you willing to follow rules?

As mentioned above, a franchisor has already laid the groundwork for its franchisees to follow. In order for the franchise to be successful, it must have great systems in place that will create a consistent customer experience accross all of its units. So while in some instances, “local flair” is encouraged, having someone go rogue and creating a different customer experience goes against the philosophy of franchising at its core. The most successful franchisees are the ones that follow the system best, so though you may think having previous business ownership experience is needed to own a franchise, that is incorrect. Many franchisees were previously top performing “employees” who decided to go out on their own. They have a solid work ethic, and are willing and able to **follow a system** that has been proven to work.

## 3. What are YOUR goals for this business?

While having a system in place is great, the most successful franchisees see their franchise investment as a vehicle to reach their individual goals. For some it might just be having the autonomy in their career that business ownership can offer. Perhaps it is growing multiple units and moving into a semi-passive ownership position or the goal might be to build something and sell it before your franchise agreement comes to an end. Whatever the goals might be, you need to write them down early, and revist them often.

# 5 Questions to ask yourself to decide if Franchising is the path for you.

## 4. Can you afford the financial risk?

While having a franchise partner to mentor and coach you does mitigate many of the risks one takes when starting a business, any investment is a risk. Have a plan in place for what might happen if you do fail. Be sure to have enough capital to allow for a runway as your business builds up over the first 2 years, as this is the point where most entrepreneurs fall short.

## 5. Are you working with a qualified coach or consultant that will help you reach your goal of business ownership

At [Global Franchise Solutions](#) we take our role in helping our clients find the “right” franchise investment seriously. Our goal is to educate each of our clients on all aspects of franchising and the specific franchise brands they are investigating, so that they may make an educated investment decision at the end of the process. Our focus is on each individual’s strengths as well as their goals for both their business and their lifestyle. If you are not working with someone who can be an objective 3rd party facilitator during your franchising due diligence, please reach out.

*[Brandon Clifford](#) is a serial entrepreneur who has extensive experience building businesses from the ground up. Now Brandon is taking his expertise and experience as an entrepreneur and using it to help other like-minded individuals looking to make their dreams of owning a business come true. [Global Franchise Solutions](#) represents 300 of the world’s leading franchises and seeks to match those individuals with the company that will help them meet their personal and financial goals. By learning your strengths, weaknesses, and goals, Brandon will work to find the right business for you. If you are looking to expand your business, or for a career change, and aren’t sure where to start, [Contact Brandon today](#) and explore the possibilities that are out there!*

Want to Learn More?

# Want to learn more?

Schedule a 15 min strategy call with Brandon to see what possibilities may be out there for you!

[Learn more](#)

# 10 Hot Franchise Concepts for 2018

## Hot Franchise #1 ~ Title Boxing Club

### Invest with a punch.

This Franchise is a dynamic boutique fitness concept offering total body workouts utilizing boxing and kickboxing movements in trainer-led group classes. The classes are non-contact and focused exclusively on fitness. They do not teach our members how to box, kick box or grapple. The results-oriented workout is designed to burn fat while building muscle providing a total body workout that burns 1000+ calories per hour.

The value proposition is that the members receive unlimited “personal training quality” workouts for one low fixed monthly price. As a boutique fitness facility, They are able to cultivate a club culture profoundly different from the traditional fitness facility.



This Franchise will enable you to Invest with a Punch!

# Title Boxing Club



## Features of business

- 2015 Inc. 5000 #1 ranked Fastest Growing Franchise – over 1770% system sales growth in past 3 years!
- Recurring and predictable revenue from our membership based business model
- 3 revenue streams: memberships, personal training and retail
- Boutique fitness club focusing on 2,200 – 2,800 square foot locations
- Their club design was recognized by the American Institute of Architects
- They have partner programs with Nike, Under Armour, Gatorade, and Everlast
- Media friendly brand having appeared on Bloomberg TV, Fox & Friends, Fox Business News, Dan Patrick Show, Dallas Cowboys Cheerleaders- Making the Team, Jimmy Kimmel, and tons of local TV
- They've gone international with their first location in Cancun, Mexico



# Title Boxing Club

## Desired background of Ideal Franchisee

- While no professional fitness experience is required, a passion for fitness and a fitness lifestyle is helpful
- Must possess a passion for changing people's lives
- Strong business acumen
- Good management & leadership skills
- Operations skills a plus
- Service oriented/Customer Driven
- Motivated & Energetic

The owner is first and foremost responsible for ensuring the club delivers an exceptional experience to the members during every Power Hour workout. Owners will use the "TITLE Boxing Club Brand Score" to ensure critical elements of the system are being followed to deliver that trademark experience! Owners hire and manage staff, engage in community marketing, manage their P&L, and drive sales & membership growth. A TITLE Boxing Club Director of Field Operations is available to assist and coach on these functions.



**Franchise Fee: \$49500 Standard Initial Package – \$66,508 – \$103,430 (depending on square footage)**

**Total Investment Range – \$162,808 – \$423,120**

**Royalty: 7.5%**

**Member of VetFran – \$1,500 discount on first unit purchased**

# Hot Franchise #2 ~ Blo Dry Bar



## No Scissors. No Dyes. Just Blow Dries.

**Blo Blow Dry Bar** is North America's original blow dry bar and the largest blow dry bar franchise in the world. Blo transformed beauty norms for women when it launched its "no cuts, no color" concept. Since then Blo has grown to 100 locations around the world and is expanding quickly. Blo's low-cost, turnkey franchise system delivers a proven concept, a simple business model, intensive training programs, and ongoing support from a head-office team dedicated to the success of its partners. No hair experience is needed to become a Blo franchise owner, making this a great fit for seasoned entrepreneurs and first-time business owners alike.

[Learn More](#)



No Cuts. No Colors. Just Blows.

# Blo Dry Bar

## Key Highlights:

- This service is trendy but not a trend. It has been around since 2007 but even established locations see double-digit year over year growth as the category continues to grow.
- This is a simple business model with proven systems and strong support from the head office with ongoing coaching offered on all aspects of operations and marketing.
- This business gives you an opportunity to manage and mentor staff who are passionate about their careers, and to create a wonderful, uplifting experience for your customers. Many owners also leverage their business to give back to their local communities.
- Owners should expect to be involved close to full-time from the beginning but can transition to semi-absentee ownership.



# Blo Dry Bar

## Who's a good fit?

- No hair experience is required to be a Blo Blow Dry Bar Owner.
- Blo's ideal Franchise Partner: Has a strong work ethic, a commitment to follow their proven systems, and basic business management skills
- Loves the brand and the beauty industry
- Is passionate about delighting customers and delivering a best-in-class Guest experience and top-quality services
- Has great people skills with the ability to create a fun, welcoming environment for Guests and staff
- Is actively engaged in driving their business, including networking and building partnerships in the community to promote their business
- Possesses an entrepreneurial spirit and the determination to succeed



Hot pink branding helps solidify Blo's position as category leader, with taglines such as "You're Not Cheating On Your Hairdresser" and "Wash. Blo. Go.". Blo's locations see strong year-over-year growth as this hot category continues to attract customers with convenient, affordable blo outs. Additional revenue streams are provided through a range of Blo Beauty Services which an owner can choose to incorporate, as well as carefully-selected retail products.

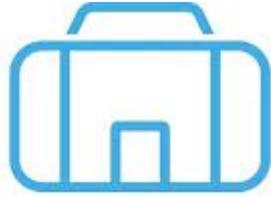
Financial Terms: Total Investment Range - \$159,600 - \$289,500

Franchise Fee: \$39000

Royalty: 6%

Advertising: \$150 brand fund fee; ad fund fee of the lesser of 2% or \$200

# Hot Franchise #3 ~ iTrip Vacations



**itrip**vacations

iTrip Vacations is a full service vacation rental and property management company. .

They serve the \$30 Billion North American vacation rental marketplace. This is a great lifestyle business with benefits such as:

- Home Based
- Great Lifestyle
- Low Overhead
- Cloud Based
- Growth Markets
- No Inventory
- No Building to Lease
- No Accounts Receivables
- No Special Equipment
- FUN!

iTrip Vacations rentals now represents over 30% of the hospitality industry and gaining more market share each year. As an iTrip Vacations franchisee, you can partner with the industry leader.

[Learn More](#)

# iTrip is Changing the Vacation Rental Industry



## The Right Industry

The vacation rental marketplace is already at \$30 billion annually and still growing! The rising age of baby boomers, as well as the internet market place is creating a huge opportunity for iTrips franchisees. Consumer awareness about vacation rentals has gone up from 9.5% to 32% over the past 3 years. How many times have you been able to place yourself at the right place, at the right time, in a true market consolidation and catch the wave of a lifetime?



## No Experience Necessary

iTrip has created a turn-key strategy to get your business launched and ramped up quickly. Their mission with the Franchisees that own and operate their individual franchise territories, is to provide their clients with industry leading technologies and platforms as well as comprehensive digital marketing strategies for optimal success. iTrip's goal is to become the most trusted brand in the vacation rental industry.

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**Financial Terms:** Investment Range - \$123,400 - \$142,700

Franchise Fee - \$15,000 PLUS \$55,000 training & software Initial investment - \$70,000 including franchise fee, training fee. Can be expensed to year one.

# Hot Franchise #4 ~ Wow 1 Day Painting

**WOW 1 DAY PAINTING** has revolutionized the painting industry. How you ask? Unlike other painting companies that may take several days, if not weeks, to complete the project, **they do it in one day!**

Just because they finish the job in one day does not mean that it's not of the highest quality. By using a perfected system, their customers receive the quality they expect in a timeline that is unexpected. The painters are uniformed and professional, their prices are very competitive, and the customers are left with a "WOW" experience. They leave fresh cut flowers after every job along with a personally signed card by each painter that was on the job.



## Features of business

- They paint residential homes and businesses in One Day
- High quality – backed by written 2-year warranty
- Exterior and Interior jobs
- Home-based office – mobile team of sub-contractors and painters
- Centralized call center and booking system – they book jobs for their franchisees, taking away that administrative function
- Media juggernaut – in house PR team leveraging national media relationships
- Digital marketing team in-house
- Vendor relationships with paint suppliers, vehicles, marketing collateral, uniforms, etc
- **Parent Company:** 1-800-GOT-JUNK? The World's Largest Junk Removal Company

# Wow! 1 Day Painting

- **Marketing to residential customers** – successful franchisees are always marketing! Owners will manage direct mail campaigns, community sponsorship programs, lawn signs, radio ads, strategic vehicle parking, advertising in trade publications/newspapers, online marketing activities such as PPC campaigns and Google AdWords
- **Sales & Lead Generation** – franchise partners will sometimes be required to give presentations to local realtors, attend home services trade shows, and prospect to local B2B clients such as home builders, property managers and contractors
- **Networking and relationship building** – Painting business relies heavily on referrals, so it's important that franchise partners develop strong relationships with customers and the business community. It's important to participating in local networking groups and developing referral campaigns
- **Production management** – visiting customers' homes or place of business to give job estimates, organizing sub-contractors, planning labor schedules, ordering paint supplies, and light bookkeeping
- **Customer service** – ensuring customers receive a WOW experience every time

## Desired background of and Ideal candidate

- Strong leadership and confidence to manage blue collar crews
- Sales, marketing and relationship building
- Willingness to drive all results of a growing/start-up business
- Strong customer focus – “above the call of duty” mindset
- Passion for brand building and motivation to be a part of a ground floor opportunity
- The yare not looking for painters, but industry experience is an asset

# Wow! 1 Day Painting

## Financial Terms:

Franchise Fee: \$46,000 (4 territories)\$19,000 Franchise fee, \$9,000 each additional. (Average 4 territories)

Royalty: 6%

Ad: 2%

VetFran Program Participant: Yes, 15% off territory fees



**1 DAY PAINTING**

# Hot Franchise #5 ~ FastSigns



Signage has never been more important. Right now, businesses are looking for new and better ways to compete. Industries are revamping to meet compliance standards. And advertisers are expanding their reach into new media like digital signage, QR codes and mobile websites. FASTSIGNS is perfectly positioned to capitalize on this demand, with a product line that goes well beyond traditional printing.

FASTSIGNS is one of the industry's leading sign and graphic franchises. Using a computer-based design technique, their concept emphasizes sign and graphic solutions. They offer fast turnaround, a business-to-business environment, and top-quality signs and graphics for corporate, professional and retail clients.

The competitive advantages of a FASTSIGNS are as follows:

- high growth industry
- business hours
- low seasonality
- few employees
- business clientele
- recession resistant business
- highest revenue in the quick sign industry
- system wide store revenue increases 14 out of 15 consecutive years
- no FASTSIGN related arbitration or litigation
- protected, exclusive territories



More than Fast. More than Signs.

# Hot Franchise #5 ~ FastSigns

**Financial Terms:** Total Investment: \$151,140 - \$293,525 Canadian Total Investment: \$183,593 - \$312,504 Minimum Net Worth: \$250K/\$80K liquid

**Franchise Fee:** \$44,500

VetFran Discount: Franchise Fee \$22,250

**Royalty Fee Structure:**

6% - reduced to 3% for 12 months

**Ad Fee Structure:**

2% (Reduced to 1% for 12 months)



# Hot Franchise #6 ~ USA Ninja Challenge



**USA Ninja Challenge** has developed an obstacle course skills program that incorporates basic skill sets from gymnastics, climbing, cross training and track and field. Ninja Challenge is open to boys and girls ages 4 to 18. The program is designated to meet the requirements of a full physical fitness program for today's youth. They incorporate standard gymnastics apparatus including rings, bars, and balance beams and tumbling surfaces. Other specialized ninja training equipment is also used, such as cargo nets, traverse walls, slack lines, ropes and ladders. Each portion of every obstacle course also includes corresponding conditioning and flexibility stations. The desired result of this program is to improve children's strength, flexibility and all-around athleticism.

Combining Fitness with Children's Entertainment makes for one of the most exciting and unique youth fitness franchise opportunities in the industry! Their competitive landscape is slim to none, providing them with a simple path to extreme growth. They have proprietary structures that set them apart from other concepts. This allows them to benefit in an industry that has an untapped earning potential. Everyone involved is very excited about the possibilities that this program holds.

By owning a USA Ninja Challenge franchise, you will invest in an opportunity where there are a number of potential revenue streams available. Their obstacle courses combine the elements of exercise and fun, meeting the requirements of a children's fitness training program. The ever-booming fitness industry integrated with the ever-profitable child entertainment industry allows them to be the influential front-runners of their segment.



# Hot Franchise #6 ~ USA Ninja Challenge

## Why Ninja Why Now!

- The need to get kids/boys/girls back in the gyms.
- Excellent program for all types of students.
- Recreational
- Cross training for other sports
- Competitive athletes
- Great work / life balance
- Proven business that is successful!
- Great community involvement
- Fast ramp to breakeven (All of the franchisees have achieved it in less than 6 months)
- High profit margin
- Fitness Market for Children is growing 25% year to year

## Financial Terms:

Total investment - \$120,000 - \$196,000 (Depending on size of gym)

Franchise Fee: \$30000

Royalty: 6%

## Ad Fee Structure:

Coop Marketing - 1.5%, Technology Fee



# Hot Franchise #7 ~ 1800 Water Damage



1-800-Water Damage is an exciting new franchise from Belfor - The World's Largest Property Restoration Company. Their Zees focus on water damage, mold remediation and carpet cleaning.

1.800 Water Damage is THE most innovative and unique opportunity in the Franchise Industry today!

When you join the 1.800 Water Damage Team with an "All In" Investment of \$79,000, they will provide you with over \$200,000 to cover the cost for your Equipment, Vehicle and every other Capital Expenditures needed to launch the business.

**Yes. That is correct. They invest over \$200k in YOU!**



**Wait. There's more!**

They will give you \$80,000 in guaranteed salary (paid out in the first 3 years. \$30K - Yr 1 / \$30K - Yr 2 / \$20K - Yr 3 to help cover your personal expenses while you are getting the business started.

When you consider you are guaranteed \$80,000 and your "all in" investment is only \$79,000 - they are in essence giving franchises away!

1-800 Water Damage also offers a TRADITIONAL MODEL FRANCHISE (100% Ownership. Same \$79,000 Franchise Fee. + \$77,000 Vehicle & \$59,500 Equipment package = \$215,500

# Hot Franchise #7 ~ 1800 Water Damage

Their sister brands include:

DUCTS - Indoor Air Professionals

HOODZ - Kitchen Exhaust & Pizza Oven Cleaning



## Financial Terms:

Investment Range: \$59,000 - \$185,000

Franchise fee: \$59,000 - \$79,000 - Single Territory (350,000 population)

Traditional Franchise Model: 215,500 (\$79,000 + \$136,500 truck and equipment) \$148,000 - Double Territory (700,000 population) \$217,000 - 3 pack territory (1,050,000 population)

VetFran Discount - \$7,900 discount

## Royalty Fee Structure:

Management Fee 10% (only if traditional franchise)

7% if Partnering model

National Ad Fund 2%

Technology Fee 1%

# Hot Franchise #8 ~ Rush Bowls



Since 2004, Rush Bowls has been redefining what it means to eat well on the go. Rush Bowls core product line features all natural fruit, granola and other wholesome ingredients, crafted into nutritious and convenient bowls that are complete meals yet taste like sinful indulgences. They satisfy the rapidly growing market of consumers demanding fresh, healthy, great tasting, “guilt-free” food that fuels their busy lifestyles.

With guidance from an executive team who are currently recognized amongst Restaurant Finance Monitor’s Top 25, a highly profitable business model, award winning recipes, marketing support and a low cost startup plan, Rush Bowls has recently begun awarding franchise opportunities to select entrepreneurs. With natural food sales continuing to grow rapidly, Rush Bowls is poised for success throughout 2016 and onward.



A franchise that helps you thrive, whatever your rush might be. Rush Bowls offers very flexible store requirements. This allows operators to make the most of available space. Rush Bowls is the perfect concept for 500-1,200 square feet, dine in or takeout. In many cases, a Rush Bowls can be introduced to utilize surplus space not needed by an existing concept in order to maximize revenue.

A franchise that helps you thrive

# Hot Franchise #8 ~ Rush Bowls

Rush Bowls has unlimited growth potential as they can operate in almost all types of locations where millennials or young professionals exist. From colleges and universities to sports arenas, airports and malls, Rush Bowls is poised to grow everywhere. In smaller footprints, Rush Bowls is a perfect complement to businesses such as gyms, coffee shops and health food stores.

Rush Bowls offers a low cost and streamlined startup plan – No cooktops or vent hoods are required. Streamlined operations and minimal waste contribute to stronger margins. Established operations, store layouts, marketing materials and vendor relationships shorten the time before your doors can open for business.



## KEY POINTS:

- This is a marriage between a proven concept (13 years of steady growth) and the horsepower of a \$300MM franchise company
- over 40 units sold in 6 states – one unit open that is 12 years old and one about 12 months old; a ground floor opportunity
- They are looking for “Pioneers” – people who can commit to Area Development Agreements of 3-5 units and understand the meaning of being involved with a “scale-up” (not startup).
- Sweet spot is only 600 s/f storefront with \$200K TOTAL investment; targeting high density youthful neighborhoods, with strong foot traffic and some discretionary income.

# Hot Franchise #8 ~ Rush Bowls

## Financial Terms:

Investment Range: \$192,000 - \$351,500 Required Liquid Capital: \$100K 3-6 month ramp up time

Franchise Fees: \$69,999 - 3 pack \$99,000 - 5 pack \$150,000 - 10 pack

Area/Master Developer: Case by Case basis

10% Veterans Discount



# Hot Franchise #9 ~ Cousin's Maine Lobster



Cousins Maine Lobster, as seen on Shark Tank, is the nationally recognized leader in providing award winning authentic Maine lobster rolls and other seafood delicacies. They specialize in serving 100% premium, wild-caught Lobster from Maine, coupled with a signature down east Maine hospitality. They help bring the Maine Lobster shack vibe to your neighborhood by offering both brick & mortar storefront and food truck franchise opportunities.

Since 2012, They have been continually featured on the most influential entrepreneurial and culinary programming, including Shark Tank, The Food Network, The Chew, Good Morning America, CNBC, Today, and the Cooking Network. Voted Best Lobster Roll on the West Coast by Tasting Table in 2013, 2014 and 2015, Cousins Maine Lobster regularly appears in leading publications Inc., Entrepreneur, Saveur, Food & Wine, Zagat, Eater and more.



# Hot Franchise #9 ~ Cousin's Maine Lobster

## Highlights:

- Nationally and International recognized brand
- Award winning recipes
- Unique market appeal
- Offering both Restaurant or Food Truck Franchise Opportunities
- Fast cook and serve times
- Low cost of entry
- Highest Quality Authentic Product -- 100% premium, wild-caught, sustainably harvested, lobster from Maine.
- Unique Market Appeal -- They appeal to both traditionalists and non-traditionalists, given their Maine background and LA Food Truck origins
- Soon to be Internationally recognized brand
- Gluten-free & healthy options available
- Catering Services via In-house or Food Truck



## Financial Terms:

### Total Investment:

Storefront: \$158,100 - \$601,000

Food Truck: \$143,400 - \$300,000

# Hot Franchise #9 ~ Cousin's Maine Lobster

**Franchise Fee:** \$38,500

**Royalty Fee Structure:**

8% Food truck

6% Storefront

**Ad Fee Structure:**

2%

**Cash Investment:**

Storefront and Food Truck: \$50,000 - \$75,000

Initial Inventory Food Truck: \$20,000 - \$40,000

Initial Inventory Storefront: \$30,000 - \$60,000



# Hot Franchise #10 ~ Always Best Care



Always Best Care provides warm, compassionate and professional care for seniors and others when they need it most. They're local experts in senior care, providing a resource for aging and senior living delivered through locally owned and operated offices around the country. Their services include non-medical in-home care, assisted living finder and referral services and skilled home health care delivered through a nationwide network of over 180 franchised territories with an additional 24 Master/Area Representatives.

Founded in 1996, Always Best Care began awarding franchises in 2007, and is now one of the leading senior care franchise systems in the United States.

What's unique about this model is that three distinct revenue streams come from the same referral source. No additional direct marketing is needed. Clients are usually referred by other health care professionals such as physicians, hospitals, skilled nursing facilities, insurance companies, and other businesses marketing to seniors.



## THE ALWAYS BEST CARE COMPETITIVE ADVANTAGE:

1. Territory protection with greater opportunity: Driving growth in the senior care industry are relationships with the many referral sources within each franchisee's territory. The senior citizens receiving care, however, may live anywhere, not exclusively within the territory. As a result, Always Best Care franchises may serve customers both inside and outside of their defined territories, as they are not limited to serving clients only within a protected territory.

# Hot Franchise #10 ~ Always Best Care

2. Additional revenue stream from assisted living finder and referral services: Always Best Care franchisees can drive immediate and long-term revenue while building local credibility and visibility with all referral sources – even before obtaining a home care license. This added service provided by Always Best Care franchisees creates additional revenue from the same referral sources. Plus – it's free to our clients; all fees are paid by assisted living communities. Importantly, many families who begin as home care referrals later decide to move into an assisted living community. A franchise built around only one or the other service can only capture a limited share of market.

3. Expand the franchise to provide skilled home health care (registered nursing and licensed therapists) when the time is right. Providing skilled nursing services to customers and developing the skilled revenue stream is a key competitive advantage to capture a greater share of market. At Always Best Care, they know this is a big step, and they do not ask their franchisees to apply for skilled service licenses until they have achieved consistently strong annual billings from their non-skilled business.

4. Local training and ongoing support – a big advantage for franchisees! Always Best Care provides a powerful combination of both national and local support. Corporate training includes how to use sales performance metrics, marketing, national accounts, turnkey operating technology, system-wide benchmarking and third party customer satisfaction support. Local support comes from Area Representatives who provide ongoing strategic planning, mentoring, communications and business building expertise with a vested interest in the franchisees' success. If no Area Representative is present in proximity to a franchisee's territory, this function is fulfilled by representatives from the Always Best Care field support office.

5. National assisted living commission agreements with top brands such as Sunrise, Atria, Brookdale, Chartwell, Revera, Capital and Senior Lifestyle, among others to help “jump start” assisted living finder revenue!

6. Large number of available territories

7. Award-winning marketing and advertising support both nationally and locally.



# Hot Franchise #10 ~ Always Best Care

Investment range: \$63,275 - \$114,400

Minimum cash required: \$100,000

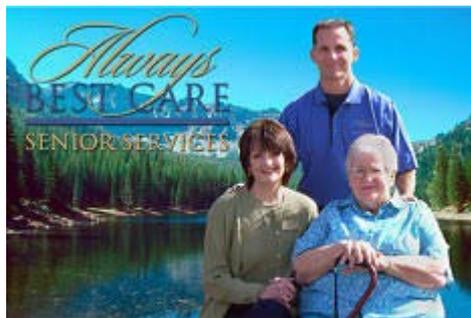
**Franchise Fee:** \$44,900 first unit, \$30,000 for each additional units

**Royalty Fee Structure:**

6% of gross sales

**Ad Fee Structure:**

AD Fee - 2% of gross sales



# Questions? Want to Learn More?



## Global Franchise Solutions

There you have it! Our ten "HOT" franchise ideas for 2018. However, please keep in mind that the only true hot brand to consider is the one that is the right fit for you!

Reach out today, to begin exploring the options that are out there.

Sincerely,

J. Brandon Clifford

978-891-7145

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[www.globalfranchisesolutions.com](http://www.globalfranchisesolutions.com)

Questions? Want to Learn More?

# Questions? Want to Learn More?

## Schedule a call!

The decision to invest in a franchise is not a quick and easy process. My job is to provide expertise and guidance throughout that whole process to entrepreneurs. I will help you decide whether franchising is right for you. And if it is, I'll help you determine which type of franchise is best for you and your goals. Connect with me if you would like to discuss how I can help you find the right investment opportunity out there for you!

In my opinion, the greatest benefit of joining a franchise community, is leveraging your strengths with the strengths of others in order to ensure shared success. If you are looking to start a business for yourself, but not by yourself, email me at [brandon@globalfranchisesolutions.com](mailto:brandon@globalfranchisesolutions.com), so we can get started as soon as possible.

[Learn more](#)