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THE SHOTS



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FALL 2015

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A domestic maker of binoculars takes on the best European optics, one satisfied customer at a time

BY JASON DALEY



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OPPORTUNITY

For most people, cheap binoculars will do just fine for watching a ballgame, catching a glimpse of Springsteen from the back row or getting a peek at the neighbor's begonias.

But there's a subset of hobbyists—including hunters, birdwatchers and stargazers—for whom top-of-the-line binoculars are essential. In fact, they're willing to pay up to \$2,500 to get them. So when it comes to purchasing those nitrogen-purged, electrophoretic-coated, phase-corrected, rubber-armed devices, the choice is clear: Order a pair from one of Europe's big-three manufacturers—Swarovski Optik, Leica and Zeiss—which have set and held the standard for optics since before World War II.



Home on the range (from left): Maven's Brendon Weaver, Cade Maestas and Mike Lilygren.

PHOTO © RUMALDO HOLGUIN

LunchBOX (A WAXING SALON):

Smooth Operators

FOUNDER + CEO DEBI LANE TALKS ABOUT WHY THE FULL-SERVICE SPEED-WAXING SALON IS ATTRACTING HEAVY HITTERS IN THE FRANCHISE INDUSTRY

WHEN DEBI LANE took her chic-and-cheeky wax-only salon concept from a private business to the franchise arena, she imagined bright, confident women opening up their own LunchBOX (A WAXING SALON) franchises in thriving, progressive communities.

The first two franchisees confirmed her vision, as areas in Idaho and Oregon sold quickly, one to a woman with decades of salon experience and the other to the former director of women's services at Portland State University.

"A modern place with a playful vibe that's dedicated to nothing but someone's comfort and waxing needs makes sense for consumers and business owners," said Lane, who opened the first LunchBOX salon in 2010..."



Then something Lane hadn't predicted happened – and it was really, *really* good. This fledgling franchise began to attract heavy hitters – the kinds of people who enjoy tremendous success as franchisees of huge, international brands. We're talking the kinds of places that attract millions of people each year with fast-casual Tex Mex or the cult appeal of drive-in ice.



Now they are joining LunchBOX, which has inked deals for more than 100 salons in 12 states coast to coast and Puerto Rico. So, why are savvy entrepreneurs getting behind the LunchBOX brand?

"A modern place with a playful vibe that's dedicated to nothing but someone's comfort and waxing needs makes sense for consumers and business owners," said Lane, who opened the first LunchBOX salon in 2010 when she realized waxing was increasing in popularity but was still generally an after-thought at salons. "Behind our expertly trained waxologists, thoughtfully designed salons and specially formulated products is a knowledgeable, energetic team that guides each LunchBOX franchisee every step of the way."

New Jersey franchisees Ed and Patrick Sheridan, a father-son duo who also enjoy success as franchisees of an iconic burger brand, are like other LunchBOX franchisees who were drawn to the distinct, positive vibe that weaves through every salon.

"Walk into any LunchBOX, and the competence, confidence and kindness is palpable. The energy resonates and tells this great story that you just want to be a part of," Patrick said. "We're in this high-caliber culture club now, and it's one of the most rewarding business decisions we've ever made."

LunchBOX seeks qualified franchisees to own salons in affluent communities in 30 areas, including Texas, Illinois, Pennsylvania and Washington, D.C. For more information, visit lunchboxfranchise.com.

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Birdwatching along
Montana's Smith River.

Gear is sold directly to consumers online, cutting out the wholesale and retail margins that can double the price.

The minds behind Lander, Wyo.-based Maven Outdoor Equipment Co. agree that Austrian and German binoculars are impressive, with their minimal color distortion and ability to produce crisp, bright images, even in low light. But they also believe a birdwatcher shouldn't have to eat ramen noodles for the next five years to afford quality optics.

Last year Brendon Weaver, Cade Maestas and Mike Lilygren launched Maven, a binocular company with two big twists. First, gear is sold directly to consumers online, cutting out the wholesale and retail margins that can double the price. Second, buyers can customize their binoculars, from size to coating (camouflage, anyone?) to neck-strap rings, engraving and more.

"Our \$1,000 binoculars would be

\$2,000 if we sold them retail," explains Weaver, who serves as designer and marketing manager. "We are able to take some of that margin and put a little more money into the product because we can. We are a small, lean company able to do things differently."

Weaver, along with chief sales officer Maestas and CFO Lilygren, all in their 40s, worked at outdoor-equipment company Brunton in the mid-2000s. The company changed hands several times and eventually shuttered its optics department. In 2008, the Maven trio

left Brunton to start Bridge Outdoors, which manufactures outdoor clothing, tents and other gear. But they couldn't stop thinking about the need for crisp, clear, affordable binoculars.

"We knew we had the expertise to build high-end optics but at a reasonable price," Weaver says. "With that we went down the path of getting the products designed and contacting a manufacturer in Japan. After a couple of months, as we were brainstorming with a friend, he asked if it would be possible to get the binoculars customized. Initially that



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seemed like a real stretch, but we talked to the factory, and they said it was something they could do. We knew we had an innovative approach with going direct-to-consumer. The customization piece let us know we had something really special.”

Customers log on to Mavenbuilt.com and use a multiview interface to choose from three frame sizes, each with two magnification options. From there, they make several style choices. Once the process is complete, the crew in Lander assembles the binoculars using glass from Japan, then accessorizes, packages and ships them out, usually getting them to customers within three weeks.

The big question Maven’s founders are hoping to answer is whether binocular connoisseurs will take to an American brand entering the market or whether they’ll continue to gravitate to the more expensive and pedigreed Euro-produced specs. So far, initial skepticism on birding

“We are a small, lean company. We can make a decision in half an hour and make it happen.”

—Brendon Weaver

and hunting forums based on the price of Maven products has given way to rave reviews as the company seeds its binoculars among influential birders, hunters and gear enthusiasts.

Weaver acknowledges that in the beginning, few consumers believed Maven could deliver a quality product at such an affordable price. “People were saying things about us online, writing pages and pages and pages before we

even had a product,” he says. “They thought they had us figured out. Consumers have been lied to so much and for so long that they just don’t believe a company can be honest anymore.”

Maven is already close to hitting its sales targets for 2015, and plans to release two different customizable spotting scopes later this year. But after seeing the inner workings of large conglomerates, the trio is committed to keeping the company small and nimble.

“We want to stay involved at the level of the product going into people’s hands,” says Weaver, noting that the three principals pack and ship all orders. “We won’t add employees until we find the perfect fit and absolutely have to. At a big company, you have to have a thousand meetings to make a tiny change. Here, we can make a decision in half an hour and make it happen.”



Customization options include camo print.



Nickole Vieau, Center Director, facilitates her students in their self-directed learning.

TURNING PASSION INTO OPPORTUNITY

"It took me four years of intense research on different after-school programs to finally choose Eye Level. Having been a teacher myself I wanted a program that would be child centric, would help students think critically and encourage problem solving in children. In addition, values like honesty and integrity are important to me and I wanted to associate and grow with an organization that mirrors those values. After two years of association with the Eye Level family, I can confidently say that I made the right choice."

Jayashri Yamunan, Eye Level of Piscataway-South & Edison-North, NJ

Making Kids Smarter is Smart Business! Eye Level Learning Centers is one of the world's largest supplemental education programs, and is enjoying rapid growth while gaining international recognition as a leading franchise system. The Eye Level Franchise is ranked #68 on the 2015 Entrepreneur Franchise 500, and earned other notable distinctions such as Bond's Top 100 Franchises, Franchise Times' Top 200 List, and USA Today's Top 50 Minority Franchises. New centers are opening every week!

Nickole Vieau, a Center Director in Texas,

explains that the name 'Eye Level' references the Instructor's understanding of the 'child's perspective' which sets the system apart from other supplemental educators. They believe this is the reason for their successful results and the key to their growth. A **premier supplemental education and enrichment program**, Eye Level offers an innovative and effective teaching method in a fun and exciting learning environment, where self-directed learning, individualized academic coaching and critical thinking are at the core of helping children improve and excel in their academic pursuits.

Eye Level begins with the core concept of having every child believe that "I am the key" to unlocking their own future success. Through the Eye Level curriculum in math and English, the student follows a step-by-step process that allows him or her to become a **confident, self-directed learner**. The student masters each concept through an individually tailored experience – not by pure repetition or memorization, but by focusing on developing basic skills and the ability to think critically.

Eye Level Franchisees are enthusiastic, goal-oriented, and believe passionately



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in education. Eye Level Learning Centers provide after-school or weekend classes for children ages 4 to 14 in math and English, (with emphasis on reading, writing, speaking, and listening). The Eye Level method of learning is a program that kids enjoy, parents appreciate, and franchise owners feel a sense of satisfaction in bringing a valued program to their communities. It's smart business!

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Competitive Differentiation

Standing out in a crowded, fiercely competitive field is an immense challenge, especially when time and money are limited resources. For 1Source Office and Facility Supply, online research plays a key role in positioning its employees as true experts who understand and respond to each customer's unique needs. The business conducts online research on a daily basis, most often tapping free Internet-based tools to gather the data and intelligence it's looking for. By building a culture that embraces the need for continual research and setting specific goals, 1Source is successfully competing against much larger players.



Amplifying Channel Exposure

Facing tough restrictions on what it can do in traditional advertising channels, Vintage Cigar Distributors of New England has to make digital marketing for its historic 7-20-4 cigar brand do yeoman's work. Online marketing is a daily activity, with customer engagement efforts focused on social media and "flash advertisements," and it accounts for about a quarter of inside sales director Taylor Hall's total workload. He uses digital tools to schedule social media posts automatically, an email marketing program to keep retailers abreast of new product offerings, and social media to stay in direct touch with customers and monitor their feedback.



Identifying Decision-Makers

The Internet and its many tools and resources are fully integrated into every aspect of ThinkGlobal's business. Online research and marketing—conducted daily—are "critical for new business development, sales and outreach," says Greg Sandler, president of the business-to-business trade leads company. As the primary means of communication have migrated from face-to-face and telephone contact to digital channels such as email, identifying and reaching the right decision-makers has become more challenging. YouTube, Google, Facebook, Twitter, LinkedIn, mobile apps and other social media tools help ThinkGlobal identify individuals and companies that are potential partners, customers and vendors.

Bandwidth Supports Solutions

The variety of online and digital marketing and research tools is enormous, of course, but without access to reliable, scalable bandwidth, they're all out of reach. "Every business that gets involved with online marketing, especially through social media channels, soon discovers that it's a world of high-resolution images, videos, Flash, Java and other client- and server-side scripts and applications," notes Greg Kohs, director, planning & analysis, at Comcast Business.

"These eat up much more bandwidth than the typical workplace user experience did even five or 10 years ago. Keeping up with that kind of load demands a robust broadband Internet solution, such as those provided by Comcast Business."



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Ask for it

Only real-world feedback can tell you
if your idea will fly

Fifteen years in the home-improvement business taught Matt Fineberg that no one pulls the trigger on a big-ticket project—such as a new roof or windows—without first getting a handful of estimates.

In 2013, when he began building Bestimators, his Philadelphia-based estimate marketplace, Fineberg thought he knew what his potential customers needed and how to deliver it. “I heard ‘I need to get a few more estimates’ daily for the better part of a decade, so I hired a contractor to build out a product to help homeowners do just that,” he says.

A former design-build “aquascaper” (a landscaper with a focus on water features) who charged a consultation fee for his services, he assumed his new business would work on the same model. But feedback from homeowners showed him otherwise.

“A few people said they’d pay for that service, but most said, ‘Why would I pay for something I can do myself for free?’” he recalls. “We took that feedback and made a very significant change to the structure of the company, eliminating the fee and making it free for homeowners.”

After launching its redesigned product and graduating from Philadelphia’s DreamIt Ventures startup accelerator in 2014, Bestimators has seen steady growth in users, consultations and customers. Under its new model, the company receives a small commission from each project’s bid-winning contractor.

Assessing and challenging initial assumptions is one of the most important tasks of a startup. But focus groups are expensive, surveys have low response rates and attempts to poll people you know will likely give you answers they think you want to hear.

So how can a cash-strapped entrepreneur get feedback on a new concept? From confirming whether there truly is demand for the offering to determining



Open to criticism:
Bestimators'
Matt Fineberg.

how end-users want to receive it and how much they’ll pay for it, here are ways to validate your concept and business model—and help define your direction going forward.

HIT THE PAVEMENT

For Fineberg, a boots-on-the-ground approach made financial sense. He spent a few weekends going door-to-door around Philly neighborhoods,

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explaining to homeowners what he was doing and asking for their thoughts about the service.

"If I can spend 16 hours walking around, and my biggest expense is a second cup of coffee and a pair of shoes, that's a lot less expensive than a couple thousand dollars for a market research survey that may or may not be effective," he says.

JOIN A PROGRAM

With accelerators, incubators and other programs continuing to grow in popularity, most entrepreneurs should be able to find a nearby small-business development initiative that can help assess and validate startup assumptions.

To refine his business idea in 2011, Jake Weatherly—co-founder and CEO of Eugene, Ore.-based eligibility-verification software provider SheerID—joined a 90-day incubator boot-camp program funded by the city of Beaverton, Ore., to

LAY IT ON ME

A few targeted questions to the right people can provide invaluable feedback. Try asking colleagues, mentors and prospective customers:

1. Would you pay for this product or service? If so, how much? If not, why not?
2. What other products or services currently fill this need for you?
3. How would you tweak or improve this idea?

promote entrepreneurship in the region.

Weatherly appreciated the feedback he received from participating corporate executives and other entrepreneurs—a hard-to-impress group with extensive experience.

"Being in that program and getting that feedback allowed us to go from merely solving a problem and having a value proposition to determining if there were companies who would actually pay to solve this problem and how much they would pay to do it," he says.

MINE YOUR INDUSTRY CONTACTS

Eric Tong, founder of Los Angeles-based Tech Armor, a manufacturer of screen protectors, says aspiring startups should not be afraid to seek input from past or present industry colleagues. Building on their experience in the industry, he and his co-founder, Joseph Jaconi, tapped their network of former bosses, colleagues and customers for transparent feedback that helped shape their startup's assumptions and strategy, including getting valuable opinions about manufacturing and selling.

"We all have friends who will say 'That's awesome,' but we really value folks

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who understand the ins and outs of the industry and use that to challenge our thinking,” Tong says.

FLY IT UP THE FLAGPOLE

Mike Bott, former general manager of Cincinnati-based accelerator The Brandery, says several participants in the program pushed out unfinished versions of their offerings for potential users to

with people enough to take that next step,” says Bott, now a principal at Blue Chip Venture Co. “You can run it for two or three weeks and decide where to go from there.”

Bott suggests building a bare-bones offering that highlights crucial components to get user feedback. “I’m a big proponent of building something and pushing it out as fast as you can to get

people on your platform. It could be 500 to 1,000, and you can really get a sense of what’s working and what’s not,” Bott explains.

A bonus of this type of interaction is early traction, notes SheerID’s Weatherly. He approached prospective customers, including executives at Amazon and Detroit-based Fathead, with nothing but proof-of-concept software to learn about their challenges in the area of eligibility verification.

While SheerID’s initial B2B sales cycle at the enterprise level was about seven months from engagement to close, Weatherly gained enough traction from those first calls to shorten the cycle once the product was ready to go.

“We were able to continue to work through the process and had a very mature suite of services and a solid team and funding before those opportunities were ready to go live,” he says. “That led us to a faster start.” —PAULA ANDRUSS

“We all have friends who will say ‘That’s awesome,’ but we really value folks who understand the industry and use that to challenge our thinking.” —Eric Tong, Tech Armor

test. One popular tactic is to put up a landing page without building out the entire product, and run Google AdWords tests to monitor click-through rates.

“Those numbers can help you see whether your value proposition resonates

real feedback, so you can rethink your product based on what people are doing with it,” he says.

Sites like Product Hunt and reddit are good places to try out such a test. “You don’t need tens of thousands of



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Wanted: U.S. 'treps

Foreign programs are funding a new breed of expats

By the time he was a senior at the University of Wisconsin in 2009, Nathan Lustig's startup had customers, revenue and national press. But the company, a digital estate-planning service called Entrustet, lacked a scalable business model and had yet to turn a profit.

That's when Lustig and co-founder Jesse Davis made a bold move. Presented with an opportunity to join Start-Up Chile—a program the Chilean government launched in 2010 to attract entrepreneurs to the country—they leapt at the chance. Under the program, Lustig received \$40,000 in equity-free capital, a one-year work visa, office space in Santiago and a steady stream of introductions to the country's business elite, including potential investors and partners.

"We probably couldn't have gotten \$40,000 of free money in the U.S.," says Lustig, who raised \$125,000 in equity funds from friends, family and angels in the U.S. before moving to Chile.

Lustig sold Entrustet to a European competitor but remains in Santiago, where he co-founded Magma Partners, a \$5 million seed-investment fund and accelerator for local and expat entrepreneurs doing business in Chile. And he is not alone: An increasing number of financing opportunities exist for U.S. businesspeople willing to move overseas, courtesy of governments, private companies, seed funds, accelerators and incubators seeking savvy startups.

A CAPITAL IDEA

"Around the world, people look up to entrepreneurs in the U.S. as being on the cutting edge of technology and innovation," says Nancy Yamaguchi, a partner at international law firm Withers Bergman LLP. This reputational advantage can open doors to foreign VCs, strategic investors and other financiers, says Yamaguchi, who works with tech companies raising capital overseas.

Besides competing with fewer startups

for dough, another benefit of looking abroad is that overhead may be significantly cheaper—as much as 50 percent less than in the U.S., according to Jeremy Hand, principal of Emerge Global Advisory in Medellín, Colombia, which helps expats secure financing in Latin America and navigate the local business culture.

Evan Tann, a native Californian who spent half of 2014 at Wayra, a London-based accelerator run by \$100 billion Spanish telecom giant Telefónica, agrees. "Even in London, where living costs are significantly more expensive than the U.S., engineers charge a small fraction of what their San Francisco counterparts do," says Tann, CEO of Cloudwear, an online and cloud security company that nabbed a six-figure investment from Telefónica.

NEW WORLDS, NEW NETWORKS

Making the connections needed to raise angel or VC funds overseas can take time. Californian Kevin Yu, founder of the mobile cooking app SideChef, spent a year raising a \$1 million seed round in Shanghai. A Mandarin speaker, Yu understood the business culture and the importance of having a local friend who could make introductions.

Aligning oneself with an overseas accelerator or incubator that offers capital—such as London's Innovate Finance, Milan's M31 or Shenzhen's Hax Accelerator (formerly Haxlr8r)—is more expedient, according to Yamaguchi. "I like the incubators because they are a clearinghouse for local VC resources," the attorney says, adding that international programs provide more access to investors than their U.S. counterparts. Tann concurs, saying that at Wayra, "there was a constant stream of investors through the office."

But don't just follow the money blindly, Lustig warns. Those willing to take the plunge to move overseas should carefully weigh the potential markets, where they can afford to set up shop and—most important—where they want to live. "If you're going to go abroad," he says, "it should be for a reason, not just for the cash." —MICHELLE GOODMAN



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ABOUT EXECUTIVE CARE

Executive Care, based in Hackensack, New Jersey, delivers a comprehensive selection of home care services tailored to the every need of its customers. From companionship and personal care to 24/7 live-in care and skilled nursing, Executive Care ensures customers receive safe, reliable and certified in-home medical and personal services. At the heart of Executive Care is the relationship forged between caregivers, customers and families. The company has announced plans to grow, offering an attractive franchise opportunity in the fast-growing home care sector.

EXECUTIVE CARE FAST FACTS

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EXECUTIVE CARE: TAKE YOUR NEXT STEP

How did Executive Care start?

Fate can strike entrepreneurs in the strangest of ways. Just ask Lenny and Mila Verkhogla, co-owners and founders of Executive Care, whose unexpected 2003 Valentine's Day experience gave way to a successful business venture now expanding nationwide.

Right before heading out for a romantic Valentine's Day dinner, Lenny and Mila received a call from an elderly neighbor in need of care. They offered to stay with her and spent the evening in her home helping out. This paved the way for Executive Care.

Executive Care is a family-owned franchise that puts clients ahead of dollar signs. Franchisees partnering with Executive Care follow that same philosophy – putting the people it provides care for at the front and center of what it does. Executive Care also dedicates much of its efforts to providing ongoing support to its critical caregivers and skilled nurses. The franchise operators can earn a very comfortable living, but they do so because they put people ahead of profits. It's something that distinguishes Executive Care as a home care company.

Why franchising?

The franchise expansion significantly develops the full-service home care company's presence, while bridging the gap for thousands of families seeking affordable care for their loved ones, yet unsure of who they can trust. Executive Care's unique ability to blend a variety of home health care services, maintain top-notch customer engagement and manage home health aid resources through an advanced interactive technology management system has resonated clearly with today's entrepreneurs seeking to invest in one of the nation's most rapidly expanding industries.

It's a low cost opportunity and allows people from all backgrounds and walks of life to operate and own a small business. Executive Care operates in one of the nation's fastest-growing sectors.

Why Executive Care

Executive Care franchisees receive the training and support they need to feel comfortable operating a small business on their own. Franchisees enjoy a robust, customized software package that helps them streamline business operations, allowing them to dedicate more time

to providing the best possible care for clients.

With the average age of baby boomers rising, having quality home health care options available is becoming a necessity in each market

As the boomer population continues to age, there is a growing demand for quality home health care options throughout the United States. Now is the time to invest as millions of families are searching for the best quality of life for their elderly loved ones.

For more information on franchise opportunities, contact Vice President of Operations and Franchise Development Todd Leonard todd@executivehomecare.com or call (855) 393-2372.

FOR MORE INFORMATION

Todd Leonard

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A question of trust

In the beginning, you rely on everyone—until the first day you get burned. Here's how to structure your business from day one with the divisions of labor that will keep your employees on the up and up.

BY JOE WORTH

I hate to break this to you, but there is an unscrupulous subset of people who prey on startups and new small-business owners. They count on you to let them get away with fraud and theft by overlooking operational details in your mad rush to build a business. Aside from the obvious—conducting regular inventory checks and book audits, reconciling cash daily and personally reviewing financial statements monthly—there are several actions you can take to protect yourself and your business.

ESTABLISH A CODE OF CONDUCT

Did you know that Walmart employees can't accept a bottle of water at a meeting with a vendor without paying for it? That's what I mean by a code of conduct. It's a statement that you will not tolerate unethical or illegal behavior toward anyone—customers, suppliers, employees or the company itself.

While you may not be as strict as Walmart, you should write and post a code of conduct that clearly spells out the rules for employees and the repercussions for not following them. Give the code to all staff members upon hire, and periodically thereafter, and require written acknowledgement that they have read, understand and agree to comply with it.

Now look in the mirror. It's one thing to demand honesty from your employees, but the code of conduct goes both ways. So you, as the enforcer of the code, need to follow it to the letter.

SET UP ORGANIZATIONAL CHECKS AND BALANCES

In a small business, one person may wear many hats. But the most dangerous multitasker is a solitary administrator/bookkeeper who opens the mail, handles

deposits and payments, and files transaction documents. No one person should control that many aspects of the business—it's asking for trouble.

Also, avoid assigning the same person to handle purchasing and vendor payments, or allowing the same employee to manage accounts payable and accounts receivable. If you're a manufacturer or distributor, you should have separate people managing receiving, warehousing and shipping.

At the very least, set up an operation in which one person controls what comes in (cash, checks, merchandise, supplies) and another handles what goes out (payments, orders, finished products).

INSTITUTE POLICIES AND PROCEDURES

Someone other than the bookkeeper should settle bank and credit card statements monthly—and the person who reconciles the bank statements should not have the ability to enter or modify transactions in the accounting system.

Here's why: One of my partners started working with a new client and began routinely looking at their credit card statements. For one card, there were no records of purchases that matched the charges. An investigation uncovered that the client's former controller had taken a company card with him when he left and had run up more than \$200,000.

Another way to rein in fraud is to have payroll prepared and authorized by HR but entered by accounting, then checked by management before the funds are sent to the payroll company.

Also, enforce rigorous key control and computer-system access, especially for departing employees. Changing locks and

passwords company-wide when someone leaves or is dismissed is not an overreaction—it's smart.

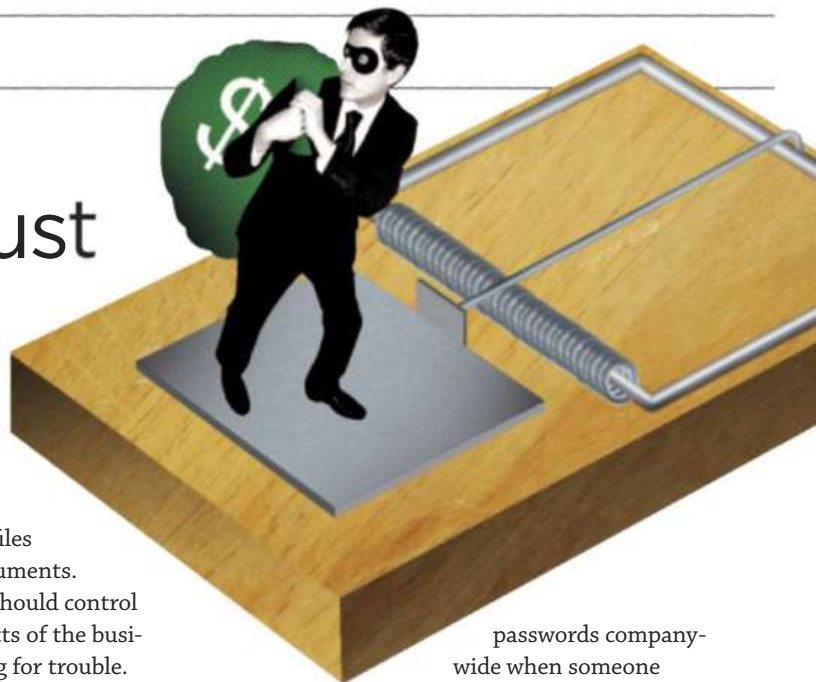
WATCH EMPLOYEES' BEHAVIOR

If you notice changes in an employee's behavior—files have been misplaced; the person doesn't want help with a project; perhaps a customer is getting excessive attention—look into it. The same goes for an employee with access to critical parts of the company's operations or finances who never takes vacation time, or who routinely works early or late when no one else is around. Trust me, that person isn't working those extra hours for the love of the job.

Pay attention to any blips in your operation, no matter how minor. At one manufacturing company I worked for, a customer sent back an expensive item for warranty repair. We couldn't find any record of the sale. Upon further inquiry with the customer, we discovered that our vice president of manufacturing and a foreman were building equipment inside the company, then shipping units out the back door along with their own company's invoices. We were able to recover hundreds of thousands of dollars in losses before turning the two over to the police.

The key in all of this is to trust your gut. If something doesn't look or feel right, it probably isn't. By all means, investigate.

JOE WORTH IS A PARTNER AT B2B CFO.





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“Yes, we take that.”

A universal POS terminal accepts every form of payment, for any type of business

October 1, 2015, was a big day for thousands of U.S. merchants. That was the deadline by which any business that swipes customers' credit cards had to swap out its payment terminals with costly new ones that follow the EMV (Europay, MasterCard and Visa) protocol. Those who have yet to make the switch will now be liable for any fraud charges that may occur using their old systems.

The mandatory upgrade, which affects almost 1 billion cards and 16 million terminals in the U.S., was a once-in-a-generation undertaking, according to Osama Bedier, founder and CEO of Poynt, a Palo Alto, Calif.-based company that has developed a smart payment terminal. “Think about it compared to the Euro currency change a few years back—that’s how significant this is,” he says.

Poynt’s \$299 smart terminal accepts every form of payment that consumers pack, from Apple Pay to credit and debit cards to cash. Beyond its POS basics such as a card reader and thermal receipt

printer, the terminal works as a beacon and can connect to the internet through Ethernet, Wi-Fi or 3G wireless data signal. Its two programmable touch displays (one facing the store employee, one facing the customer) can be customized to the retailer’s wishes. It even packs a GPS system to track where sales are made (think: food trucks).

“We call it a future-proof payment terminal,” Bedier says. “No matter where the world goes, no matter what the merchant’s or consumer’s preference is, no matter what app or plastic card is getting used or what type of phone—here’s a technology that works with all of it.”

Bedier would know. He has worked in the payment space for most of his career, including stints with AT&T Wireless, eBay, PayPal and Google, where he founded Google Wallet. That track record landed Poynt an impressive cast of partners, including Chase and accounting software giant Intuit, not to mention interest from roughly 1,000 credit card processors worldwide.

After running as a pilot program with a few thousand terminals rolled

out across the U.S., the product officially started shipping in October. Merchants get the device—which is powered by a quad-core processor to speed transactions—plus a dedicated security chip to handle the encrypted payment information and a tamper-detecting case.

But the software holds the key to Poynt’s longevity. Yes, the terminal works right out of the box, but the company is working with developers on third-party apps; similar to Apple’s iOS model, Poynt will allow merchants to download apps for everything from loyalty programs to industry-specific solutions, such as handling tips or tracking commissions. Bedier claims that hundreds of developers have bought the Poynt kit to start building out their ideas.

“The POS solution that a hair salon or a hotel needs is very different than a yogurt shop or a restaurant or a spa,” he explains. “We want all of those guys to be able to build their industry-unique solutions and integrate them into our device with very little effort.”

—JOHN PATRICK PULLEN



All-in-one: Poynt's payment solution, from the customer's POV, left, and the merchant's.



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Made in the middle-of-nowhere U.S.A.

An outdoor-clothing company looks to build small-batch manufacturing in mountain towns

Voormi CEO Dan English, a Microsoft veteran, has set out to remake the outdoor-apparel industry. His company, which he founded in 2010, has patented a water-resistant yet breathable fabric that's being used in outerwear, attracting attention from mountaineers, cyclists and other outdoor-sports enthusiasts.

Voormi's headquarters are in Pagosa Springs, Colo., a town with a population of fewer than 2,000 amid nearly 1.9 million acres of national forest. It was a strategic choice, as English wants to build up a web of manufacturers scattered throughout the small mountain towns of the Rockies—places where many people want to live, but jobs are scarce.

English says he is simply applying the “microbrew” model to clothing manufacturing. “Our goal isn't to build a 150-person garment factory here in Pagosa Springs,” he says. “We want to spread the work among other small manufacturers who, combined, will equal that big factory. The idea is to give us the flexibility to move work around and allow certain factories to specialize in certain tasks.”

What he hopes to avoid is having to move production to Asia, a step that carries substantial risk. “I don't want to get a crate of 5,000 pieces from Asia and find out that they're all made wrong,” he says. “With distributed manufacturing, I don't need to worry about large minimum orders, quality control or customs. We're only dealing with hundreds of pieces at a time. And even with the logistics of dealing with multiple manufacturers spread over hundreds of miles, we still have more flexibility to move and innovate faster than if we were sourcing everything out of Asia.”

Three hundred miles away at The Whole Works in Rifle, Colo., a few hundred pieces are all Sadye Harvey needs to make her three-person factory work. In 2015, Harvey and one of her co-founders, Julia Marshall, connected with English at the Snowsports Industry Association trade show in Denver, pitched their story and won a contract to make several products for Voormi, including high-performance blended-wool T-shirts suitable for bicycling or hiking. It's part of a statewide program to move local residents off public assistance.

“We're doing a few hundred pieces per month vs. thousands, like you see in Asia or Los Angeles,” Harvey says. “What's nice about Voormi is they allow us to pay a fair hourly wage instead of by piece, and they believe in our mission. If the model works, we'll spread it to



At work in Voormi's Pagosa Springs, Colo., HQ.

other communities around the state. Forty different \$1 million businesses will make a larger geographic impact on more people than trying to build a \$40 million business in one place.”

Do Voormi's products cost more than they would if they were made in Asia? Yes. But English believes his rural manufacturing scheme will resonate with buyers. “Where stuff comes from is important to people now,” he says. “They get that we're selling quality outdoor apparel made by people who live the lifestyle every day.” —GRANT DAVIS





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Voice lessons

How a strong and distinctive tone can carry your company

BY ANN HANDLEY

One of the biggest branding mistakes companies make is not paying enough attention to their tone of voice. “Voice” refers to how you come across in your writing. In marketing, your tone of voice can be a significant differentiator.

Companies spend a great deal of time on logos, color selection and other cues they think of as “branding,” but very few take the time to consider the benefits of employing a unique voice. Consider this: If you were to mask the logo on your website, would you sound unique? Or would you sound like everyone else (i.e., your competitors)?

Your tone of voice isn’t about what you say but how you say it—and it’s about the impression your brand leaves on customers. Developed correctly, your tone of voice can be the secret sauce in your company’s recipe.

DEFINE WHAT MAKES YOU YOU.

Marketers call this developing a “brand positioning statement” or “mission statement.” Whatever you call it, the idea is to define who you are. Ask yourself these key questions:

- What’s unique about your business?
- What’s special about your products?
- What’s special about the way you do business?
- What’s your company culture like? (Are you buttoned-up or playful?)
- How do you want to be regarded by customers and your community? (Are you a trusted source for high-level insight or hands-on practical advice?)

This should help you come up with a few keywords that define who you are. But go beyond the generic. “Don’t fall into the trap of choosing trite, nondifferentiating factors such as

‘friendly,’ ‘honest,’ ‘reliable’ and so on as brand values,” says Andrew Bredenkamp, CEO of Acrolinx, a software platform that helps companies hone their tone of voice. Such attributes are just one big *duh*, or “the least you would expect from any company,” he says. It’s also wise to avoid buzzwords and clichés like “cutting-edge,” “pro-active” or “revolutionary.”

“If you’re looking to be different, they put you at a disadvantage right from the start,” Bredenkamp notes.

Instead, identify more descriptive terms that reflect specifically who you are and how you wish to be perceived.

TRANSLATE THOSE WORDS INTO A STYLE.

Abstract attributes in isolation don’t mean much, so develop some detail around them. Make them real.

For example, if one of your brand values is “creative,” what exactly do you mean? When and how are you creative? How does your creativity help clients? Or, if one of your brand values is “unusual,” what exactly does that mean? In what ways are you unusual, and how does that quirkiness benefit customers? Do you solve problems differently? Do you have an approach that exemplifies that ideal in the real world?

Flesh out those words with a few sentences or a story.

NOW, HERE’S HOW IT SOUNDS IN ACTION.

Freaker USA manufactures and sells one-size-fits-all beverage insulators—also known as koozies. It’s a competitive

market, but all you need to do is read their website’s “About” page to understand why they stand out:

“Established in 2011 and located in Wilmington, N.C., Freaker USA quickly grew to be the global leader of preventing moist handshakes and sweaty beverages. They aren’t just selling you their fit-everything product, they’re giving you an invitation to their party—a starter kit for a new lifestyle. The Freaker isn’t a strike-at-the-wind attempt to get rich, it’s the background music to a never-ending journey. Infusing life, style and functionality into a drink insulator.”

Freaker could have described itself with a bit more utility, something like this:

“This drink insulator keeps your bottled beverages colder longer, plus it folds flat for maximum pocket portability. It fits your bottle or can like a glove and is classier than a brown bag.”

In fact, that’s a bit of website copy I co-opted from one of Freaker’s competitors.

Your company might not be as quirky as Freaker USA, and that’s OK. The point, more broadly, is this: What’s your own brand voice? And does it clearly reflect what makes you *you*?

ANN HANDLEY’S LATEST BOOK, *EVERYBODY WRITES: YOUR GO-TO GUIDE FOR CREATING RIDICULOUSLY GOOD CONTENT*, IS A WALL STREET JOURNAL BESTSELLER.



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Stratus Building Solutions® business model targets multiple recurring revenue streams, assuring a consistent income for today and into the future. Customer contracts, financing payments, and a scalable organizational concept provide a solid base to leverage continuous growth. Many economists also label the commercial cleaning industry as recession proof. It is distinctive in providing a continuous income even during an economic downturn, as proven by many existing Stratus® franchises.

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ABOUT STRATUS BUILDING SOLUTIONS

Stratus® provides turn-key franchise opportunities in the commercial cleaning industry and is the leader in green facilities services.

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- Multiple franchise concepts
- No experience necessary

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Novelty sells:
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10»
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tips that lead to
greatness

secrets of , serial treps

BY MICHELLE GOODMAN
PHOTOS BY BILLY DELFS

Even newbies to the entrepreneurial game are no doubt familiar with the ingredients needed to build a successful business. Perseverance. Decisiveness. Confidence. Passion. Top-notch legal and financial advisors. Seasoned mentors who don't pull punches. The ability to cultivate lasting relationships and inspire others to support your vision. A willingness to take risks, listen to your gut and, of course, work your tail off.

But what about the lessons best learned on the job by those who've spent years in the trenches, launching company after company? What keeps them coming back for more when the odds of failure are so high and the workload so heavy? We asked a number of celebrated serial entrepreneurs to describe their secret sauce to growing a business as efficiently and inexpensively as possible. Here are their top 10 suggestions for boosting your odds of success.





1

VET YOUR PRODUCT

It's not enough to identify a beefy market opportunity. You also have to gauge customer enthusiasm for the product or service you want to sell. Fortunately the internet—and platforms like Shopify and Kickstarter—make testing the waters and eliciting early feedback simple.

"There aren't a lot of technology barriers to determine if somebody's

actually willing to give you money," says Tanisha Robinson, co-founder and CEO of Print Syndicate, a Columbus, Ohio, e-commerce company that designs novelty clothing, accessories and home goods.

She knew her hunch was correct—that people would pay competitive prices for "Introverts Unite!" and "Notorious R.B.G." T-shirts, phone cases and pillows—when customers began sharing selfies featuring the products on social media. The company did \$4 million in sales in 2013, its first year; this year, Robinson claims, Print Syndicate is on track to

gross more than \$20 million.

But maybe you don't have a product that's easy to prototype, pre-tail, beta test or sell in small batches. So you validate your idea with customers before you invest in it, says serial entrepreneur Gregarious Narain, who did this with his current venture. "You actually go out and talk to lots and lots of customers first to get an understanding of what they care about or what the problem is, and then you build the solution," says Narain, co-founder and CTO of Chute, a visual-marketing platform based in San Francisco.

2

BRING IN
REVENUE ASAP

Enjoy those positive customer reviews, press mentions and industry awards all you want. Same goes for that hotshot angel investor or VC firm that took a chance on you. But without a viable path to profitability, your business won't be sustainable.

"If there isn't revenue, I'm not sure what my plan is for breakfast tomorrow," Robinson says. Yes, she scored \$4.25 million in venture capital last year to fund her company's expansion, but she isn't relying on such financial infusions to feed herself and her staff of 140. "If the capital market dies and nobody can raise any money, we'll still be here," she says.

Dave Wakeman, a Washington, D.C., entrepreneur-turned-business consultant, shares this mindset. "Cash flow and sales are the livelihood of any startup," says the Wakeman Consulting Group principal. "You can't get so blinded or overwhelmed by the stories of startups getting crazy amounts of funding and think that not having access to that is a killer for your idea. Instead, you need to focus on your first sale and find something that you can easily build upon."

3

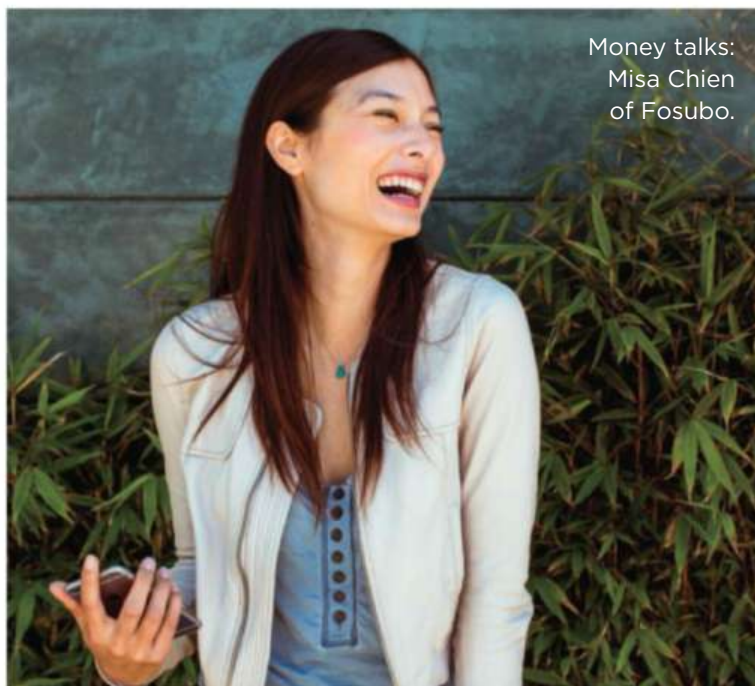
CHASE OPPORTUNITIES, NOT TRENDS

Don't let the allure of the shiny and new blind you to the cash cows. Sometimes less sexy customers present the biggest revenue opportunities, says San Francisco-area entrepreneur Misa Chien.

Take her previous company, Nom Nom Truck, a Vietnamese-food business that became a seven-figure moneymaker in three years. The first two years, Chien and her co-founder sold *bánh mì* sandwiches on the street and at community events, enthralled by the long lines and media buzz they garnered. But once they discovered catering weddings and corporate parties—which Chien admits sounded less exciting at first—their net profit increased by 50 percent. "That was where the money was," Chien says. "And it was so much less stressful."

Chien quickly applied the lesson to her current startup, Fosubo, a customer engagement platform for companies with retail stores. While incorporating in 2013, her goal was to sell her idea to any business with a storefront. But when the telecom sector came calling, she changed her tune.

"It's a huge market," says Chien, whose company serves more than 700 telecom stores in 300 U.S. cities. "It's unbelievable how much we've been able to build our product and how much opportunity there is for one market—telecommunications. I mean, think about it: Everyone has a cell phone, and customer retention is a major part of the business."



Money talks:
Misa Chien
of Fosubo.

4

SLASH THE BUDGET

Resist the temptation to spend every last cent in the kitty; it's one of the quickest ways to lose your innovative edge. "Whatever capital you have raised or pulled together, cut it in half," suggests Gary Tuch, who founded Professor Egghead Science Academy with his brother and a working budget of \$5,000 seven years ago. "Companies with smaller budgets are forced to think creatively and work to fix problems rather than throw money at them," he says.

Determined to expand their interactive science and engineering classes for kids



A fine balance: Brothers Shaun, left, and Gary Tuch of Professor Egghead.

to multiple locations last year, the brothers sunk more than \$75,000 into print and online advertising. "We didn't get substantial returns at all," laments Tuch, who is based in Los Angeles. So the pair cut their marketing budget by 75 percent, which forced them to focus on more affordable ways to reach parents, educators and potential partners—namely Twitter, Facebook, YouTube and science, technology, engineering and math conferences and associations. Within six months, they'd generated enough interest to open two additional locations.

PHOTO © ALEX RICHARDSON

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5

ESTABLISH BEST PRACTICES

It's never too soon to establish processes for all aspects of your business, from managing inventory to training staff to acquiring customers. The sooner you do, the more easily you can delegate critical tasks to employees, contractors and vendors.

Operating a business by the seat of your pants isn't sustainable, says Michael Krasman, co-founder and CEO of UrbanBound, a relocation management software provider for employers. "You can't scale that way. To become a larger company, you need to solve a lot of inefficiencies early on," the Chicago 'trep says. You don't have to create the best procedures known to man or set them in stone, though. "We actually have a process for how we fix problems," he adds.

Brian Scudamore, founder and CEO of four home-services brands, including 1-800-Got-Junk and Wow 1 Day Painting, seconds this advice. "I made sure every single best practice would fit on a one-page 'Here's the best practice' in the manual," says Scudamore, who employs more than 300 full-time staffers at his company headquarters in Vancouver, British Columbia. "It allowed me to scale and grow my business quickly."

6

HIRE ROCK STARS

Surrounding yourself with top talent—and empowering them to run with their responsibilities—is a must.

Kelly Hager's capable team kept her eponymous residential real estate company in St. Louis afloat while she was hospitalized for several months during 2010 and 2011. "Because I hired the right people, it literally made the difference between bankruptcy and where we are today," says Hager, whose decade-old, 45-employee company will have sold close to \$90 million of properties by year's end.

Jeff Ellman, president of UrbanBound, echoes this sentiment. "The first 10 people you hire are very likely to make

In sync: The product team at UrbanBound headquarters.



or break your company," he says, especially if they're in a position to hire more employees. "Be very slow to hire, but be very quick to fire someone who's not a match."

Ellman's secret weapon: asking candidates the name of their previous manager and how that manager will rank their performance on a scale of one to 10 when called for a reference check. "You can really read someone's body language," he says. "If they start getting nervous, that's a red flag."

PHOTO © LIBBY MCQUIRE

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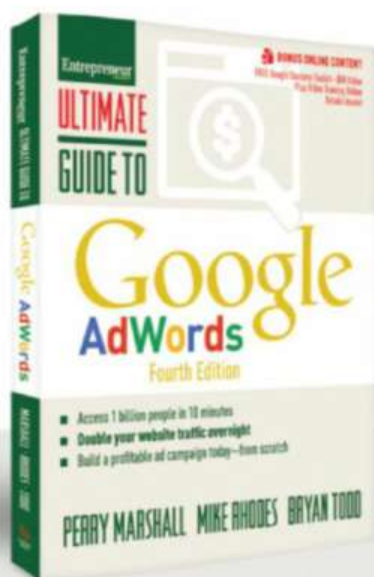
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7

EXPECT THE UNEXPECTED

No amount of documentation and planning can completely shield you from setbacks. A competitor might poach a valued customer; a star employee might decide to change careers; technological advancements could upend the market, taking a significant chunk of your business with it.

None of this means your company is doomed to spiral out of control, Chute's Narain says. "Startups are all about dealing with fires," he says. "Fires aren't always a bad thing, but they're absolutely something that must be managed the second you realize the smoke's not just smoke."

The trick is to take deep breaths, avoid panicking, consult with

8

MEASURE YOUR SUCCESS

Goals are useless without accountability. Call them checklists, milestones, metrics—so long as you implement ways to track your accomplishments.

"We have a mantra internally that everyone needs to pay for themselves," Print Syndicate's Robinson says. This means requiring each employee to hit role-specific six-month metrics. For example, the company tracks its content designers' contributions not by output but by sales figures. "Their big job is to optimize conversions," Robinson explains, adding that all workflow gets measured in the company's custom-built production platform.

At UrbanBound, a "Starbucks challenge," which entails employees listing their top five tasks on a 3-by-5-inch notecard each day, helps keep teams focused. "If I come up to you and Starbucks-challenge you, if you don't have that card on you, then you owe me Starbucks," Ellman says. "If you do have the card on you, then I owe you Starbucks. It gets you aligned with what needs to get done in that daily eight- or nine-hour time period."

Fosubo's Chien recommends taking a few moments to enjoy the wins along the way. "It's important to stop and look at the progress you've made and celebrate it as a team," she says. After all, nothing boosts morale like showing your people some love for a job well-done.

9

ADAPT AS YOU GROW

Revising your playbook as you scale is essential. The processes and market strategies that suited you as a three-employee operation that could barely pay the bills may not make sense once you expand to 10 employees and start bringing in seven figures.

"Sometimes it's 'Well, that worked for us for a year, and now at this size, it doesn't work at all,'" Robinson notes. "I never say, 'We've always done it that way.' That's just not part of our culture or our vocabulary."

Smart entrepreneurs take time to assess—weekly, monthly, quarterly, annually—how their people, campaigns and numbers are faring, and recalibrate as needed. The smartest ones enlist their employees to help with this process. At UrbanBound's quarterly off-site gatherings, the company's 55 employees have the chance to submit green, red and yellow index cards listing the initiatives they'd like to see management start, stop and continue. "We aggregate all that information, we document it, we go over it," Krasman says. "And then we hold the company and ourselves accountable for making sure that we're processing that list."


trusted mentors as needed and troubleshoot your heart out. "There is always a solution," Narain says. "If you stay calm enough, you will find one." If, however, you give in to the stress and focus on the negatives of losing that A-list account, you sacrifice valuable time you could have spent finding a replacement client, he adds.



STAY BALANCED

When you're hustling to get your company off the ground, sleep, exercise, nutrition and a personal life can fall by the wayside. This can have major repercussions.

Joshua Weiss, founder and CEO of TeliApp Corp., a mobile application company based in Linden, N.J., learned this firsthand while running his previous business, 1-800-Tow-Truck, a multimillion-dollar national roadside-assistance outfit. Back then, his workaholic ways cost him his first marriage, jeopardized his relationships with friends and family and led him to gain 100 pounds.

"You cannot work 18-hour days, seven days a week, and expect to maintain your body and personal life," says Weiss, who has since remarried, started a family, gotten back in shape and set boundaries around the workday. "Everybody thinks they will be different, and everybody finds out the hard way that this is not the case. Work hard—absolutely. But make sure to take the proper time to have a personal life and to maintain your health. If you cannot balance multiple things simultaneously, you're not CEO material." 

MICHELLE GOODMAN IS A SEATTLE-BASED JOURNALIST AND AUTHOR OF MY SO-CALLED FREELANCE LIFE.



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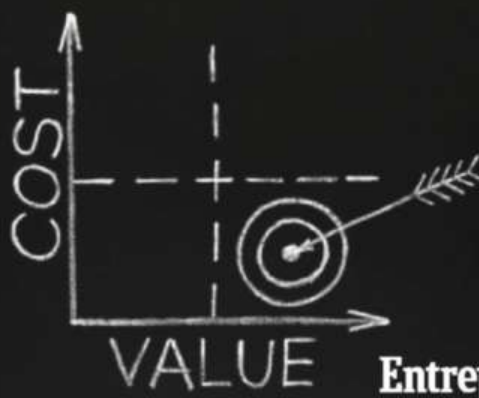




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THE PERFECT FIT

WHAT MAKES FOR THE BEST HIRES?

Successful businesses have learned to look beyond skills to whether prospective employees mesh with their company culture from the start.

BY DAVID PORT / PHOTOGRAPHY BY DAVID FENTON





Team builders: KeepSafe
CTO Philipp Berner, left, and
CEO Zouhair Belkoura.



A

s the founder and CEO of KeepSafe, a San Francisco startup with a cloud-based app for storing personal digital files, Zouhair Belkoura is well aware of how difficult it can

be for a fledgling venture to attract and retain talent. Which is why he instituted a “test drive” policy for new hires, leaving the door open for them to simply walk away from their new position within a few days, no hard feelings.

Most new hires decide to stick around, but not all. “We just lost two really solid candidates this way,” he says.

That’s fine by Belkoura, who explains that he would rather focus not on what the company loses from defections but what it

stands to gain from methodically building a company culture around people who feel they fit and who genuinely want to be there. Better to let a person walk away sooner to minimize the damage from a bad hire.

While Belkoura says company culture “is something we think about a lot,” all too often startup founders hurtle forward with a single-minded focus on getting to market.

“The typical startup mentality is to get their great idea out there,” says Marissa Levin, who three years ago launched Successful Culture, an executive coaching and consulting firm near Washington, D.C., that helps leaders develop healthy organizational cultures. “They work 24/7 to monetize their

idea. They’re not thinking, ‘Maybe I should put certain foundational pieces in place’ around the culture of their company. And that’s a mistake, because they end up having to reverse-engineer their culture. A culture is going to form inside an organization no matter what. The question is, Are you going to drive it, or is it going to drive itself?”

A SOCIAL CONTRACT

A veteran of half a dozen startups, Dan Merritts has experienced firsthand how tunnel vision can hamper a young company. “You get so maniacally focused on your product and growth. Then a year or two in, you finally look up and say, ‘Gosh, this isn’t the culture I had in mind.’”

With his latest startup, New

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York City-based newrow, which provides an online video-classroom platform for higher-education and corporate-training settings, he tried a different tactic. “We established a clear social contract for our staff and our organization, a sort of startup playbook that explains our cultural vision. By doing the work of defining our vision for a company culture, we have a guiding light for how to build out our organization. And that, I think, will help us to grow and adapt, and to achieve better results as a company quicker.”

Founders like Merritts have been around startups enough

to conclude that there is a direct link between culture and bottom-line results. In their view, defining and creating a values-based culture right out of the gate can translate into a sustainable, high-performance, high-satisfaction workplace, instant brand differentiation and thus a better chance at profitability.

A strong, healthy internal culture serves as the raw material from which a startup may build the external brand identity.

“We fundamentally believe that our brand is our people,” Merritts says, “and that is what sets our company apart from some of our

larger competitors. As long as we maintain that belief structure and people continue to buy into it, and as a leadership team we constantly reinforce it, we will see superior results.”

When launching newrow in October 2014, Merritts and his executives consciously sought to emphasize values such as trust in the team, personal ownership of decisions and simple problem-solving. “This has everyone rowing in the same direction,” Merritts says.

The founders of ride-sharing service Lyft put a similar emphasis on cultural engineering in laying the groundwork for launch in 2012, according to Ron Storn, a vice president in human resources. In the early stages, they identified four core values on which to build an organizational culture and brand: be yourself, create

“WE ESTABLISHED A STARTUP PLAYBOOK THAT EXPLAINS OUR VISION.” —DAN MERRITTS, NEWROW

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fearlessly, uplift others and make it happen.

Those values breed a sense of engagement among employees, notes Storn, who in the span of three years has seen Lyft grow to more than 450 employees. And that engagement “gives us instant momentum in new markets, which obviously contributes to the bottom line,” he says. “When your people are engaged, you’re going to have better results and you also are going to have lower turnover.”

BUILT FROM SCRATCH

Creating a healthy culture “is really a bottom-line business problem,” says Sarah Nahm, founder and CEO of Lever, a Silicon Valley company launched in October 2014 that develops applicant-tracking systems for hiring and recruiting. “Your growth hinges on competing against established companies

BREAK-IN PERIOD

Want happy employees? Take a cue from these companies, where the aim is to get new staffers started on the right foot.

▣ Instead of traditional job descriptions, Silicon Valley startup **Lever** creates “role” profiles that describe expectations for the position and opportunities for growth in various directions within the organization. For new hires, Lever has a dedicated onboarding process called “ramp camp” that’s all about “getting people up to speed on tribal knowledge, customs and representing our company and our culture well,” says founder Sarah Nahm. “This is not about training to do the job, but how to be a good ‘Leveroo.’”

▣ As part of the onboarding process at ride-sharing service **Lyft**, new hires receive a coffee card to encourage them to meet other employees and get to know the neighborhood. Every two weeks, the company honors an Employee of the Fortnight for going above and beyond in terms of company values.

▣ At San Francisco startup **KeepSafe**, employees eat lunch together “to give people a chance to talk about work or other random stuff,” CEO Zouhair Belkoura notes, adding that new hires get a skateboard, symbolic of the expectation that “their work will take them out of their comfort zone but that it’s still about having fun.” Each month, the company founders hold informal “happiness check-ins” with employees to see if management is meeting expectations.

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“PEOPLE ARE NOT MOTIVATED SO MUCH BY PERKS AS BY OPPORTUNITIES FOR GROWTH.”

—SARAH NAHM, LEVER

for talent, and your culture really is the only competitive advantage you have against companies that can offer much richer compensation packages, so it's absolutely essential that you nail it.”

Nailing it doesn't happen by accident. Rather it's the result of deep thinking by the leadership team to identify the principles or standards of behavior on which they want to build a company, then

developing practices, processes, rituals and other avenues through which to underscore, reinforce and sustain those standards as the company grows and its work force expands.

Nontraditional benefits like flexible or unlimited vacation time, abbreviated work hours and in-office yoga classes may help attract and engage employees, but don't confuse cultural values with perks,

Nahm cautions. “People now have different relationships to their careers, where they're not motivated so much by perks as by substance, such as opportunities for success and growth. That—not all the fluffy perks—is what attracts top-tier talent.”

Once founders identify their values, the hard part begins: instilling them at every level of an organization, especially among new hires. “We can't settle for mediocre talent, and we can't afford a bad hire,” says Lyft's Storn. “We want a cultural and technical fit.”

How do you measure for this type of fit? Collective Bias, a Rogers, Ark., company that runs social influencer campaigns via a community of bloggers, subjects candidates to a “cultural fit” interview in front of an eight-person panel of people from all departments. This not only allows them to gauge how the candidate's personality meshes with core company values, it gives potential hires a taste of company culture, explains co-founder and chief client officer Amy Callahan. Once hired, the employee “has a group of eight cheerleaders supporting them,” she says.

Callahan believes soft skills matter more than hard skills when evaluating candidates. “A company's culture can get lost as you grow,” she says. “I can teach people hard skills. I want to find people who share the values we prize as a company, like teamwork, community, being frugal and scrappy.”

To preserve cultural continuity, she adds, it's wise to “keep founders involved in hiring as long as possible. When company leaders de-emphasize or outsource hiring, that's when they lose control of their company's culture, and in some respects, its future.”

DENVER-BASED WRITER
DAVID PORT COVERS BUSINESS
AND ENTREPRENEURSHIP.





PINOT'S PALETTE: A FUN WAY TO MAKE MONET!

Paint and Sip Pioneer

Research shows that 13.8 million Americans enjoy painting, and 2.4 million enjoy it every week. As amateur art has become a lucrative investment, Pinot's Palette has built a system that capitalizes on this activity, making it interactive, social and fun. By elevating the customer experience and transitioning the traditional art class to entertainment, first-timers and experienced artists alike can become inspired while spending quality time with friends and connecting with new ones.

A New Kind of Night Out

The Pinot's Palette concept is simple: Guests bring their friends (and their wine) to a Pinot's Palette studio for a group painting class they've registered for online. Pinot's Palette provides the canvases, paint and wine glasses. During the two- or three-hour class, a trained artist guides guests step-by-step in creating their very own masterpieces. Some locations have a BYOB arrangement, while other studios offer wine bars in accordance with state laws or as a convenience to customers. This expertly curated and rewarding experience is like no other form of entertainment.

Diverse Revenue Streams

From private parties, to corporate team-building, to mobile Pinot's Palette events, the company is well-versed in tailoring the paint-and-sip concept to nearly any event: companies looking for an inventive way to unite their team can do so through a collaborative painting. Pinot's Palette is also a hot-spot for birthday and bachelorette parties, as well as singles mixers. Also, under the company's new "Little Brushes" brand name, kids ages seven to thirteen work with a trained art instructor to create their masterpiece in a family friendly atmosphere.

Business Automation

The Pinot Technology Suite (PTS) makes it easy for franchisees to manage their studios from their computer or mobile device, allowing for a flexible schedule and more free time. This proprietary software, developed specifically for Pinot's Palette business systems, allows franchisees to focus on strategically growing their studios. Internal surveys have shown that PTS frees up more than 20 hours per week.

A Palatable Investment

It doesn't take much to open a Pinot's Palette—candidates should have a passion



ABOUT PINOT'S PALETTE

At Pinot's Palette guests enjoy an unforgettable evening with friends, fine art and cocktails in an entertaining, upscale atmosphere. It's the perfect business for the fun-loving, social entrepreneur who loves to entertain.

PINOT'S PALETTE FAST FACTS

- #1 paint and sip in franchisee satisfaction according to the Franchise Business Review
- 128 locations in 33 states
- BYOB, wine bar and mobile formats available
- Scalable for multi-unit ownership
- No art experience required

for art and entertainment, and no art experience is required. Franchisees can expect to spend between \$74,100 and \$194,100 total investment to open their studios, which includes the \$25,000 franchise fee, retail build-out, grand opening marketing, initial inventory, hiring staff, three months of operating capital, and ongoing operational support.

Pinot's Palette has been recognized as #1 in franchisee satisfaction in its category by the Franchise Business Review and is the first and only international paint and sip franchise. If you love art, wine and entertaining, contact Pinot's Palette today to learn more and to secure your interest in an area.

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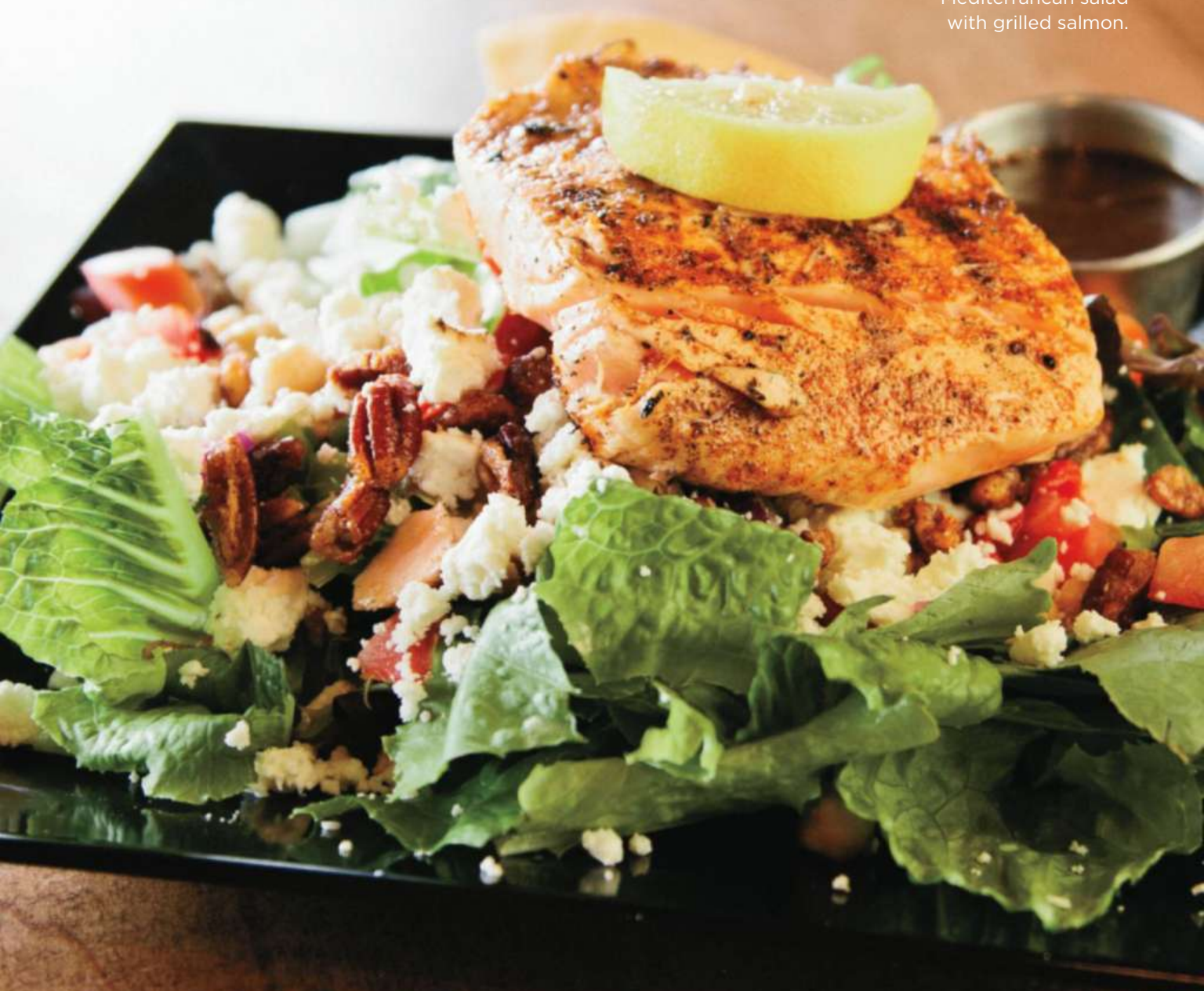
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SEEING GREEN



HEALTHY PROFITS

BY JASON DALEY • PHOTOS BY WES FRAZER



ver the summer, Subway asked the Harris Poll to conduct a survey to find out whether Americans were eating their vegetables. The results were abysmal. Of the 2,000 people surveyed, 84 percent weren't eating the recommended four servings of veggies per day; the average barely managed two servings. The bright spot? Millennials, who ate nearly half a serving more than the older participants surveyed.

PHOTO © GETTY IMAGES/FLOORFUTIE (ARUGULA)



Chef-driven:
Keith Richards
of Taziki's.

Sadly for Subway, those vegetable eaters aren't getting that extra helping of greens from a footlong sandwich. More and more, they are turning to fast-casual franchise brands that feature fresh ingredients prepped in-house. Some brands are even able to serve locally sourced produce.

It's a far cry from the franchise fare that dominated the landscape just a few years ago. The holy grail of franchising in recent decades has been "healthy" fast food. For the most part, that has meant reengineering traditional offerings, like taking the fat out of french fries (à la Burger King's poorly received Satisfries) or serving egg-white-only breakfast foods (seen at McDonald's and Dunkin' Donuts). That way of thinking has led to a number of flops.

But taking a cue from Chipotle, many franchise operators are realizing that a little forethought

and a lot of chopping can lead to tasty, relatively healthful options that appeal to consumers who are concerned with nutrition but still seeking a quick bite. They can also accommodate varying dietary standards, from vegetarian to vegan, flexitarian to gluten-free.

And most surprising of all, customers are showing a willingness to get out of their cars for 20 minutes to actually enjoy the options.

CHANGING TASTES

No one is more flabbergasted by the rapid greening of American

FAT CHANCE

1988

Wendy's premieres the SuperBar, a salad bar with all the healthy fixings, as well as pasta, tacos, chocolate pudding and many other items a burger place shouldn't make.
It's discontinued in 1998.

1990

Dairy Queen debuts the Breeze, a lower-fat frozen-yogurt equivalent of the iconic Blizzard.
It dies a quiet death in 2000.

MANY CUSTOMERS NOW WANT THEIR INGREDIENTS NOT JUST FRESH, BUT LOCALLY SOURCED.

franchises than Paul Steck, president and CEO of Conshohocken, Pa.-based Saladworks. The 29-year-old franchise brand has 104 domestic and four international units that serve made-to-order entrée-size salads.

"We're always looking for new products, and our autumn seasonal salad is going to have roasted Brussels sprouts on it," Steck says. "Five years ago, if someone told me a cutting-edge salad place would be serving Brussels sprouts, I wouldn't have believed them. We've seen a real diversification of the American palate lately—they serve sushi in some high-school cafeterias now."

Keely Newman, CEO of Grabbagreen, agrees that there's been a sea change in American dining, admitting that she doesn't believe her concept would have been viable even five years ago. The Scottsdale, Ariz.-based chain—which has three locations in the Phoenix metro area and recently signed multi-unit deals for North and South Carolina, Colorado and Southern California—was founded two years ago when Newman and her friend Kelley Bird became frustrated with the lack of healthful



Gourmet to-go: Grabbagreen's Indochin box.

on-the-go options.

"We'd pick up our children from school and then run around to different activities. We couldn't wait to get home to get something to eat because there just weren't any fast options where we could run in and get something like we chose to feed them at home,"

Newman says. "This whole thing was born out of the idea of serving whole foods, locally sourced when possible, with no preservatives, and organic when possible. Just good, clean food by design."

Grabbagreen's fare, which includes the requisite smoothies and bowls, distinguishes itself with adventurous ingredients such as quinoa noodles and yogurt agave barbecue sauce. Those items wouldn't have flown in 2010. Now, fast casual seems to have reached a tipping point.

Keith Richards has also had his eye on changing tastes in the U.S. He launched his franchise, Taziki's Mediterranean Cafe, after a trip to Greece in 1997. And while people in Birmingham, Ala., the chain's home base, appreciated his made-from-scratch fare from the start, he says it's only in the past few years that the concept has caught fire. Now Taziki's has 48 units in the South and is slowly expanding up the East Coast.

"About five years ago, when all

A timeline of the fast-food industry's attempts to cash in on leaner menu items

1991

McDonald's launches the McLean Deluxe, a lower-fat burger that has some of its beef replaced by carrageenan, a seaweed derivative. **It's discontinued in 1996.**

2000

McDonald's puts out the McSalad Shaker, a salad in a cup designed for on-the-go lettuce lovers. **It shakes itself out of existence by 2003.**

2003

Energy Kitchen, a healthy fast-food franchise serving low-calorie meals like bison cheesesteak and turkey meatloaf, launches in the New York area and gains a cult following. **It closes its doors in 2013.**

2012

Burger King debuts its Satisfries. The "healthier" fries, with 25 percent less fat and 20 percent fewer calories, spark a backlash among customers—and **get the heave-ho in less than a year.**

the studies about the Mediterranean diet came out, we saw more customers coming in. Then they discovered the freshness of our food and the consistency, and word spread,” says Richards, who serves as chief development officer. “People now understand that faster food doesn’t have to be just burgers. They can go to other brands with fresh food.”

At Taziki’s, fresh means prepping more than 100 ingredients in each store per day, from slicing cucumbers and tomatoes to making salad dressings and aiolis. “Everyone’s been to restaurants that pronounce themselves ‘fresh,’ then cut their veggies out of a plastic bag,” Richards says. “I want my onions grilled when I order them, and I want my pita warm from the oven, not the microwave. To me, that’s fresh.”

Steck says Saladworks also has

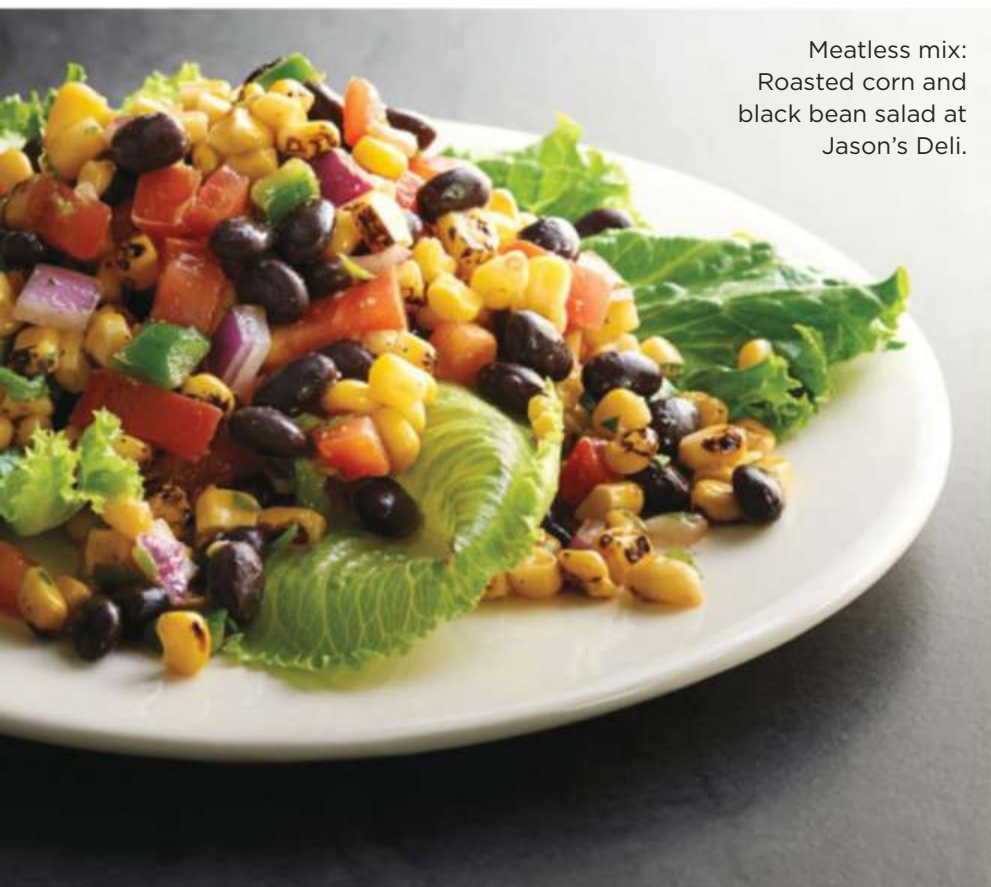
an exacting standard for the term *fresh*. “While most of the industry has gone to bagged lettuce product—there’s a whole wall of that stuff in the grocery store now—we take full heads of lettuce and chop them each day,” he says. “From the time our lettuce is picked in the field to when it’s served in our restaurants is 4.5 days.”

He admits that some items served at Saladworks, like chickpeas, come out of a can, as they do at most restaurants. “But the vast majority of items we serve—cucumbers, carrots, onions, tomatoes, peppers—are passionately prepped and diced at store level vs. by a robot in a factory,” he adds.

Jason’s Deli, a franchise concept that started in 1976 in Beaumont, Texas, could have taken the easy road of buying bagged produce, especially when stocking its 39-

item salad bar. Instead, the company, which now has more than 260 units, uses fresh, whole vegetables. Focusing on fresh ingredients instead of relying on premade or frozen foods also allows patrons greater options for customization.

“We’ve always been about choice,” says Jamie Cohen, the company’s chief branding officer. “We like to think we offer items from healthy to indulgent. We think we do a good job of listening to customers. In 2010 we introduced a gluten-free menu based on our customers’ requests. And we’re a lot like our customers—in 2013 we realized many of our senior staff members were trying to eat less meat, so we created a section of our menu highlighting meatless options, and started introducing more veggie options and limited-time offers like our caprese sandwich and caprese pasta, which are doing really well.”



Meatless mix:
Roasted corn and
black bean salad at
Jason’s Deli.

LOCAL FLAVOR

While forward-thinking fast-casual franchises have a good handle on fresh food, consumer demand doesn’t stop there. Many want their ingredients not just fresh, but locally sourced. That is a nut most systems have yet to crack, but not for lack of trying.

“For a franchise system, local is very hard,” says Steck. “I’d love to tell you everything we serve is locally grown, but that’s not true for us or any competitor. We do source high-quality local products when we can. But the truth is, in a place like New Jersey, where I’m based, the growing season is really short. I think the important thing for most consumers is knowing where their food is coming from. There’s nothing wrong with produce being from the San Joaquin Valley. All food goes from farm to table; consumers just want to know that the people who grew it cared about it the way they do.”

Jason's Deli executives say the chain sources locally where it can, but they admit that the volatility in local produce—inconsistent crop varieties, weather and availability—means they can't rely too heavily on it. Richards at Taziki's points out that cost is a major factor. "I always have my produce guy try to find us high-quality local produce," he says. "But if we use all local ingredients, the price per plate might go up to \$18. Value is still important to customers."

Richards says keeping costs down is key for "fresh-casual" brands that want to be in the price ballpark with other fast-food options. "Our price point is not above average compared to the competition," he says. "The way we keep it down is by making sure we use all the things we prep. We calculate our sales projections and make sure we order the right amount of food. Every morning we need to cut the right number of cucumbers; otherwise we'll have to make up for the waste by raising costs. We keep prices down by doing a good bit of shopping. And we're able to leverage our growing size to get better deals."

THE LONG VIEW

While there's always a new fad diet or nutrition concern, Grabbagreen's Newman believes the veggie love is here to stay. "I don't think eating healthy is a trend," she says. "People are awakening to the fact that for several generations they have been eating bad food. We're going to see McDonald's and other big players move toward healthier choices. At the end of the day, we're fulfilling a need and giving people what they demand."

And occasionally those people still demand a burger, which is a niche North Palm Beach, Fla.-based BurgerFi aims to fill. When he first came to the concept as

Liquid green:
One of more
than a dozen
juice blends at
Grabbagreen.



**"I WANT MY PITA
WARM FROM THE
OVEN, NOT THE
MICROWAVE. TO
ME, THAT'S FRESH."**

—KEITH RICHARDS, TAZIKI'S

marketing and creative director, Ronn Pearson was blown away by BurgerFi's gourmet kitchens.

"We use 14 different ingredients to make our veggie patty," he says, noting the flavor and texture rely on a meticulous prep and cooking process. At the same time, some menu items require little more than their natural flavor to meet the restaurant's standards.

"I mean, 50-pound bags of potatoes come in the back, and fries go to the front of the house made from two things: potatoes and salt," Pearson says. "McDonald's

has 28 ingredients in their fries."

BurgerFi, which will have more than 100 units by the end of the year, has founders who came from the world of fine dining and didn't realize they could take short cuts. Instead, they started building their burgers using fresh antibiotic- and hormone-free open-range beef. Sauces, toppings and sides are made from scratch.

"We have a really inspiring brand story that begins with people getting up early in the morning and coming in to chop vegetables and busting their butts to create a better food experience," Pearson says. "We're not standing on a soapbox saying, 'This is health food.' But we do have a different kind of consciousness from *Food, Inc.* and the *Super Size Me* world. We're not doing this because it's a trend, but because these are beliefs we hold dear." 

CONTRIBUTOR JASON DALEY
WRITES FROM MADISON, WIS.



DOWN TO BASICS

The most
successful
franchises
share a
**few core
elements**

IT can be tempting to view franchising as a chemistry experiment: Combine great ingredients with the right systems, growth plan and marketing strategy, and you'll end up with a concoction that changes everything. But in reality, it rarely works that way.

Most of the 3,000 or so franchise systems in North America are ephemeral, with hundreds winking into and out of existence every year. Only a handful make it beyond the experiment stage.

For an industry that believes strongly in standardization and replication, you'd think someone would have developed a foolproof formula for franchise success. While the best franchises work with machine-like precision, getting all the pieces to come together is still more akin to alchemy than business planning. It takes a great concept, effective leadership, capable franchisees, impeccable timing and the right consumer climate to build a system with staying power. ➤

BY
JASON
DALEY

Iconic brands like McDonald's, Subway and Marriott clearly got the formula right. And there are plenty of newer brands that are on the right track. We talked to several insiders to get their thoughts on what great franchises do to rise above the competition, and what emerging franchises need to do to become the gold standard.

CONCEPT

A franchise can't succeed without a concept that connects with consumers. But it also has to be easily implemented. Dan Rowe, CEO of Fransmart, which enabled Lorton, Va.-based Five Guys Burgers and Fries to grow into one of the most successful modern franchises, says there was no way he could have helped the company if the concept hadn't been right.

"When I first started working with them, Five Guys had these horrible locations, but they still did huge volumes. There were always lines out the door," Rowe explains. "I don't deserve any credit for that line. All we did was use our vendors and real-estate connections to help scale the model. I always tell franchises that systems and marketing are important, but there's nothing more important than that line out the door."

SYSTEMS

Franchise Foundry CEO Paul Segreto agrees that concept is key but recommends refining it as much as possible before entrusting it to franchisees. "If a franchise system's No. 1 goal is to simply sell franchises, they are going to have problems down the road," he says. "They need the right systems in place from the beginning, with the right design and unit economics so franchisees can succeed."

He cites the example of Shelly Sun, co-founder and CEO of BrightStar Care, a senior-care franchise based in the greater Chicago

area. "She put so much emphasis on developing BrightStar's systems. She even personally wrote the operations manuals," Segreto says. "So many franchises get involved in sales before they develop their systems. Develop the right culture and the right communications platform, and then you'll be positioned for solid growth."

LEADERSHIP

When Joel Libava, founder of Franchise Selection Specialists and author of *Become a Franchise Owner*, met Sun, he quickly became a believer in BrightStar Care. "I looked her in the eyes and talked to her and her husband, J.D., and I liked and trusted them," he recalls. "We talked for five minutes, and I said, 'This one is a winner.' I knew they would rock."

His instincts were right. In a little more than a decade of franchising, BrightStar has grown to 250-plus units. Sun was named the International Franchise Association's entrepreneur of the year in 2009, and her book, *Grow Smart, Risk Less*, is required reading in the franchise world. Sun's clear-headed decisions and passion for her

brand are what put BrightStar in the top tier of franchises.

That's no accident. The founder's personality and drive set the tone for a system and affect high-level strategic decisions—but also trickle down to how franchisees and employees think about their company.

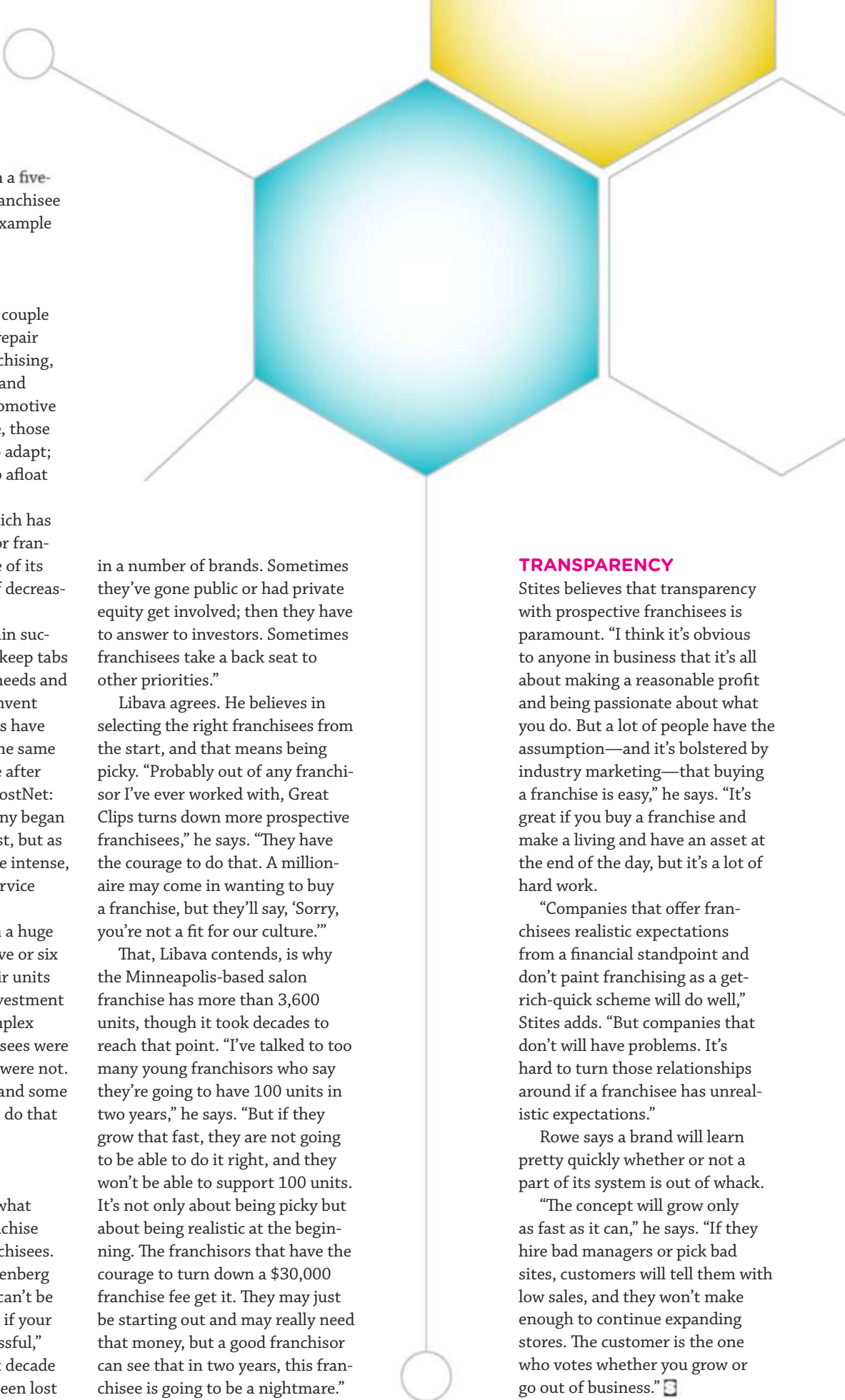
"The personality of the leadership is very important. A lot of would-be franchisees miss that," Libava says. "I advise franchise candidates who go to a discovery day to sit down with the top executive and see what he or she is really like. Are they laser-focused on the business or are they ego-driven? I have met some really cranky franchise founders, and they have their franchisees running scared. I think candidates should talk to other franchisees who have already invested in the system to see what they think, too."

Eric Stites, founder and CEO of Franchise Business Review, which measures franchisee satisfaction, agrees that leadership is instrumental to a franchise's success, adding that powerful and unique personalities with vision are behind the most successful brands.

"Historically, it's people like Ray Kroc, who founded McDonald's; Howard Johnson; Bill Rosenberg, who founded Dunkin' Donuts; Colonel Sanders; Dave Thomas of Wendy's; or J. Willard Marriott—all of them were founders who put their franchisees first," he says. "There are certainly people out there like that today. [Their franchises] may not be the size of McDonald's yet, but I see a huge opportunity for them."

However, having a passionate founder onboard is not the only way a franchise can succeed. Any manager with a strong vision can fit the bill. "For instance, I really like [CEO] Catherine Monson at FastSigns," Stites says. "She came onboard later, but she's providing

POWERFUL
AND UNIQUE
LEADERS
WITH VISION
ARE BEHIND
THE MOST
SUCCESSFUL
BRANDS.



great leadership and is on a five-year mission to double franchisee profitability. It's a great example of what a leader can do."

ADAPTABILITY

Segreto points out that a couple of decades ago, the auto repair industry dominated franchising, led by AAMCO, Meineke and Midas. But when the automotive industry began to change, those concepts took too long to adapt; all have struggled to keep afloat and stay relevant.

"Even McDonald's, which has been the gold standard for franchising forever, lost some of its luster recently because of decreasing store sales," he says.

That's because to remain successful, a franchise must keep tabs on customers' changing needs and tastes and constantly reinvent itself. Very few companies have succeeded by providing the same product or service decade after decade. Stites points to PostNet: The Denver-based company began life as a shipping specialist, but as competition became more intense, it revamped into a full-service business center.

"They've gone through a huge transition over the last five or six years," he says. "Now their units require a much higher investment and have much more complex operations. Some franchisees were up to the task, and some were not. But everything changes, and some franchisors, like PostNet, do that well, and some do not."

FRANCHISEES

Most experts agree that what distinguishes a great franchise brand is its focus on franchisees.

"I think it was Bill Rosenberg at Dunkin' who said you can't be successful as a franchisor if your franchisees are not successful," Stites says. "Over the last decade or so, that thinking has been lost

in a number of brands. Sometimes they've gone public or had private equity get involved; then they have to answer to investors. Sometimes franchisees take a back seat to other priorities."

Libava agrees. He believes in selecting the right franchisees from the start, and that means being picky. "Probably out of any franchisor I've ever worked with, Great Clips turns down more prospective franchisees," he says. "They have the courage to do that. A millionaire may come in wanting to buy a franchise, but they'll say, 'Sorry, you're not a fit for our culture.'"


That, Libava contends, is why the Minneapolis-based salon franchise has more than 3,600 units, though it took decades to reach that point. "I've talked to too many young franchisors who say they're going to have 100 units in two years," he says. "But if they grow that fast, they are not going to be able to do it right, and they won't be able to support 100 units. It's not only about being picky but about being realistic at the beginning. The franchisors that have the courage to turn down a \$30,000 franchise fee get it. They may just be starting out and may really need that money, but a good franchisor can see that in two years, this franchisee is going to be a nightmare."

TRANSPARENCY

Stites believes that transparency with prospective franchisees is paramount. "I think it's obvious to anyone in business that it's all about making a reasonable profit and being passionate about what you do. But a lot of people have the assumption—and it's bolstered by industry marketing—that buying a franchise is easy," he says. "It's great if you buy a franchise and make a living and have an asset at the end of the day, but it's a lot of hard work."

"Companies that offer franchisees realistic expectations from a financial standpoint and don't paint franchising as a get-rich-quick scheme will do well," Stites adds. "But companies that don't will have problems. It's hard to turn those relationships around if a franchisee has unrealistic expectations."

Rowe says a brand will learn pretty quickly whether or not a part of its system is out of whack.

"The concept will grow only as fast as it can," he says. "If they hire bad managers or pick bad sites, customers will tell them with low sales, and they won't make enough to continue expanding stores. The customer is the one who votes whether you grow or go out of business." 

Tressed for success

A growing blow-dry salon concept heats up

Ari Jakobson wasn't aware of the growing trend of blow-dry bars when he stumbled upon the three-unit chain Blo in 2008.

"Being blunt, at first I thought the Blo concept was ridiculous and wouldn't work," says Jakobson, who at the time owned a chain of children's hair salons across Canada. "But I took a look at the numbers and became intrigued. I saw the business model and systems and thought it could become massive with a little injection of capital."

So he bought Blo and began franchising the concept, which now has 60 units internationally; he hopes to add 15 to 20 units in the next year. In June 2014 the concept got an extra boost when actress Gwyneth Paltrow and her longtime hairdresser, David Babaii, partnered with the company. Now Paltrow offers advice on the salons' interior design and social media strategies and helps market the growing brand.

We spoke with Jakobson and his wife, co-owner Vanessa Melman Jakobson, about how Blo is blowing away the franchise world. —JASON DALEY

WHAT EXACTLY DOES BLO DO?

Vanessa: Women come into Blo between hair appointments. We don't do cuts or color; we just wash their hair and then

style it with a blow-dryer. Our tagline is that you're not cheating on your hairdresser. It's an affordable luxury, like going to Starbucks. You can afford to look your best on a weekly basis. Our styling can last for days, and we always give clients advice on how to preserve the styling and how to keep it tied up at night.

WHO IS YOUR CLIENTELE?

Ari: This is really no different from a manicure. That used to be special, but now people do it on a weekly basis. We have some clients who come in four times a week. We do well with working women, from executives to secretaries to lawyers—anyone who wants to look their best.

Vanessa: It's a spectrum. Some choose it for special occasions, and some women do it weekly or biweekly.

We open at 7 a.m. by appointment for women who have an important presentation or meeting at work.

WHY DID YOU DECIDE TO FRANCHISE?

Ari: We had franchising experience with our children's salon, and we believe franchising helps us to scale. It's better to have a partner who cares about the business than an employee. We could open 500 stores right away, but we want good partners. Our franchisees run the gamut from executive women who took a few years off and now want to own their own business to marketing professionals who walked into our store and wanted to open their own.

Vanessa: What's really appealing to most



franchisees is that we're low-cost and have a turnkey system. It's a great way for them to get into business with an economic model that makes sense.

IS THIS A BUSINESS WITH STAYING POWER?

Vanessa: We've been around since 2007, and I think we've proved it's not just a trend. Five years ago people told me the market was going to disappear. But we think its capacity is no different than nail bars. Anywhere women want to look good, we can open a Blo. In fact, we have many copycats, which we consider a great thing.

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Pizza provocateur

A serial entrepreneur launches the “anti-chain chain”

James Markham of Carlsbad, Calif., may not have created fast-casual pizza. But the serial entrepreneur is definitely the Johnny Appleseed of custom quick-serve pies.

Markham has launched three successful chains in the past seven years, most recently opening Project Pie, a 23-unit franchise that's quickly expanding in the U.S., the Philippines, Scotland and Dubai. Before that, the former boxer and mixed martial arts fighter was spreading the gospel of pizza around the world, first with a traditional California chain he called Knockout Pizza, and then with a brand called New York Style Pizza, which he launched in China.

It was that experience that led Markham to the fast-casual world. “In 2006, I was basically commuting between Carlsbad and Shanghai opening pizza places,” Markham says. “I got home one night, my wife picked me up [from the airport], and my baby daughter didn't recognize my voice for an hour. Right then, I started thinking about other ways of doing pizza and staying closer to home.”

At that time, stuffing cheese into the crust was the height of pizza technology. But when Markham visited one of his favorite eateries, Chipotle, an idea struck: Why not make custom pizzas instead of selling slices? That way, customers could get exactly what they wanted, and even better, the pizza would be fresh.

In 2008, Markham and some business partners introduced fast-casual concept MOD Pizza in Seattle; it now has 60 units. But a couple of years into the



What's next? James Markham has several fast-casual franchise concepts in the works.

venture, Markham decided he didn't like the direction the company was taking. So he jumped ship and started Pieology, a Southern California-based fast-casual pizza franchise that will have 110 units by the end of this year. Markham—who's the first to admit that he doesn't play well with others—left that concept, too.

Project Pie, which he launched in 2012, finally gave Markham the ability to implement everything he had learned from his other ventures, and allowed

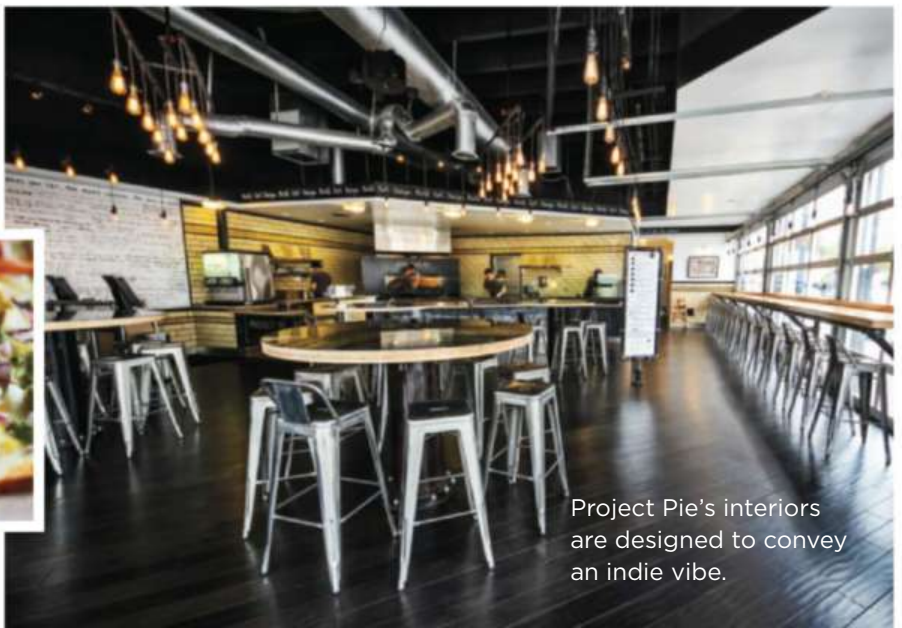
him to provide the quality ingredients, atmosphere and culture he wanted. Calling Project Pie the “anti-chain chain,” Markham lets franchisees choose from several décor packages that look more like hip indie restaurants than franchise units. He pays employees well to avoid the turnover that plagues other concepts, and he doesn't turn away job seekers with tattoos. There's a custom in-store radio station that plays cutting-edge indie rock.

“Really, we wanted to create a vibe, an experience that didn't feel canned when you walked in,” Markham says. “We didn't hire a chef to design our food or PR people to test it. We would just create recipes, and if they didn't work we'd say, ‘Aw, that sucks’ and move on.”

While Project Pie is gaining momentum, Markham says he's starting to feel restless again. To that end, he's working on several concepts under his umbrella company, JM Concepts, that reject the one-item philosophy of just pizza or just burritos. He's launching Rolled Up, an Asian fast-casual concept, and is working on several others now that he's transitioned day-to-day operations of Project Pie to senior executives.

“I have three or four concepts I want to do with other people in the next few years,” he says. “This is where it gets fun.”

—JASON DALEY



Project Pie's interiors are designed to convey an indie vibe.

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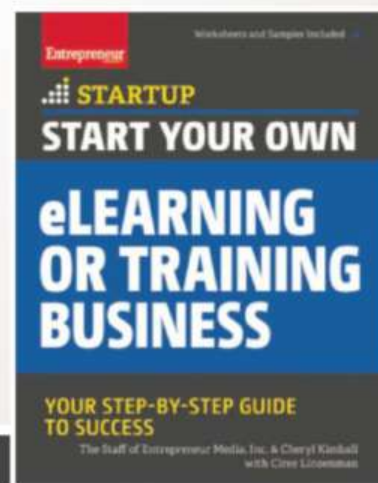
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LISTING COMPILED BY TRACY STAPP HEROLD

If variety is the spice of life, there's never been a tastier time to search for opportunity. Among the nearly 1,000 companies listed on the following pages, you'll find franchises and business opportunities offering everything from time-tested services like auto repairs, children's enrichment and home improvement to newer innovations like trampoline parks and crime-scene cleanup.

Nearly a quarter of these businesses can be started for less than \$50,000—and many offer in-house financing or assistance with acquiring third-party financing—which means the dream of being your own boss could be

a lot closer than you think.

This list is not intended to endorse, advertise or recommend a particular company. Be sure to do your own thorough research: Consult with a lawyer and an accountant, read the company's legal documents, and talk to franchisees, licensees or dealers who are already in business with the company you are interested in.

All information was provided by the companies and has not been verified for accuracy. We present this listing simply as a service to our readers. To obtain additional information on buying a franchise or business opportunity, visit Entrepreneur.com/franchise or Entrepreneur.com/bizopportunities.

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KEY

- : Homebased
- ▼: Franchise can be started for less than \$50K
- ◆: Kiosk/express option

BEGAN: Year business began

FRANCHISING: Year franchising began

\$K: Thousands

\$M: Millions

OPERATING UNITS

US: Number of operating franchise units in the U.S.

CAN: Number of operating franchise units in Canada

FOR: Number of operating franchise units in other foreign countries

CO: Number of operating company-owned units

COSTS/FEES

COST: Startup costs as reported in the FDD, including franchise fee

RTY: Royalty fee

FINANCING: In-house or third-party financing available?

QUALIF: Net worth and cash liquidity requirements



AUTOMOTIVE

AUTO APPEARANCE SERVICES

Alta Mere the Automotive Outfitters/SmartView Window Solutions

Midlothian, Ill.
moranfamilyofbrands.com
 Auto, residential and commercial window tinting, electronic auto accessories, auto imaging
Began: 1986, Franchising: 1993
Units: US: 11, CAN: 0, FOR: 0, CO: 0
Cost: \$114.6K-\$196K, Rty: 7%
Financing: Yes
Qualif: \$225K net worth w/\$50K liquid

BumperDoc Franchises

San Diego
bumperdocfranchises.com
 Auto body repair, detailing, window tinting, windshield repair and replacement
Began: 2003, Franchising: 2008
Units: US: 6, CAN: 0, FOR: 0, CO: 1
Cost: \$138.1K-\$240.8K, Rty: 5%
Financing: Yes
Qualif: \$250K net worth w/\$30K-\$40K liquid

Colors On Parade ■ ▼

Myrtle Beach, S.C.
colorsonparade.com
 Mobile auto paint and dent repair
Began: 1989, Franchising: 1991
Units: US: 280, CAN: 0, FOR: 1, CO: 8
Cost: \$39.7K-\$525K, Rty: 7-30%
Financing: Yes
Qualif: \$10K-\$500K net worth w/\$10K-\$200K liquid

Dent Doctor

Little Rock, Ark.
dentdoctor.com
 Paint-free dent repair, auto appearance services
Began: 1986, Franchising: 1990
Units: US: 14, CAN: 1, FOR: 0, CO: 1
Cost: \$62.3K-\$163.6K, Rty: 6%
Financing: Yes
Qualif: \$75K net worth w/\$20K liquid

Maaco Franchising

Charlotte, N.C.
maacofranchise.com
 Auto painting and collision repair
Began: 1972, Franchising: 1972
Units: US: 451, CAN: 23, FOR: 0, CO: 5
Cost: \$338.9K-\$450.9K, Rty: 8%
Financing: Yes
Qualif: \$300K net worth w/\$140K liquid

Tint World ♦

Boca Raton, Fla.
tintworld.com
 Auto accessories, audio/video, security, window tinting and appearance services
Began: 1982, Franchising: 2007
Units: US: 41, CAN: 1, FOR: 1, CO: 0
Cost: \$99.97K-\$178.8K, Rty: 6%
Financing: Yes
Qualif: \$150K net worth w/\$50K liquid

Ziebart

Troy, Mich.
ziebart.com
 Auto appearance and protection services
Began: 1959, Franchising: 1963
Units: US: 76, CAN: 84, FOR: 203, CO: 12
Cost: \$172K-\$331K, Rty: 5%/8%
Financing: Yes
Qualif: \$250K net worth w/\$100K liquid

OIL-CHANGE SERVICES

Grease Monkey Franchising

Greenwood Village, Colo.
greasemonkeyshine.com
 Oil changes, preventive maintenance
Began: 1978, Franchising: 1979
Units: US: 168, CAN: 0, FOR: 65, CO: 53
Cost: \$164.2K-\$319.9K, Rty: 5%
Financing: Yes
Qualif: \$300K net worth w/\$60K-\$75K liquid

Jiffy Lube International

Houston
jiffylube.com
 Oil changes
Began: 1979, Franchising: 1979
Units: US: 1,929, CAN: 153, FOR: 3, CO: 0
Cost: \$221K-\$400K, Rty: 3%
Financing: Yes
Qualif: \$450K net worth w/\$150K liquid

Oil Can Henry's

Tualatin, Ore.
oilcanhenry.com
 Oil and filter maintenance
Began: 1972, Franchising: 1988
Units: US: 43, CAN: 0, FOR: 0, CO: 47
Cost: \$235.9K-\$297.92K, Rty: 5.50%
Financing: No
Qualif: \$500K net worth w/\$150K liquid

Valvoline Instant Oil Change

Lexington, Ky.
viocfranchise.com
 Oil changes
Began: 1986, Franchising: 1988
Units: US: 663, CAN: 0, FOR: 0, CO: 275
Cost: \$132.9K-\$1.96M, Rty: 4-6%
Financing: Yes
Qualif: \$600K-\$1M net worth w/\$300K-\$800K liquid

RENTALS/SALES

J.D. Byrider

Carmel, Ind.
franchise.jdbyrider.com
 Used auto sales and financing
Began: 1979, Franchising: 1989
Units: US: 139, CAN: 0, FOR: 0, CO: 30
Cost: \$675.5K-\$5.3M, Rty: 2.50%
Financing: Yes
Qualif: \$1M net worth w/\$1M liquid

Rent-A-Wreck

Laurel, Md.
rentawreck.com
 Used auto rentals and leasing
Began: 1970, Franchising: 1977
Units: US: 102, CAN: 0, FOR: 52, CO: 3
Cost: \$152.9K-\$395.8K, Rty: \$30/car/mo.
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

Sixt Franchise USA

Fort Lauderdale, Fla.
sixt-franchise.com
 Auto rentals
Began: 1912, Franchising: 1998
Units: US: 20, CAN: 0, FOR: 1,155, CO: 1,066
Cost: \$1.1M-\$10.5M, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

TRANSMISSION REPAIR

AAMCO Transmissions and Total Car Care

Horsham, Pa.
aamcofranchises.com
 Transmission repair and car care
Began: 1963, Franchising: 1963
Units: US: 661, CAN: 10, FOR: 0, CO: 0
Cost: \$227.4K-\$333K, Rty: 7.50%
Financing: Yes
Qualif: \$250K net worth w/\$65K liquid

Cottman Transmission and Total Auto Care

Horsham, Pa.
cottman.com
 Transmission repair and car care
Began: 1962, Franchising: 1964
Units: US: 59, CAN: 2, FOR: 0, CO: 0
Cost: \$192.2K-\$230.5K, Rty: 7.50%
Financing: Yes
Qualif: \$100K net worth w/\$50K-\$75K liquid

Mister Transmission International

Richmond Hill, Ontario
mistertransmission.com
 Transmission repair and services
Began: 1963, Franchising: 1969
Units: US: 0, CAN: 70, FOR: 0, CO: 0
Cost: \$155.5K, Rty: 7%
Financing: Yes
Qualif: \$175K net worth w/\$50K liquid

Mr. Transmission/Transmission USA

Midlothian, Ill.
moranfamilyofbrands.com
 Transmission repair and services
Began: 1956, Franchising: 1976
Units: US: 94, CAN: 0, FOR: 0, CO: 0
Cost: \$173.9K-\$246.7K, Rty: 7%
Financing: Yes
Qualif: \$250K-\$300K net worth w/\$60K liquid

WHEELS & TIRES

RimTyme

Plano, Texas
rimtyme.com
 Rent-to-own custom wheels and tires
Began: 2005, Franchising: 2007
Units: US: 34, CAN: 0, FOR: 0, CO: 0
Cost: \$321.3K-\$684.4K, Rty: 4%
Financing: Yes
Qualif: \$500K net worth w/\$200K liquid

RNR Custom Wheels & Tire Express

Tampa, Fla.
myrnrfranchise.com
Lease-to-own and retail wheels and tires
Began: 1999, Franchising: 2003
Units: US: 63, CAN: 0, FOR: 0, CO: 10
Cost: \$298.8K-\$573.5K, Rty: 4%
Financing: Yes
Qualif: \$350K net worth w/\$200K liquid

MISCELLANEOUS REPAIR & MAINTENANCE SERVICES

Advanced Maintenance

Wilmington, N.C.
advancedmaintenance.com
Commercial fleet maintenance
Began: 2000, Franchising: 2006
Units: US: 13, CAN: 0, FOR: 0, CO: 2
Cost: \$177.7K-\$174.6K, Rty: 6%
Financing: Yes
Qualif: \$200K net worth w/\$200K liquid

Christian Brothers Automotive

Houston
christianbrothersfranchise.com
Auto repair
Began: 1982, Franchising: 1996
Units: US: 135, CAN: 0, FOR: 0, CO: 2
Cost: \$403.1K-\$474.6K, Rty: Varies
Financing: Yes
Qualif: \$200K net worth w/\$50K liquid

Honest-1 Auto Care

Scottsdale, Ariz.
h1franchise.com
Auto repair and maintenance
Began: 2003, Franchising: 2003
Units: US: 53, CAN: 0, FOR: 0, CO: 0
Cost: \$192.98K-\$506.5K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

Meineke Car Care Centers

Charlotte, N.C.
meinekefranchise.com
Auto repair and maintenance
Began: 1972, Franchising: 1972
Units: US: 880, CAN: 49, FOR: 44, CO: 2
Cost: \$200.1K-\$466.4K, Rty: 3-8%
Financing: Yes
Qualif: \$250K net worth w/\$110K liquid

Midas International

Palm Beach Gardens, Fla.
midasfranchise.com
Auto repair and maintenance
Began: 1954, Franchising: 1956
Units: US: 1,211, CAN: 155, FOR: 824, CO: 6
Cost: \$184.3K-\$430.1K, Rty: 3-5%
Financing: Yes
Qualif: \$250K net worth w/\$75K liquid

Milex Complete Auto Care

Midlothian, Ill.
moranfamilyofbrands.com
Auto repair
Began: 1978, Franchising: 1979
Units: US: 33, CAN: 0, FOR: 0, CO: 0
Cost: \$167.9K-\$251.9K, Rty: 7%
Financing: Yes
Qualif: \$225K net worth w/\$50K liquid

Precision Tune Auto Care

Leesburg, Va.
precisiontune.com
Auto repair and maintenance, tires, engine diagnostics
Began: 1975, Franchising: 1978
Units: US: 225, CAN: 0, FOR: 60, CO: 35
Cost: \$120K-\$225.6K, Rty: 7%
Financing: Yes
Qualif: \$250K net worth w/\$80K liquid

Tuffy Associates

Toledo, Ohio
tuffy.com
Auto repair
Began: 1970, Franchising: 1971
Units: US: 165, CAN: 0, FOR: 0, CO: 40
Cost: \$232K-\$413.5K, Rty: 1-5%
Financing: Yes
Qualif: \$250K net worth w/\$125K liquid

MISCELLANEOUS AUTO BUSINESSES

Blow & Drive Interlock ■

Los Angeles
blowanddrive.com
Ignition interlock devices for DUI/DWI offenders
Began: 2013, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$144.9K-\$230.8K, Rty: 0
Financing: No

Fleet Clean Systems ■

Melbourne, Fla.
ownfc.com
Mobile commercial fleet washing
Began: 2009, Franchising: 2013
Units: US: 10, CAN: 0, FOR: 0, CO: 7
Cost: \$104.4K-\$311.1K, Rty: 8.50%
Financing: Yes
Qualif: \$50K liquid

Green Shine ■ ▼

Hialeah, Fla.
gogreenshine.com
Waterless car-wash services
Began: 2005, Franchising: 2011
Units: US: 7, CAN: 0, FOR: 8, CO: 3
Cost: \$22.7K-\$49.1K, Rty: 5%
Financing: Yes
Qualif: \$32K liquid

Line-X Franchising

Huntsville, Ala.
linex.com
Spray-on truck bed liners, protective coatings, accessories
Began: 1993, Franchising: 1999
Units: US: 392, CAN: 65, FOR: 71, CO: 1
Cost: \$154.6K-\$333.9K, Rty: 0
Financing: Yes

Mighty Distributing System

Norcross, Ga.
mightyfranchise.com
Wholesale distribution of auto parts
Began: 1963, Franchising: 1970
Units: US: 100, CAN: 0, FOR: 2, CO: 6
Cost: \$134.1K-\$302.4K, Rty: 5%
Financing: No
Qualif: \$500K net worth w/\$100K liquid

Techna Glass International ▼ ♦

Sandy, Utah
technaglass.com
Windshield repair and replacement
Began: 1991, Franchising: 2004
Units: US: 30, CAN: 0, FOR: 0, CO: 22
Cost: \$41.6K-\$175.7K, Rty: 6.50%
Financing: Yes
Qualif: \$35K-\$250K net worth w/\$5K-\$75K liquid

BUSINESS SERVICES

ADVERTISING/MARKETING SERVICES

Attorney at Law Magazine ■

Phoenix
attorneyatlawmagazine.com
Legal trade magazine
Began: 2009, Franchising: 2013
Units: US: 3, CAN: 0, FOR: 0, CO: 1
Cost: \$36K-\$71.5K, Rty: 10%
Financing: No
Qualif: \$21K-\$56.5K liquid

City Publications ■

Atlanta
citypublication.com
Publication for affluent homeowners
Began: 2002, Franchising: 2004
Units: US: 92, CAN: 1, FOR: 0, CO: 0
Cost: \$80K-\$267.9K, Rty: 6%
Financing: Yes
Qualif: \$100K net worth w/\$70K liquid

Coffee News ■ ▼

Bangor, Maine
coffeenews.com
Weekly newspaper distributed at restaurants
Began: 1988, Franchising: 1994
Units: US: 480, CAN: 207, FOR: 98, CO: 5
Cost: \$9.3K-\$10.3K, Rty: \$25-\$80/wk.
Financing: Yes

Driven Digital Ads ■ ▼ ♦

Henderson, Nev.
drivendigitalads.com
Digital advertising
Began: 2012, Franchising: 2013
Units: US: 1, CAN: 0, FOR: 0, CO: 2
Cost: \$34.8K-\$95.5K, Rty: 0
Financing: Yes
Qualif: \$25K net worth w/\$5K liquid

Great American Deals ■ ▼

Beverly Hills, Calif.
greatamericadeals.com
Hyperlocal daily-deal websites
Began: 2012, Franchising: 2012
Units: US: 12, CAN: 0, FOR: 0, CO: 0
Cost: \$49.4K-\$65.7K, Rty: 5%
Financing: Yes
Qualif: \$200K net worth w/\$75K liquid

Homes & Land ■ ▼

Tallahassee, Fla.
homesandland.com
Real-estate advertising magazine
Began: 1973, Franchising: 1984
Units: US: 196, CAN: 27, FOR: 1, CO: 18
Cost: \$47.1K-\$127K, Rty: 10.50%
Financing: Yes
Qualif: \$150K net worth w/\$50K liquid

Intrigue Media Services ■ ▼

Guelph, Ontario
intrigue.me.ca
Marketing services
Began: 2007, Franchising: 2013
Units: US: 0, CAN: 5, FOR: 0, CO: 2
Cost: \$26.1K-\$123.1K, Rty: 18-12%
Financing: Yes
Qualif: \$50K net worth w/\$30K liquid

Money Mailer Franchise ■

Garden Grove, Calif.
moneymailer.com
Direct-mail advertising
Began: 1979, Franchising: 1980
Units: US: 177, CAN: 0, FOR: 0, CO: 61
Cost: \$83.1K-\$169K, Rty: Varies
Financing: Yes
Qualif: \$200K net worth w/\$100K liquid



RSVP Publications ■ ▼

Tampa, Fla.
 rsvppublications.com
 Direct-mail advertising
Began: 1985, Franchising: 1998
Units: US: 94, CAN: 0, FOR: 0, CO: 0
Cost: \$44.9K-\$176K, Rty: 7%
Financing: Yes
Qualif: \$100K net worth w/\$25K liquid

Sports Image ■ ▼

Dayton, Ohio
 sportsimageinc.com
 Sports marketing for high schools and organizations
Began: 2002, Franchising: 2009
Units: US: 20, CAN: 0, FOR: 0, CO: 1
Cost: \$15.5K-\$38.97K, Rty: 5%
Financing: No
Qualif: \$50K net worth w/\$10K-\$15K liquid

SuperCoups ■ ▼

Norwell, Mass.
 supercoups.com
 Co-op direct-mail advertising
Began: 1982, Franchising: 1984
Units: US: 19, CAN: 0, FOR: 0, CO: 0
Cost: \$28.8K-\$38.5K, Rty: Varies
Financing: No
Qualif: \$100K net worth w/\$50K liquid

Tapinto.net ■ ▼

New Providence, N.J.
 tapinto.net
 Local online news sites
Began: 2008, Franchising: 2013
Units: US: 34, CAN: 0, FOR: 0, CO: 3
Cost: \$6.8K-\$13K, Rty: 10%
Financing: No

Town Money Saver ■ ▼

Lucas, Ohio
 townmoneysaver.com
 Direct-mail advertising
Began: 1992, Franchising: 2005
Units: US: 41, CAN: 0, FOR: 0, CO: 0
Cost: \$8.2K-\$19.5K, Rty: 0
Financing: No
Qualif: \$5K-\$10K liquid

Valpak Direct Marketing Systems ■

St. Petersburg, Fla.
 valpakfranchising.com
 Direct-mail and digital advertising
Began: 1968, Franchising: 1988
Units: US: 158, CAN: 4, FOR: 0, CO: 5
Cost: \$82.2K-\$200.8K, Rty: 0
Financing: Yes
Qualif: \$150K net worth w/\$75K liquid

The Waiting Game ■ ▼

Lithia, Fla.
 waitinggamepublications.com
 Free monthly waiting-room publication
Began: 2009, Franchising: 2011
Units: US: 21, CAN: 2, FOR: 0, CO: 4
Cost: \$9.2K-\$11.1K, Rty: \$150-\$250/mo.
Financing: Yes
Qualif: \$6K-\$9K net worth w/\$6K-\$9K liquid

BUSINESS BROKERAGES

First Choice Business Brokers ■ ▼ ◆

Las Vegas
 fcbbi.com
 Business brokerage
Began: 1994, Franchising: 2005
Units: US: 19, CAN: 0, FOR: 0, CO: 1
Cost: \$41.2K-\$118.7K, Rty: 10%
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid

Murphy Business & Financial ■

Clearwater, Fla.
 murphyfranchise.com
 Business and franchise brokerage, commercial real estate
Began: 1994, Franchising: 2006
Units: US: 170, CAN: 10, FOR: 0, CO: 1
Cost: \$54.5K-\$113.6K, Rty: 10%
Financing: Yes
Qualif: \$50K net worth w/\$27K-\$50K liquid

BUSINESS COACHING/CONSULTING

The Alternative Board (TAB) ■

Westminster, Colo.
 thealternativeboard.com
 Peer advisory boards, business coaching
Began: 1990, Franchising: 1996
Units: US: 113, CAN: 14, FOR: 9, CO: 13
Cost: \$41.3K-\$57.2K, Rty: 10-50%
Financing: Yes
Qualif: \$300K net worth w/\$70K liquid

FocalPoint Coaching ■

Henderson, Nev.
 focalpointcoaching.com
 Business coaching and consulting
Began: 1999, Franchising: 2005
Units: US: 112, CAN: 35, FOR: 17, CO: 0
Cost: \$71.6K-\$119.5K, Rty: \$1.8K/mo.
Financing: Yes
Qualif: \$200K net worth w/\$50K liquid

Franchise Creator ■ ▼

Miami
 franchisecreator.com
 Franchise consulting
Began: 2011, Franchising: 2013
Units: US: 1, CAN: 0, FOR: 0, CO: 1
Cost: \$24.3K-\$28.6K, Rty: 0
Financing: Yes
Qualif: \$20K net worth w/\$20K liquid

The Growth Coach ■

Cincinnati
 thegrowthcoach.com
 Small-business and sales coaching and mentoring
Began: 2002, Franchising: 2003
Units: US: 100, CAN: 3, FOR: 15, CO: 0
Cost: \$55.1K-\$85K, Rty: 10%
Financing: Yes
Qualif: \$40K liquid

INVENTORY-CONTROL SERVICES

Barmetrix USA ■

Silver Spring, Md.
 barmetrix.com
 Food and liquor inventory-control services
Began: 1999, Franchising: 2007
Units: US: 9, CAN: 4, FOR: 0, CO: 0
Cost: \$66.6K-\$99.9K, Rty: \$28/audit
Financing: No
Qualif: \$150K net worth w/\$50K liquid

Sculpture Hospitality ■ ▼

Toronto
 sculpturehospitality.com
 Liquor inventory-control services
Began: 1987, Franchising: 1990
Units: US: 300, CAN: 26, FOR: 50, CO: 5
Cost: \$43.4K-\$57.1K, Rty: \$15/audit
Financing: Yes
Qualif: \$50K net worth w/\$30K liquid

PROPERTY MANAGEMENT

All County Property Management Franchise ■ ▼

St. Petersburg, Fla.
 allcountyfranchise.com
 Property management
Began: 2008, Franchising: 2008
Units: US: 39, CAN: 0, FOR: 0, CO: 1
Cost: \$49.7K-\$88.4K, Rty: 7%
Financing: Yes

Book by Owner Resort Property Management ■ ▼

Lakewood, Colo.
 bbofranchising.com
 Resort property management
Began: 2003, Franchising: 2009
Units: US: 7, CAN: 0, FOR: 0, CO: 0
Cost: \$46K-\$85.4K, Rty: 6%
Financing: No
Qualif: \$100K net worth w/\$50K liquid

Keyrenter Property Management Franchise ■ ▼

Midvale, Utah
 keyrenterfranchise.com
 Residential property management
Began: 2007, Franchising: 2014
Units: US: 7, CAN: 0, FOR: 0, CO: 4
Cost: \$37K-\$79K, Rty: 6%
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid

Property Management Inc. ■ ▼ ◆

Lehi, Utah
 propertymanagementinc.com
 Commercial and residential property management
Began: 2008, Franchising: 2008
Units: US: 95, CAN: 0, FOR: 2, CO: 2
Cost: \$20.3K-\$61K, Rty: 6%
Financing: Yes
Qualif: \$45K-\$55K liquid

Real Property Management

Salt Lake City
 realpropertymgt.com
 Property management
Began: 1986, Franchising: 2005
Units: US: 266, CAN: 6, FOR: 0, CO: 0
Cost: \$56.6K-\$99.9K, Rty: 7%+
Financing: Yes

Renters Warehouse USA ■ ▼

Minnetonka, Minn.
 professional landlords.com
 Property management
Began: 2007, Franchising: 2011
Units: US: 28, CAN: 0, FOR: 0, CO: 1
Cost: \$43.5K-\$106.8K, Rty: 4.50%
Financing: Yes
Qualif: \$75K liquid

Wallace Property Management Group ■

Lexington, S.C.
 wallacepmgfranchise.com
 Property management
Began: 2006, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$51.4K-\$71.3K, Rty: 6%
Financing: Yes
Qualif: \$100K net worth w/\$40K-\$100K liquid

SHIPPING SERVICES

InXpress ■

Sandy, Utah
 inxpress.com
 Shipping services
Began: 1999, Franchising: 2000
Units: US: 80, CAN: 3, FOR: 180, CO: 0
Cost: \$55.3K-\$160.2K, Rty: 20.50%
Financing: No
Qualif: \$200K net worth w/\$75K liquid

Unishippers Global Logistics ■ ▼

Salt Lake City
 unishippers.com
 Shipping services
Began: 1987, Franchising: 1987
Units: US: 222, CAN: 0, FOR: 0, CO: 92
Cost: \$48.2K-\$2.2M, Rty: 18.5%/15%
Financing: Yes
Qualif: \$300K net worth w/\$75K liquid

SIGNS

FastSigns International

Carrollton, Texas
 fastsigns.com
 Signs, graphics
Began: 1985, Franchising: 1986
Units: US: 521, CAN: 26, FOR: 0, CO: 0
Cost: \$164.8K-\$299.9K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$80K liquid

Image360

Columbia, Md.
image360.com
Signs, digital imaging
Began: 1986, Franchising: 1987
Units: US: 303, CAN: 4, FOR: 5, CO: 4
Cost: \$136.2K-\$277.2K, Rty: 6%/3%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

STAFFING

AtWork Group

Knoxville, Tenn.
atwork.com
Temporary, temp-to-hire and direct-hire staffing
Began: 1990, Franchising: 1992
Units: US: 52, CAN: 0, FOR: 0, CO: 22
Cost: \$99.5K-\$174.5K, Rty: 6.50%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

Express Employment Professionals

Oklahoma City
expressfranchising.com
Staffing, HR solutions
Began: 1983, Franchising: 1985
Units: US: 677, CAN: 33, FOR: 15, CO: 0
Cost: \$120K-\$196K, Rty: 7.70%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

F-o-r-t-u-n-e Personnel Consultants

New York
fpcfranchise.com
Executive recruiting
Began: 1959, Franchising: 1973
Units: US: 63, CAN: 1, FOR: 0, CO: 1
Cost: \$93.1K-\$140.95K, Rty: 7%
Financing: Yes
Qualif: \$250K net worth w/\$100K liquid

Labor Finders

Palm Beach Gardens, Fla.
laborfinders.com
Industrial staffing
Began: 1975, Franchising: 1975
Units: US: 158, CAN: 0, FOR: 0, CO: 24
Cost: \$120.1K-\$206.6K, Rty: 3.50%
Financing: Yes
Qualif: \$150K net worth w/\$35K liquid

MRINetwork ■

Philadelphia
mrinetwork.com
Permanent placement and contract staffing
Began: 1957, Franchising: 1965
Units: US: 549, CAN: 0, FOR: 78, CO: 0
Cost: \$52.4K-\$786.7K, Rty: 9-3%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

NexGoal ■

Avon, Ohio
nexgoal.com
Recruiting, career coaching for former athletes
Began: 2009, Franchising: 2012
Units: US: 3, CAN: 0, FOR: 0, CO: 1
Cost: \$56.3K-\$93K, Rty: 8%
Financing: Yes
Qualif: \$100K net worth

PrideStaff

Fresno, Calif.
pridestaff.com
Staffing
Began: 1978, Franchising: 1995
Units: US: 60, CAN: 0, FOR: 0, CO: 3
Cost: \$147.8K-\$208.1K, Rty: Varies
Financing: Yes
Qualif: \$350K net worth w/\$200K liquid

TRAINING PROGRAMS

Dale Carnegie Training ■ ▼

Hauppauge, N.Y.
dalecarnegie.com
Workplace training and development
Began: 1912, Franchising: 2000
Units: US: 92, CAN: 8, FOR: 102, CO: 2
Cost: \$26K-\$182.5K, Rty: 12%
Financing: No
Qualif: \$250K net worth w/\$50K-\$200K liquid

Leadership Management ■ ▼

Waco, Texas
lmi-world.com
Leadership and organization training
Began: 1965, Franchising: 1965
Units: US: 164, CAN: 0, FOR: 0, CO: 0
Cost: \$20K-\$27.5K, Rty: 6%
Financing: Yes

Sandler Training

Owings Mills, Md.
sandler.com
Sales and sales-management training
Began: 1967, Franchising: 1983
Units: US: 161, CAN: 17, FOR: 73, CO: 0
Cost: \$91.5K-\$108.5K, Rty: to \$1.2K/mo.
Financing: No
Qualif: \$150K net worth w/\$91.5K-\$108.5K liquid

MISCELLANEOUS BUSINESS SERVICES

AmSpirit Business Connections ■ ▼

Columbus, Ohio
amspirit.com
Professional networking referral groups
Began: 2004, Franchising: 2006
Units: US: 8, CAN: 0, FOR: 0, CO: 4
Cost: \$13.9K-\$34.8K, Rty: 7%/23%
Financing: No

BlueGrace Logistics ▼

Riverview, Fla.
mybluegrace.com
Transportation management
Began: 2007, Franchising: 2011
Units: US: 56, CAN: 0, FOR: 0, CO: 2
Cost: \$39.5K-\$181.3K, Rty: 15-19%
Financing: Yes
Qualif: \$100K net worth w/\$100K liquid

Cartridge World

McHenry, Ill.
cartridgeworld.com
Ink and toner cartridges, printers, printer services and supplies
Began: 1997, Franchising: 1997
Units: US: 431, CAN: 2, FOR: 630, CO: 1
Cost: \$68.8K-\$150.8K, Rty: 6%
Financing: Yes
Qualif: \$150K net worth w/\$50K liquid

Office Evolution

Boulder, Colo.
officeevolution.com/franchise
Virtual office services, executive-suite and conference-room rentals
Began: 2003, Franchising: 2012
Units: US: 12, CAN: 0, FOR: 0, CO: 8
Cost: \$197.3K-\$299.7K, Rty: 7.50%
Financing: No
Qualif: \$300K net worth w/\$150K liquid

Proforma ■ ▼

Cleveland
onlyproforma.com
Printing and promotional products
Began: 1978, Franchising: 1985
Units: US: 650, CAN: 49, FOR: 3, CO: 0
Cost: \$4.7K-\$50.2K, Rty: 5-8%
Financing: No
Qualif: \$100K net worth w/\$50K liquid

Relocation Strategies ▼

Cincinnati
relocationstrategies.net
Corporate relocation consulting
Began: 1993, Franchising: 2001
Units: US: 6, CAN: 0, FOR: 0, CO: 1
Cost: \$44.5K-\$69.2K, Rty: 3-6%
Financing: Yes
Qualif: \$15K net worth w/\$10K liquid

Securis

Chantilly, Va.
securisfranchise.com
Data destruction, electronics recycling
Began: 2003, Franchising: 2013
Units: US: 8, CAN: 0, FOR: 0, CO: 1
Cost: \$86.1K-\$305.95K, Rty: 4%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

TEAM Referral Network Franchise ■ ▼

La Verne, Calif.
teamreferrallnetwork.com
Professional networking referral groups
Began: 2002, Franchising: 2011
Units: US: 8, CAN: 0, FOR: 1, CO: 2
Cost: \$13.9K-\$46K, Rty: 10%
Financing: No
Qualif: \$20K net worth w/\$10K liquid

CHILDREN'S BUSINESSES

CHILD CARE

Adventure Kids Playcare

Lewisville, Texas
adventurekidsplaycare.com
Child care/entertainment center
Began: 2004, Franchising: 2006
Units: US: 9, CAN: 0, FOR: 0, CO: 3
Cost: \$326.3K-\$565K, Rty: 5%
Financing: No
Qualif: \$350K net worth w/\$100K liquid

All About Kids

Liberty Township, Ohio
allaboutkidslc.com
Childcare learning center
Began: 2005, Franchising: 2008
Units: US: 11, CAN: 0, FOR: 0, CO: 0
Cost: \$678.99K-\$3.4M, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

Childrens Lighthouse Franchise

Fort Worth, Texas
childrenslighthousefranchise.com
Child care
Began: 1996, Franchising: 1999
Units: US: 36, CAN: 0, FOR: 0, CO: 8
Cost: \$634K-\$4M, Rty: 7%
Financing: Yes
Qualif: \$500K-\$950K net worth w/\$300K-\$650K liquid

Genius Kids ■ ♦

Fremont, Calif.
geniuskidsonline.com
Preschool, daycare, public-speaking enrichment programs
Began: 2001, Franchising: 2011
Units: US: 18, CAN: 0, FOR: 0, CO: 5
Cost: \$224.9K-\$574.5K, Rty: 6%
Financing: No
Qualif: \$150K net worth w/\$100K-\$300K liquid

Goddard Systems

King of Prussia, Pa.
goddardschoolfranchise.com
Preschool/educational child care
Began: 1986, Franchising: 1988
Units: US: 428, CAN: 0, FOR: 0, CO: 0
Cost: \$704.7K-\$880K, Rty: 7%
Financing: Yes
Qualif: \$650K net worth w/\$150K liquid



KidsPark

San Jose, Calif.
kidspark.com
Hourly child care
Began: 1988, Franchising: 2003
Units: US: 14, CAN: 0, FOR: 0, CO: 2
Cost: \$185K-\$340K, Rty: 5%
Financing: No
Qualif: \$500K net worth w/\$45K-\$65K liquid

KLA Schools

Miami
klaschoolsfranchise.com
Preschool/child care
Began: 2007, Franchising: 2009
Units: US: 7, CAN: 0, FOR: 0, CO: 4
Cost: \$511.5K-\$2.1M, Rty: 6%
Financing: Yes
Qualif: \$350K net worth w/\$200K liquid

The Learning Experience Academy of Early Education

Boca Raton, Fla.
thelearningexperience.com
Preschool/educational child care
Began: 1979, Franchising: 2003
Units: US: 116, CAN: 0, FOR: 0, CO: 25
Cost: \$495.3K-\$3.6M, Rty: 7%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

Lightbridge Academy

Piscataway, N.J.
lightbridgeacademy.com
Child care/early learning
Began: 1997, Franchising: 2011
Units: US: 6, CAN: 0, FOR: 0, CO: 11
Cost: \$464.4K-\$699.8K, Rty: 7%
Financing: Yes
Qualif: \$750K net worth w/\$200K liquid

Little Sunshine's Playhouse

Springfield, Mo.
littlesunshine.com
Preschool/child care
Began: 2002, Franchising: 2005
Units: US: 7, CAN: 0, FOR: 0, CO: 5
Cost: \$380.7K-\$486.5K, Rty: 7%
Financing: Yes
Qualif: \$500K net worth w/\$100K liquid

Montessori Kids Universe

Miami
montessorikidsuniverse.com
Educational child care
Began: 1988, Franchising: 2013
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$193.2K-\$261.7K, Rty: 6%
Financing: Yes

Primrose School Franchising

Acworth, Ga.
primrosefranchise.com
Educational child care
Began: 1982, Franchising: 1988
Units: US: 301, CAN: 0, FOR: 0, CO: 2
Cost: \$659.3K-\$5.5M, Rty: 7%
Financing: Yes
Qualif: \$700K-\$850K net worth w/\$450K-\$600K liquid

Rainbow Station

Glen Allen, Va.
rainbowstation.org
Preschool, after-school recreation, care for mildly ill children
Began: 1988, Franchising: 1999
Units: US: 8, CAN: 0, FOR: 3, CO: 2
Cost: \$3.5M-\$6.5M, Rty: 6%
Financing: Yes
Qualif: \$750K net worth w/\$750K liquid

CHILDREN'S ENRICHMENT PROGRAMS

Abrakadoodle

Sterling, Va.
abrakadoodle.com
Art-education programs
Began: 2002, Franchising: 2004
Units: US: 46, CAN: 0, FOR: 137, CO: 2
Cost: \$37.8K-\$80.5K, Rty: 8%
Financing: No
Qualif: \$100K net worth w/\$50K liquid

Baby Power/Forever Kids

Pittstown, N.J.
babypower.com
Play and enrichment programs
Began: 1973, Franchising: 1998
Units: US: 5, CAN: 0, FOR: 3, CO: 0
Cost: \$88.2K-\$110.7K, Rty: Varies
Financing: No
Qualif: \$150K-\$200K net worth w/\$25K liquid

Brick by Brick

Mount Pleasant, S.C.
buildbrickbybrick.com
Lego-building classes, camps, parties
Began: 2011, Franchising: 2013
Units: US: 2, CAN: 0, FOR: 3, CO: 2
Cost: \$34.2K-\$179.5K, Rty: 7%
Financing: Yes

Bricks 4 Kidz

St. Augustine, Fla.
bricks4kidz.com
Lego-engineering classes, camps, parties
Began: 2008, Franchising: 2009
Units: US: 514, CAN: 56, FOR: 79, CO: 1
Cost: \$33.8K-\$51.1K, Rty: 7%
Financing: No
Qualif: \$50K net worth w/\$30K liquid

Bricks Bots & Beakers

Blacksburg, Va.
bricksbotsbeakers.com
Science, technology, engineering and math camps, classes, parties
Began: 2012, Franchising: 2014
Units: US: 13, CAN: 0, FOR: 0, CO: 2
Cost: \$17.6K-\$27.5K, Rty: 7%
Financing: No
Qualif: \$50K net worth w/\$25K liquid

Chef It Up!/Chef It Up 2 Go!

Blairstown, N.J.
chefitupkids.com
Cooking classes and parties for children and adults
Began: 2003, Franchising: 2005
Units: US: 12, CAN: 0, FOR: 0, CO: 3
Cost: \$16.4K-\$59.8K, Rty: 6%
Financing: No
Qualif: \$10K liquid

CompuChild

Carmel, Ind.
compuchild.com
Science, technology, engineering, art and math classes
Began: 1994, Franchising: 2001
Units: US: 44, CAN: 1, FOR: 0, CO: 1
Cost: \$18.3K-\$33K, Rty: \$150+/mo.
Financing: No
Qualif: \$50K net worth w/\$8K-\$18K liquid

Drama Kids International

Leesburg, Va.
dramakidsfranchises.com
After-school drama classes and summer camps
Began: 1979, Franchising: 1989
Units: US: 54, CAN: 3, FOR: 138, CO: 0
Cost: \$28.5K-\$46.5K, Rty: 8%
Financing: Yes
Qualif: \$50K net worth w/\$25K liquid

Engineering for Kids

Fredericksburg, Va.
engineeringforkids.com
Math, science, technology and engineering activities
Began: 2009, Franchising: 2011
Units: US: 111, CAN: 1, FOR: 14, CO: 2
Cost: \$26.9K-\$93.6K, Rty: 7%
Financing: Yes
Qualif: \$35K liquid

Franchise Little Engineers

Tigard, Ore.
little-engineers.com
Engineering and technology after-school programs, summer camps and events
Began: 2012, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$23.6K-\$51.4K, Rty: 4-6%
Financing: No
Qualif: \$25K-\$50K net worth w/\$25K liquid

High Touch-High Tech

Asheville, N.C.
sciencemadefunfranchise.net
Science activities for schools/parties
Began: 1990, Franchising: 1993
Units: US: 147, CAN: 15, FOR: 6, CO: 28
Cost: \$59.9K-\$63.6K, Rty: 7%
Financing: Yes
Qualif: \$125K net worth w/\$40K-\$65K liquid

Ho Math Chess Tutoring Center

Vancouver, British Columbia
mathandchess.com
After-school math, chess and puzzle learning programs
Began: 1995, Franchising: 2004
Units: US: 2, CAN: 4, FOR: 5, CO: 1
Cost: \$34.1K-\$34.1K, Rty: 0
Financing: No
Qualif: \$25K net worth w/\$25K liquid

Hobby Quest

Englewood, N.J.
hobbyquest.com
Enrichment programs, camps, workshops, parties
Began: 2003, Franchising: 2012
Units: US: 6, CAN: 0, FOR: 0, CO: 1
Cost: \$39.2K-\$54.7K, Rty: 7%
Financing: Yes
Qualif: \$20K liquid

IslandTime Treasures

Ellenton, Fla.
islandtimetreasures.com
Art-based science, engineering and math classes
Began: 2011, Franchising: 2012
Units: US: 10, CAN: 0, FOR: 1, CO: 2
Cost: \$13K-\$25.9K, Rty: 6%
Financing: Yes
Qualif: \$50K-\$75K net worth w/\$10K-\$20K liquid

KidzArt

Jackson, Mich.
kidzart.com
Art-education programs, products and services
Began: 1997, Franchising: 2002
Units: US: 56, CAN: 9, FOR: 21, CO: 0
Cost: \$46.1K-\$52.8K, Rty: 8%
Financing: Yes
Qualif: \$25K net worth w/\$4K liquid

LearningRx

Colorado Springs, Colo.
learningrx-franchise.com
Learning enhancement, cognitive training, reading training
Began: 1986, Franchising: 2003
Units: US: 83, CAN: 0, FOR: 0, CO: 1
Cost: \$75K-\$209K, Rty: 10%
Financing: Yes
Qualif: \$100K-\$250K net worth w/\$35K-\$75K liquid

Little Medical School

St. Louis
littlemedicalschool.com
Medical-theme after-school and summer-camp programs
Began: 2010, Franchising: 2014
Units: US: 3, CAN: 0, FOR: 0, CO: 2
Cost: \$27.4K-\$45.8K, Rty: \$300-600/mo.
Financing: No



Nutty Scientists ■ ▼ ♦

Miami
nuttyscientists.com
Science education and entertainment programs
Began: 1996, Franchising: 1997
Units: US: 9, CAN: 2, FOR: 235, CO: 3
Cost: \$40.3K-\$54.6K, Rty: 8%
Financing: Yes
Qualif: \$40K net worth w/\$35K liquid

Parker-Anderson Enrichment ■ ▼

Van Nuys, Calif.
parkerandersonfranchise.com
Enrichment programs
Began: 2005, Franchising: 2014
Units: US: 2, CAN: 0, FOR: 0, CO: 1
Cost: \$32.5K-\$64.6K, Rty: 10%
Financing: No
Qualif: \$60K net worth w/\$25K liquid

Professor Egghead ■ ▼

Los Angeles
professoregghead.com
Science and engineering programs for ages 4 to 10
Began: 2007, Franchising: 2013
Units: US: 1, CAN: 0, FOR: 0, CO: 2
Cost: \$21.3K-\$34.8K, Rty: \$500/mo.
Financing: No
Qualif: \$50K net worth w/\$30K liquid

Romp n' Roll

Glen Allen, Va.
rompnroll.com
Recreational and enrichment classes, camps, parties
Began: 2004, Franchising: 2006
Units: US: 5, CAN: 0, FOR: 65, CO: 3
Cost: \$199K-\$286.5K, Rty: 6%
Financing: No
Qualif: \$250K net worth w/\$75K liquid

STEM For Kids

Raleigh, N.C.
stemforkids.net
Engineering, computer programming and robotics programs for ages 4 to 14
Began: 2011, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 4
Cost: \$63.8K-\$81.5K, Rty: 7%
Financing: Yes
Qualif: \$125K net worth w/\$39K-\$64K liquid

Taste Buds Kitchen

Queenstown, Md.
tastebudskitchen.com/franchise
Cooking events for children and adults
Began: 2007, Franchising: 2013
Units: US: 3, CAN: 0, FOR: 0, CO: 1
Cost: \$138.8K-\$286.9K, Rty: 9%
Financing: Yes

The Whole Child Learning Company ■ ▼

Blacksburg, Va.
wholechild.com
Enrichment and tutoring programs
Began: 1996, Franchising: 1999
Units: US: 46, CAN: 0, FOR: 0, CO: 4
Cost: \$32.6K-\$38.8K, Rty: 7%
Financing: Yes
Qualif: \$75K net worth w/\$40K liquid

Young Rembrandts Franchise ■ ▼

Elgin, Ill.
youngrembrandtsfranchise.com
Art classes for ages 3 to 12
Began: 1988, Franchising: 1997
Units: US: 93, CAN: 7, FOR: 7, CO: 0
Cost: \$40.2K-\$48.9K, Rty: 10-8%
Financing: No
Qualif: \$100K net worth w/\$40K liquid

Zaniac

Salt Lake City
zaniaclearning.com
Science, technology, engineering and math after-school programs and camps
Began: 2012, Franchising: 2013
Units: US: 2, CAN: 0, FOR: 0, CO: 2
Cost: \$157.5K-\$303K, Rty: 5%+
Financing: No
Qualif: \$1M net worth

CHILDREN'S ENTERTAINMENT

Club Tabby Franchise

Lake Charles, La.
clubtabby.com
Girls' products, makeovers, parties
Began: 2007, Franchising: 2009
Units: US: 5, CAN: 0, FOR: 0, CO: 1
Cost: \$166.6K-\$315K, Rty: 7.50%
Financing: No
Qualif: \$150K net worth w/\$150K liquid

The Coop Franchise Group

Studio City, Calif.
thecoop-la.com
Play and party space
Began: 2008, Franchising: 2015
Units: US: 1, CAN: 0, FOR: 0, CO: 1
Cost: \$150.5K-\$336.5K, Rty: 6%
Financing: Yes
Qualif: \$150K net worth w/\$25K liquid

GameTruck Licensing ■

Tempe, Ariz.
gametruckpartyfranchise.com
Mobile video game theaters
Began: 2006, Franchising: 2008
Units: US: 72, CAN: 0, FOR: 0, CO: 0
Cost: \$118.3K-\$318.4K, Rty: 7%
Financing: Yes
Qualif: \$150K net worth w/\$65K liquid

JungleQuest

Littleton, Colo.
junglequest.com
Indoor zipline, rope course and rock climbing for ages 5 to 13
Began: 1994, Franchising: 2013
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$297.99K-\$488.6K, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$300K liquid

Monkey Bizness Franchising

Centennial, Colo.
monkeybizness.com
Indoor play and party centers
Began: 2003, Franchising: 2006
Units: US: 5, CAN: 0, FOR: 0, CO: 1
Cost: \$390.5K-\$992.5K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$150K liquid

Monkey Joe's Parties & Play

Atlanta
monkeyjoes.com
Family entertainment centers
Began: 2004, Franchising: 2005
Units: US: 53, CAN: 0, FOR: 0, CO: 0
Cost: \$458.4K-\$755.6K, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

CHILDREN'S FITNESS

Amazing Athletes ■ ▼

Franklin, Tenn.
amazingathletes.com
Educational sports programs
Began: 2002, Franchising: 2006
Units: US: 85, CAN: 0, FOR: 0, CO: 0
Cost: \$34.2K-\$55.7K, Rty: \$40+/mo.
Financing: Yes
Qualif: \$30K net worth w/\$15K liquid

D-BAT Academies

Carrollton, Texas
dbat.net
Indoor baseball and softball training, batting cages, merchandise
Began: 1998, Franchising: 2007
Units: US: 23, CAN: 0, FOR: 0, CO: 0
Cost: \$310.2K-\$606.6K, Rty: \$15-\$35/member
Financing: No

Fun Bus Fitness Fun on Wheels ■

Martinsville, N.J.
funbuses.com
Mobile children's fitness programs
Began: 2000, Franchising: 2003
Units: US: 31, CAN: 0, FOR: 0, CO: 0
Cost: \$85K-\$114K, Rty: 7%
Financing: No
Qualif: \$100K net worth w/\$65K liquid

Goldfish Swim School Franchising

Birmingham, Mich.
goldfishswimschool.com
Infant and child swimming lessons
Began: 2006, Franchising: 2008
Units: US: 22, CAN: 0, FOR: 0, CO: 1
Cost: \$1.4M-\$1.9M, Rty: 6%
Financing: Yes
Qualif: \$750K-\$1M net worth w/\$400K-\$500K liquid

Great Play Children's Gyms

Greenwood Village, Colo.
greatplay.com
Children's gym
Began: 2006, Franchising: 2008
Units: US: 12, CAN: 0, FOR: 0, CO: 0
Cost: \$189K-\$426.5K, Rty: 6%
Financing: No
Qualif: \$300K net worth w/\$75K liquid

HappyFeet Legends International ■ ▼

Merriam, Kan.
happysoccerfeet.com
Soccer programs for ages 2 to 18
Began: 1989, Franchising: 2007
Units: US: 156, CAN: 4, FOR: 11, CO: 4
Cost: \$21.3K-\$25.2K, Rty: 8-10%
Financing: Yes
Qualif: \$18K-\$23K liquid

i9 Sports ■ ▼

Riverview, Fla.
i9sportsfranchise.com
Youth sports leagues, camps and clinics
Began: 2002, Franchising: 2003
Units: US: 123, CAN: 0, FOR: 0, CO: 16
Cost: \$44.9K-\$69.9K, Rty: 7.50%
Financing: No
Qualif: \$100K net worth w/\$50K-\$60K liquid

JumpBunch ■

Annapolis, Md.
jumpbunch.com
Mobile children's sports and fitness programs
Began: 2002, Franchising: 2002
Units: US: 56, CAN: 0, FOR: 2, CO: 0
Cost: \$40.3K-\$73.5K, Rty: 8%
Financing: Yes
Qualif: \$75K net worth w/\$42K liquid

Kidokinetics ■ ▼

Weston, Fla.
kidokinetics.com
Mobile children's fitness programs
Began: 2000, Franchising: 2006
Units: US: 5, CAN: 0, FOR: 0, CO: 10
Cost: \$42.9K-\$57K, Rty: 7%
Financing: No

Kidz On The Go ■

New Paltz, N.Y.
kidzonthego.com
Mobile children's fitness programs
Began: 1993, Franchising: 2007
Units: US: 2, CAN: 0, FOR: 0, CO: 2
Cost: \$100K-\$125K, Rty: 7%
Financing: No
Qualif: \$100K net worth w/\$50K-\$100K liquid

Kinderdance International ■ ▼

Melbourne, Fla.
kinderdance.com
Movement/educational programs
Began: 1979, Franchising: 1985
Units: US: 110, CAN: 3, FOR: 18, CO: 2
Cost: \$14.95K-\$46.1K, Rty: 6-12%
Financing: Yes
Qualif: \$10K net worth w/\$15K liquid

Leap4Fun ■ ▼

Henderson, Nev.
leap4fun.com
Mobile dance and gymnastics programs
Began: 1979, Franchising: 2013
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$26.7K-\$51.6K, Rty: 8%
Financing: No
Qualif: \$50K net worth w/\$30K liquid

The Little Gym

Scottsdale, Ariz.
thelittlegym.com
Development/fitness programs
Began: 1976, Franchising: 1992
Units: US: 198, CAN: 10, FOR: 94, CO: 0
Cost: \$147.8K-\$366K, Rty: 8%
Financing: Yes
Qualif: \$250K-\$300K net worth w/\$75K-\$150K liquid

Mighty Kicks ■

Fort Collins, Colo.
mightykicks.net
Mobile soccer programs for ages 2 to 7
Began: 2008, Franchising: 2010
Units: US: 23, CAN: 0, FOR: 0, CO: 1
Cost: \$9.2K-\$15.2K, Rty: to \$225/mo.
Financing: No

My Gym Children's Fitness Center ■ ▼

Sherman Oaks, Calif.
mygym.com
Early-learning/fitness programs
Began: 1983, Franchising: 1995
Units: US: 155, CAN: 12, FOR: 162, CO: 0
Cost: \$34.3K-\$247.2K, Rty: 7%
Financing: Yes
Qualif: \$35K-\$50K liquid

One Sports Nation ■

Phoenix
onesportsnation.com
Youth sports leagues
Began: 2012, Franchising: 2012
Units: US: 6, CAN: 0, FOR: 0, CO: 1
Cost: \$28.99K-\$45.8K, Rty: Varies
Financing: No
Qualif: \$30K net worth w/\$30K liquid

SafeSplash Swim School ■

Lone Tree, Colo.
safesplash.com
Child and adult swimming lessons, parties, summer camps
Began: 2005, Franchising: 2014
Units: US: 48, CAN: 0, FOR: 0, CO: 22
Cost: \$45K-\$1.5M, Rty: 0
Financing: No
Qualif: \$250K-\$1M net worth w/\$50K-\$500K liquid

Soccer Shots Franchising ■ ▼

Middletown, Pa.
soccershotsfranchising.com
Soccer programs for ages 2 to 8
Began: 1999, Franchising: 2005
Units: US: 155, CAN: 1, FOR: 0, CO: 10
Cost: \$31.7K-\$38.5K, Rty: 7%
Financing: No
Qualif: \$35K net worth w/\$20K liquid

TGA Premier Junior Golf ■ ▼

El Segundo, Calif.
franchisetga.com
Youth golf programs
Began: 2002, Franchising: 2006
Units: US: 49, CAN: 2, FOR: 1, CO: 2
Cost: \$16.2K-\$67.2K, Rty: 8%
Financing: Yes
Qualif: \$50K liquid.

TGA Premier Youth Tennis ■ ▼

El Segundo, Calif.
franchisetga.com
Youth tennis programs
Began: 2011, Franchising: 2011
Units: US: 27, CAN: 0, FOR: 0, CO: 1
Cost: \$16.2K-\$67.2K, Rty: 8%
Financing: Yes
Qualif: \$50K liquid

Tippi Toes ■

Waco, Texas
tippitoesdance.com
Children's dance classes
Began: 2002, Franchising: 2009
Units: US: 20, CAN: 0, FOR: 0, CO: 1
Cost: \$52K-\$62.5K, Rty: 10%
Financing: Yes
Qualif: \$50K net worth w/\$15K liquid

CHILDREN'S RETAIL

Children's Orchard

Minnetonka, Mich.
childrensorcharchard.com
New and used children's clothing, equipment, accessories
Began: 1980, Franchising: 1985
Units: US: 32, CAN: 0, FOR: 0, CO: 1
Cost: \$163K-\$258K, Rty: 4%
Financing: No
Qualif: \$350K net worth w/\$120K liquid

Just Between Friends Franchise Systems ■ ▼

Broken Arrow, Okla.
jbfale.com
Children's and maternity consignment events
Began: 1997, Franchising: 2004
Units: US: 147, CAN: 1, FOR: 0, CO: 2
Cost: \$26.97K-\$39.2K, Rty: 2-3%
Financing: No

Kid to Kid

Salt Lake City
kidtokid.com
New and used children's and maternity clothing and products
Began: 1992, Franchising: 1994
Units: US: 86, CAN: 1, FOR: 22, CO: 1
Cost: \$248.98K-\$373.5K, Rty: 5%
Financing: Yes
Qualif: \$70K net worth w/\$70K liquid

Once Upon A Child

Minneapolis
onceuponachild.com
New and used children's clothing, equipment, furniture, toys
Began: 1984, Franchising: 1992
Units: US: 282, CAN: 36, FOR: 0, CO: 0
Cost: \$244.8K-\$376.6K, Rty: 5%
Financing: No
Qualif: \$250K net worth w/\$72K-\$101K liquid

TUTORING

Athena Learning Centers ■ ▼

Princeton, N.J.
athenalearningcenters.com
Tutoring
Began: 2011, Franchising: 2012
Units: US: 6, CAN: 0, FOR: 0, CO: 3
Cost: \$10.7K-\$159.2K, Rty: Varies
Financing: Yes
Qualif: \$10K liquid

Best in Class Education Center

Seattle
bestinclasseducation.com
Supplemental education
Began: 1988, Franchising: 2011
Units: US: 20, CAN: 0, FOR: 0, CO: 10
Cost: \$56.7K-\$96.8K, Rty: 12%
Financing: No
Qualif: \$100K net worth w/\$40K liquid

Club Z!

In-Home Tutoring Services ■ ▼
Tampa, Fla.
clubztutoring.com
In-home tutoring
Began: 1995, Franchising: 1998
Units: US: 381, CAN: 9, FOR: 0, CO: 0
Cost: \$32.6K-\$56.6K, Rty: 6-8%
Financing: Yes
Qualif: \$100K net worth w/\$40K liquid

College Nannies and Tutors

Minneapolis
collegenanniesandtutors.com
Nanny-placement, babysitting, tutoring
Began: 2001, Franchising: 2005
Units: US: 94, CAN: 0, FOR: 0, CO: 1
Cost: \$176.7K-\$228.7K, Rty: 5%
Financing: Yes
Qualif: \$400K net worth w/\$50K liquid

Elite Tutoring Place

Naperville, Ill.
elitetutoringplace.com
Tutoring
Began: 2014, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$62K-\$128.5K, Rty: \$300/mo.
Financing: No
Qualif: \$33K liquid

Eye Level Learning Centers

Ridgefield Park, N.J.
myeyelevel.com
Supplemental education
Began: 1976, Franchising: 1976
Units: US: 226, CAN: 6, FOR: 341, CO: 741
Cost: \$75.6K-\$139.1K, Rty: \$29-36/student/subject
Financing: No
Qualif: \$150K net worth w/\$75K liquid

GradePower Learning

Farmingdale, N.Y.
gradelearning.com
Supplemental education
Began: 1984, Franchising: 1989
Units: US: 25, CAN: 118, FOR: 0, CO: 3
Cost: \$94.6K-\$243.5K, Rty: 10%
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid

Huntington Learning Centers

Oradell, N.J.
huntingtonfranchise.com
Tutoring and test prep
Began: 1977, Franchising: 1985
Units: US: 208, CAN: 0, FOR: 0, CO: 36
Cost: \$98.4K-\$198.2K, Rty: 9.50%
Financing: Yes
Qualif: \$150K net worth w/\$60K liquid

JEI Learning Centers

Los Angeles
jeilearning.com
Individualized supplemental education
Began: 1977, Franchising: 1992
Units: US: 69, CAN: 11, FOR: 223, CO: 232
Cost: \$60.8K-\$99.8K, Rty: \$24-\$29/subject/mo.
Financing: No
Qualif: \$100K net worth w/\$50K liquid

Kumon Math & Reading Centers

Teaneck, N.J.
kumonfranchise.com
Supplemental education
Began: 1954, Franchising: 1958
Units: US: 1,448, CAN: 329, FOR: 23,575, CO: 34
Cost: \$64.1K-\$134.1K, Rty: \$32-\$36/student/mo.
Financing: No
Qualif: \$150K net worth w/\$70K liquid

Mathnasium Learning Centers

Los Angeles
mathnasium.com
Math tutoring
Began: 2002, Franchising: 2003
Units: US: 574, CAN: 17, FOR: 75, CO: 11
Cost: \$90.8K-\$137.6K, Rty: 10%
Financing: Yes
Qualif: \$100K net worth w/\$55K liquid

MathWizard ▼

Powell, Ohio
mathwizard.net
Tutoring
Began: 2001, Franchising: 2012
Units: US: 9, CAN: 0, FOR: 0, CO: 11
Cost: \$17.2K-\$66K, Rty: 12%
Financing: No

Omega Learning Center

Kennesaw, Ga.
omegafanchise.com
Tutoring/private school
Began: 2005, Franchising: 2007
Units: US: 13, CAN: 0, FOR: 0, CO: 0
Cost: \$151.2K-\$193.9K, Rty: 10%
Financing: Yes
Qualif: \$300K net worth w/\$100K liquid

Salisbury Tutoring Academy Franchise Group ■ ▼

Salisbury, N.C.
staltd.com
Tutoring and behavior modification
Began: 1996, Franchising: 2007
Units: US: 1, CAN: 0, FOR: 0, CO: 1
Cost: \$35K-\$265.8K, Rty: 10%
Financing: Yes
Qualif: \$100K net worth w/\$5K liquid

Tutor Doctor ■

Toronto
tutordocoropportunity.com
Tutoring
Began: 2000, Franchising: 2003
Units: US: 246, CAN: 107, FOR: 76, CO: 0
Cost: \$62.5K-\$100.7K, Rty: 8%
Financing: Yes
Qualif: \$75K-\$100K net worth w/\$50K liquid

MISCELLANEOUS CHILDREN'S BUSINESSES

Apex Fun Run ■

Scottsdale, Ariz.
apexfunrun.com
Elementary-school fundraising programs
Began: 2011, Franchising: 2012
Units: US: 60, CAN: 0, FOR: 0, CO: 0
Cost: \$60.5K-\$86.2K, Rty: 8%
Financing: Yes
Qualif: \$15K liquid

Baby Bodyguards ▼

Brooklyn, N.Y.
babybodyguards.com
Baby proofing, CPR instruction, car-seat installation
Began: 2008, Franchising: 2013
Units: US: 1, CAN: 0, FOR: 0, CO: 1
Cost: \$33.2K-\$59.9K, Rty: 7%
Financing: No
Qualif: \$25K net worth w/\$15K liquid

Ident-A-Kid Franchise ■ ▼

St. Petersburg, Fla.
identakid.com
Children's safety products and services
Began: 1986, Franchising: 2000
Units: US: 125, CAN: 0, FOR: 0, CO: 0
Cost: \$34.1K-\$44.3K, Rty: 0
Financing: Yes
Qualif: \$100K net worth w/\$25K liquid

Tot Squad ■

Los Angeles
thetotsquad.com
Stroller and car-seat cleaning, repair and installation
Began: 2011, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 3
Cost: \$50.6K-\$132.6K, Rty: 5%+
Financing: No
Qualif: \$50K net worth w/\$25K liquid

Wholesome Tummies Franchise

Orlando, Fla.
wholesometummies.com
Healthful school lunches
Began: 2007, Franchising: 2009
Units: US: 23, CAN: 0, FOR: 0, CO: 0
Cost: \$88.2K-\$270.3K, Rty: 6%
Financing: Yes
Qualif: \$350K net worth w/\$100K liquid

FINANCIAL SERVICES

BUSINESS FINANCIAL SERVICES

Commission Express ■

Fairfax, Va.
commissionexpress.com
Real estate commission factoring
Began: 1992, Franchising: 1996
Units: US: 49, CAN: 0, FOR: 0, CO: 1
Cost: \$172.3K-\$301.5K, Rty: 9%
Financing: No
Qualif: \$112K-\$192K net worth w/\$100K liquid

Expense Reduction Analysts ■

Addison, Texas
expensereduction.com
Cost-management consulting
Began: 1984, Franchising: 1993
Units: US: 154, CAN: 0, FOR: 307, CO: 4
Cost: \$66K-\$85.9K, Rty: 15%
Financing: No
Qualif: \$250K net worth w/\$54K-\$70K liquid

The Interface Financial Group - IFG 50/50 ■

Bethesda, Md.
interfacefinancial.com
Invoice discounting
Began: 1972, Franchising: 2014
Units: US: 49, CAN: 4, FOR: 9, CO: 0
Cost: \$86.8K-\$137.8K, Rty: 8%
Financing: Yes
Qualif: \$87K-\$138K net worth w/\$50K liquid

Liquid Capital ■

Toronto
lcfranchise.com
Accounts-receivable financing
Began: 1999, Franchising: 1999
Units: US: 52, CAN: 38, FOR: 5, CO: 2
Cost: \$200K-\$250K, Rty: 8%
Financing: Yes
Qualif: \$300K net worth w/\$225K liquid

Padgett Business Services

Athens, Ga.
smallbizpros.com
Financial, payroll, consulting and tax services
Began: 1965, Franchising: 1975
Units: US: 265, CAN: 128, FOR: 0, CO: 0
Cost: \$99.97K-\$99.97K, Rty: 9%+
Financing: Yes
Qualif: \$100K net worth w/\$100K liquid

Payroll Vault ▼

Littleton, Colo.
payrollvault.com
Payroll services
Began: 2007, Franchising: 2012
Units: US: 23, CAN: 0, FOR: 0, CO: 1
Cost: \$41.1K-\$68.99K, Rty: 8%+
Financing: No
Qualif: \$250K net worth w/\$100K liquid

RMH Business Solutions ▼

Plymouth, Minn.
rmhbusiness.com
Business formation, payroll, accounting, corporate tax returns, retirement planning
Began: 2012, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$41.1K-\$71.4K, Rty: 9%
Financing: Yes
Qualif: \$75K net worth w/\$35K liquid

Succentrix Business Advisors ▼

Athens, Ga.
succentrix.com
Accounting, payroll, tax and advisory services
Began: 2014, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 0
Cost: \$35.6K-\$48.3K, Rty: 7%
Financing: No
Qualif: \$50K-\$100K net worth w/\$50K liquid

Supporting Strategies ■

Beverly, Mass.
supportingstrategies.com
Bookkeeping and operational support for small businesses
Began: 2004, Franchising: 2013
Units: US: 26, CAN: 0, FOR: 0, CO: 1
Cost: \$50.4K-\$75.4K, Rty: 10%
Financing: No

INSURANCE

Estrella Insurance ▼ ♦

Miami
estrellainsurance.com
Auto, home and business insurance
Began: 1980, Franchising: 2008
Units: US: 97, CAN: 0, FOR: 0, CO: 0
Cost: \$49.95K-\$84K, Rty: 1-1.5%
Financing: Yes
Qualif: \$50K net worth w/\$50K liquid

Fiesta Auto Insurance and Tax

Huntington Beach, Calif.
fiestafranchise.com
Insurance, tax preparation
Began: 1998, Franchising: 2006
Units: US: 134, CAN: 0, FOR: 0, CO: 0
Cost: \$50.7K-\$107.5K, Rty: 15-25%
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid

Pronto Franchise ♦

Brownsville, Texas
prontofranchise.com
Insurance, financial services
Began: 1997, Franchising: 2009
Units: US: 33, CAN: 0, FOR: 0, CO: 97
Cost: \$31.3K-\$89.1K, Rty: 0
Financing: No
Qualif: \$200K-\$300K net worth w/\$70K-\$100K liquid

TAX SERVICES

Daniel Ahart Tax Service ▼

Doraville, Ga.
danielahart.com
Tax preparation, accounting and payroll services
Began: 2000, Franchising: 2005
Units: US: 26, CAN: 0, FOR: 0, CO: 1
Cost: \$26.3K-\$44.6K, Rty: 12%
Financing: Yes
Qualif: \$100K net worth w/\$20K liquid

H&R Block ▼ ♦

Kansas City, Mo.
hrblock.com/franchise
Tax preparation, electronic filing
Began: 1955, Franchising: 1956
Units: US: 3,899, CAN: 435, FOR: 101, CO: 6,365
Cost: \$31.5K-\$149.2K, Rty: 30%
Financing: Yes



Happy Tax Franchising ■ ▼

Miami Beach, Fla.
gethappytax.com
Tax preparation
Began: 2014, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 0
Cost: \$9.9K-\$19.9K, Rty: 10-20%
Financing: Yes
Qualif: \$10K net worth w/\$2K liquid

Liberty Tax Service ◆

Virginia Beach, Va.
libertytaxfranchise.com
Tax preparation, electronic filing
Began: 1972, Franchising: 1973
Units: US: 3,685, CAN: 197, FOR: 0, CO: 181
Cost: \$58.7K-\$71.9K, Rty: 14%
Financing: Yes
Qualif: \$50K net worth w/\$50K liquid

One Stop Tax Services ▼ ◆

Houston
onestoptax.com
Tax preparation
Began: 2009, Franchising: 2014
Units: US: 18, CAN: 0, FOR: 0, CO: 10
Cost: \$33K-\$58K, Rty: 12%
Financing: Yes
Qualif: \$75K net worth w/\$30K liquid

MISCELLANEOUS FINANCIAL SERVICES

ACFN-The ATM Franchise Business ■ ▼

San Jose, Calif.
acfnfranchised.com
Automated teller machines
Began: 1996, Franchising: 2003
Units: US: 228, CAN: 10, FOR: 0, CO: 0
Cost: \$40.4K-\$67.8K, Rty: 0
Financing: Yes
Qualif: \$50K liquid

American Title Loans

Salt Lake City
americantitleloans.com
Vehicle title loans
Began: 2006, Franchising: 2013
Units: US: 12, CAN: 0, FOR: 0, CO: 8
Cost: \$252.7K-\$419.3K, Rty: 5%
Financing: No
Qualif: \$500K net worth w/\$300K liquid

ATMtrailer ■ ◆

Amarillo, Texas
atmtrailer.com
Mobile automated teller machines
Began: 2011, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 0
Cost: \$65K-\$88.5K, Rty: \$0.50/transaction
Financing: No
Qualif: \$100K net worth w/\$65K-\$89K liquid

United Check Cashing ◆

Philadelphia
unitedcheckcashing.com
Check cashing and other financial services
Began: 1977, Franchising: 1991
Units: US: 97, CAN: 0, FOR: 0, CO: 0
Cost: \$226K-\$297K, Rty: Varies
Financing: Yes
Qualif: \$350K net worth w/\$120K liquid

FOOD/FULL-SERVICE RESTAURANTS

BUFFET RESTAURANTS

CiCi's Pizza

Coppell, Texas
cicispizza.com
All-you-can-eat pizza buffet
Began: 1985, Franchising: 1987
Units: US: 409, CAN: 0, FOR: 0, CO: 36
Cost: \$488.7K-\$757.98K, Rty: 4-6%
Financing: Yes
Qualif: \$750K net worth w/\$250K liquid

Golden Corral Franchising Systems

Raleigh, N.C.
goldencorralfranchise.com
Family steakhouse, buffet and bakery
Began: 1973, Franchising: 1987
Units: US: 387, CAN: 0, FOR: 0, CO: 108
Cost: \$1.97M-\$5.5M, Rty: 4%
Financing: Yes
Qualif: \$3M net worth w/\$500K liquid

Souper Salad

Dallas
souper salad.com
Soup and salad buffet
Began: 1978, Franchising: 2009
Units: US: 32, CAN: 0, FOR: 0, CO: 4
Cost: \$115K-\$911.2K, Rty: 5%
Financing: No
Qualif: \$350K net worth w/\$250K liquid

SPORTS BARS/PUBS

Arooga's Grille House & Sports Bar

Harrisburg, Pa.
aroogas.com
Sports-theme restaurant and bar
Began: 2007, Franchising: 2010
Units: US: 1, CAN: 0, FOR: 0, CO: 10
Cost: \$732K-\$2.3M, Rty: 5%
Financing: Yes
Qualif: \$2M net worth w/\$750K liquid

Buffalo Wings and Rings

Cincinnati
buffalowingsandrings.com
Chicken-wings restaurant/sports cafe
Began: 1984, Franchising: 1988
Units: US: 42, CAN: 0, FOR: 15, CO: 3
Cost: \$1.1M-\$2.8M, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$250K liquid

The Greene Turtle Sports Bar & Grille ◆

Hanover, Md.
thegreenturtle.com
Sports-theme restaurant and bar
Began: 1976, Franchising: 2003
Units: US: 29, CAN: 0, FOR: 0, CO: 11
Cost: \$1.5M-\$1.8M, Rty: 4%
Financing: Yes
Qualif: \$2M net worth w/\$400K liquid

Growler USA

Centennial, Colo.
growleru.com
Craft beer, wine, kombucha, food
Began: 2013, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$250K-\$400K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$75K liquid

Hooters Restaurant

Atlanta
hooters.com
Casual restaurant
Began: 1983, Franchising: 1986
Units: US: 150, CAN: 7, FOR: 67, CO: 191
Cost: \$906.5K-\$3.4M, Rty: 5%
Financing: Yes

Rock & Brews Franchising

El Segundo, Calif.
rockandbrews.com
Restaurant and bar
Began: 2010, Franchising: 2012
Units: US: 6, CAN: 0, FOR: 2, CO: 1
Cost: \$793K-\$2.4M, Rty: 4%
Financing: Yes
Qualif: \$3M net worth w/\$2M liquid

MISCELLANEOUS FULL-SERVICE RESTAURANTS

Bandana's Bar-B-Q

Chesterfield, Mo.
bandanasbbq.com
Barbecue restaurant
Began: 1996, Franchising: 2004
Units: US: 5, CAN: 0, FOR: 0, CO: 27
Cost: \$380K-\$1.1M, Rty: 5%
Financing: No
Qualif: \$250K liquid

Bar-B-Cutie

Brentwood, Tenn.
bar-b-cutie.com
Barbecue restaurant
Began: 1950, Franchising: 2003
Units: US: 9, CAN: 0, FOR: 0, CO: 2
Cost: \$418.9K-\$510.2K, Rty: 5%
Financing: Yes
Qualif: \$750K net worth w/\$150K liquid

Black Bear Diners

Redding, Calif.
blackbeardiner.com
Family restaurant
Began: 1995, Franchising: 2002
Units: US: 50, CAN: 0, FOR: 0, CO: 18
Cost: \$527.8K-\$1.5M, Rty: 4.5%
Financing: No

Buffalo's Cafe ◆

Beverly Hills, Calif.
buffalocafe.com
Buffalo-wings restaurant
Began: 1985, Franchising: 1990
Units: US: 15, CAN: 0, FOR: 3, CO: 2
Cost: \$392.6K-\$838.2K, Rty: 6%
Financing: Yes
Qualif: \$2M net worth w/\$500K liquid

Cheeburger Cheeburger ◆

Fort Myers, Fla.
cheeburger.com
Full-service restaurant
Began: 1986, Franchising: 1991
Units: US: 47, CAN: 0, FOR: 0, CO: 1
Cost: \$215.3K-\$577.5K, Rty: 5%
Financing: Yes

Denny's ◆

Spartanburg, S.C.
dennysfranchising.com
Family restaurant
Began: 1953, Franchising: 1963
Units: US: 1,428, CAN: 70, FOR: 38, CO: 160
Cost: \$1.2M-\$2.1M, Rty: 4.5%
Financing: Yes
Qualif: \$1M net worth w/\$350K liquid

DoubleDave's Pizzaworks Systems ◆

Austin
doubledaves.com
Pizza and beer
Began: 1984, Franchising: 1995
Units: US: 35, CAN: 0, FOR: 0, CO: 0
Cost: \$291.5K-\$344K, Rty: 5%
Financing: Yes
Qualif: \$300K net worth w/\$300K liquid

East Coast Wings ◆

Winston-Salem, N.C.
eastcoastwingsfranchise.com
Buffalo wings
Began: 1995, Franchising: 2004
Units: US: 32, CAN: 0, FOR: 0, CO: 2
Cost: \$658.9K-\$1.1M, Rty: 5%
Financing: Yes
Qualif: \$850K net worth w/\$250K liquid



Gyu-Kaku Japanese BBQ Restaurant

Gardena, Calif.
gyu-kaku.com
Japanese barbecue restaurant
Began: 1996, Franchising: 1997
Units: US: 12, CAN: 2, FOR: 630, CO: 16
Cost: \$781.8K-\$2.1M, Rty: 5%
Financing: No
Qualif: \$2M net worth w/\$500K liquid

Hwy 55 Burgers, Shakes & Fries

Mount Olive, N.C.
hwy55burgers.com
'50s-style diner
Began: 1991, Franchising: 1993
Units: US: 105, CAN: 0, FOR: 0, CO: 9
Cost: \$173.8K-\$324.6K, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$125K liquid

The Lost Cajun

Frisco, Colo.
thelostcajun.com
Cajun restaurant
Began: 2010, Franchising: 2013
Units: US: 5, CAN: 0, FOR: 0, CO: 2
Cost: \$178.1K-\$332.3K, Rty: 6%
Financing: No
Qualif: \$200K net worth w/\$100K liquid

The Melting Pot Restaurants

Tampa, Fla.
meltingpotfranchise.com
Fondue restaurant
Began: 1975, Franchising: 1984
Units: US: 126, CAN: 1, FOR: 4, CO: 3
Cost: \$959K-\$1.4M, Rty: 4.50%
Financing: Yes
Qualif: \$750K net worth w/\$325K liquid

Pepe's Mexican Restaurants

Chicago
pepes.com
Mexican restaurant
Began: 1967, Franchising: 1967
Units: US: 48, CAN: 0, FOR: 0, CO: 0
Cost: \$207K-\$652K, Rty: 4%
Financing: No

Quaker Steak & Lube

Sharon, Pa.
quakersteakandlube.com
Chicken wings, burgers, salads, steaks
Began: 1974, Franchising: 1997
Units: US: 45, CAN: 0, FOR: 0, CO: 14
Cost: \$1.7M-\$3.3M, Rty: 5%
Financing: No
Qualif: \$3M net worth w/\$500K liquid

FOOD/ QUICK SERVICE

BAKED GOODS

Auntie Anne's Hand-Rolled Soft Pretzels ■ ◆

Lancaster, Pa.
auntieannes.com
Soft pretzels
Began: 1988, Franchising: 1989
Units: US: 1,182, CAN: 1, FOR: 489, CO: 15
Cost: \$196.5K-\$370.1K, Rty: 7%
Financing: Yes
Qualif: \$400K net worth

Between Rounds Bakery Sandwich Cafe ◆

South Windsor, Conn.
betweenroundsbagels.com
Bagels, baked goods, deli items,
sandwiches, catering
Began: 1990, Franchising: 1992
Units: US: 1, CAN: 0, FOR: 0, CO: 3
Cost: \$313K-\$416K, Rty: 5%
Financing: Yes
Qualif: \$1M net worth w/\$300K liquid

Big Apple Bagels/My Favorite Muffin ◆

Deerfield, Ill.
babcorp.com
Bagels, sandwiches, muffins,
coffee, smoothies
Began: 1993, Franchising: 1993
Units: US: 82, CAN: 0, FOR: 0, CO: 0
Cost: \$273.3K-\$397.1K, Rty: 5%
Financing: Yes
Qualif: \$350K net worth w/\$100K liquid

Breadsmith

Whitefish Bay, Wis.
breadsmith.com
Hearth-baked breads
Began: 1993, Franchising: 1993
Units: US: 31, CAN: 0, FOR: 0, CO: 2
Cost: \$284K-\$385.5K, Rty: 7-5%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

Cinnabon ◆

Atlanta
cinnabon.com
Cinnamon rolls, baked goods, coffee
Began: 1985, Franchising: 1986
Units: US: 677, CAN: 25, FOR: 543, CO: 1
Cost: \$181.1K-\$387.5K, Rty: 6%
Financing: Yes
Qualif: \$400K net worth w/\$120K liquid

Cinnaholic ◆

Atlanta
cinnaholic.com
Cinnamon rolls, coffee
Began: 2010, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$170K-\$273.5K, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$50K liquid

Crumb & Get It Cookie Company

Radford, Va.
crumbandgetit.com
Made-to-order cookies
Began: 2006, Franchising: 2013
Units: US: 1, CAN: 0, FOR: 0, CO: 1
Cost: \$128.7K-\$178.5K, Rty: 6%
Financing: Yes
Qualif: \$300K net worth
w/\$100K liquid

Gigi's Cupcakes

Brentwood, Tenn.
gigiscupcakesusa.com
Cupcakes
Began: 2007, Franchising: 2008
Units: US: 99, CAN: 0, FOR: 0, CO: 2
Cost: \$235.5K-\$396K, Rty: 5%
Financing: Yes
Qualif: \$250K net worth w/\$100K liquid

Great American Cookies ◆

Norcross, Ga.
greatamericancookies.com
Cookies
Began: 1977, Franchising: 1977
Units: US: 323, CAN: 0, FOR: 21, CO: 0
Cost: \$183.2K-\$316.7K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$100K liquid

Great Harvest Franchising

Dillon, Mont.
greatharvest.com
Bread bakery
Began: 1976, Franchising: 1978
Units: US: 202, CAN: 0, FOR: 0, CO: 0
Cost: \$117.8K-\$622.7K, Rty: 4-7%
Financing: No
Qualif: \$350K net worth w/\$90K-\$100K liquid

Krispy Kreme Doughnut

Winston-Salem, N.C.
krispykreme.com
Doughnuts, coffee
Began: 1937, Franchising: 1947
Units: US: 166, CAN: 6, FOR: 745, CO: 113
Cost: \$275K-\$1.9M, Rty: 4.50%
Financing: Yes

Philly Pretzel Factory ◆

Philadelphia
phillypretzelfactory.com
Pretzels
Began: 1998, Franchising: 2004
Units: US: 153, CAN: 0, FOR: 0, CO: 9
Cost: \$119.9K-\$343.2K, Rty: 6%
Financing: Yes
Qualif: \$300K net worth w/\$100K liquid

Pretzelmaker ◆

Norcross, Ga.
pretzelmaker.com
Pretzels
Began: 1991, Franchising: 1992
Units: US: 234, CAN: 53, FOR: 7, CO: 0
Cost: \$154.5K-\$237.8K, Rty: 7%
Financing: Yes
Qualif: \$250K net worth w/\$100K liquid



Rise Biscuits and Donuts

Durham, N.C.
risebiscuitsdonuts.com
Biscuits, donuts, pastries, cakes,
sandwiches, coffee
Began: 2012, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$281.1K-\$412.5K, Rty: 6%
Financing: Yes

Sweet Arleen's International ◆

Westlake Village, Calif.
sweetarleens.com
Cupcakes, cakes, bread pudding
Began: 2009, Franchising: 2013
Units: US: 3, CAN: 0, FOR: 0, CO: 1
Cost: \$270.6K-\$439K, Rty: 6%
Financing: Yes

Sweet Times Cupcakes

Miami
sweettimescupcakes.com
Cupcakes
Began: 2012, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$147.8K-\$207.4K, Rty: 5%
Financing: Yes
Qualif: \$25K liquid

We're Rolling Pretzel Company ◆

Alliance, Ohio
wererolling.com
Soft pretzels, lemonade, frozen drinks
Began: 1996, Franchising: 2000
Units: US: 18, CAN: 0, FOR: 0, CO: 14
Cost: \$117K-\$260K, Rty: 5%
Financing: No
Qualif: \$150K net worth w/\$50K liquid

Wetzel's Pretzels ◆

Pasadena, Calif.
wetzels.com
Soft pretzels, lemonade, hot dogs
Began: 1994, Franchising: 1996
Units: US: 269, CAN: 2, FOR: 19, CO: 8
Cost: \$156.6K-\$370.9K, Rty: 7%
Financing: Yes
Qualif: \$200K net worth w/\$50K liquid



BARBECUE

Billy Sims BBQ

Tulsa, Okla.
billysimsbbq.com
Barbecue
Began: 2004, Franchising: 2008
Units: US: 41, CAN: 0, FOR: 0, CO: 3
Cost: \$169K-\$433K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$170K liquid

Dickey's Barbecue Pit Restaurants

Dallas
dickeys.com/franchise
Barbecue
Began: 1941, Franchising: 1994
Units: US: 503, CAN: 0, FOR: 0, CO: 11
Cost: \$121.7K-\$498.1K, Rty: 5%
Financing: No
Qualif: \$100K liquid

This Is It! Bar-B-Q & Seafood

Fayetteville, Ga.
ibelievethisisit.com
Barbecue, seafood, soul food
Began: 1987, Franchising: 2008
Units: US: 1, CAN: 0, FOR: 0, CO: 8
Cost: \$625K-\$1.2M, Rty: 5%
Financing: No
Qualif: \$750K net worth w/\$200K liquid

CHICKEN

Bojangles' Restaurants ♦

Charlotte, N.C.
bojangles-franchise.com
Cajun chicken, biscuits, iced tea
Began: 1977, Franchising: 1978
Units: US: 374, CAN: 0, FOR: 3, CO: 267
Cost: \$356.7K-\$558.8K, Rty: 4%
Financing: Yes
Qualif: \$1M net worth w/\$500K liquid

Brewster's Chicken ♦

Riverview, Fla.
completeexpressfoods.com
Chicken sandwiches, tenders, nuggets and sides
Began: 2008, Franchising: 2009
Units: US: 1, CAN: 0, FOR: 0, CO: 0
Cost: \$236.8K-\$697.3K, Rty: to 5%
Financing: Yes

Chester's ♦

Birmingham, Ala.
chestersinternational.com
Chicken
Began: 1952, Franchising: 2004
Units: US: 1,081, CAN: 12, FOR: 25, CO: 0
Cost: \$4.6K-\$303.1K, Rty: 0
Financing: Yes

Church's Chicken

Atlanta
churchs.com
Chicken
Began: 1952, Franchising: 1969
Units: US: 1,019, CAN: 15, FOR: 362, CO: 261
Cost: \$413.3K-\$1.3M, Rty: 5%
Financing: No
Qualif: \$650K net worth w/\$2M liquid

Golden Chick

Richardson, Texas
goldenchick.com
Chicken
Began: 1967, Franchising: 1972
Units: US: 140, CAN: 0, FOR: 0, CO: 5
Cost: \$758.95K-\$1.7M, Rty: 4%
Financing: No
Qualif: \$200K net worth w/\$150K liquid

Hurricane Grill & Wings

West Palm Beach, Fla.
hurricanewings.com
Chicken wings, sandwiches, salads
Began: 1995, Franchising: 2006
Units: US: 62, CAN: 0, FOR: 0, CO: 8
Cost: \$450K-\$895K, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$250K liquid

Wingstop Restaurants

Dallas
wingstop.com
Chicken wings
Began: 1994, Franchising: 1998
Units: US: 735, CAN: 0, FOR: 52, CO: 19
Cost: \$192.3K-\$688.4K, Rty: 6%
Financing: Yes
Qualif: \$400K net worth w/\$200K liquid

Zaxby's Franchising

Athens, Ga.
zaxbysfranchising.com
Chicken fingers, Buffalo wings, sandwiches, salads
Began: 1990, Franchising: 1994
Units: US: 567, CAN: 0, FOR: 0, CO: 122
Cost: \$284K-\$664.3K, Rty: 6%
Financing: No

COFFEE

The Coffee Beanery ♦

Flushing, Mich.
coffeebeanery.com
Coffee, tea, sandwiches, salads
Began: 1976, Franchising: 1985
Units: US: 53, CAN: 0, FOR: 16, CO: 2
Cost: \$61.5K-\$446K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

The Human Bean Drive Thru

Medford, Ore.
thehumanbean.com
Specialty coffee
Began: 1998, Franchising: 2002
Units: US: 40, CAN: 0, FOR: 0, CO: 14
Cost: \$164.3K-\$646K, Rty: 0
Financing: No
Qualif: \$350K net worth w/\$50K liquid

Logic in a Cup Espresso ♦

Lincoln City, Ore.
logicinacup.com
Coffee
Began: 2011, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$65K-\$364.7K, Rty: 6%
Financing: Yes
Qualif: \$25K net worth

Maui Wowi Hawaiian Coffees & Smoothies ■ ♦

Denver
mauiwowifranchise.com
Hawaiian coffee and smoothies
Began: 1982, Franchising: 1997
Units: US: 183, CAN: 0, FOR: 7, CO: 0
Cost: \$75K-\$300K, Rty: 0
Financing: Yes
Qualif: \$100K net worth w/\$40K liquid

Scooter's Coffee ♦

Omaha, Neb.
ownascooters.com
Specialty coffee, smoothies, pastries
Began: 1998, Franchising: 2001
Units: US: 121, CAN: 0, FOR: 0, CO: 0
Cost: \$272.5K-\$398.5K, Rty: 6%
Financing: No
Qualif: \$500K net worth w/\$100K liquid

FROZEN DESSERTS-FROZEN YOGURT

Menchie's ♦

Encino, Calif.
menchies.com
Self-serve frozen yogurt
Began: 2007, Franchising: 2008
Units: US: 358, CAN: 114, FOR: 23, CO: 1
Cost: \$218.3K-\$385.2K, Rty: 6%
Financing: Yes
Qualif: \$300K net worth w/\$120K liquid

Pinkberry Ventures ■ ♦

Santa Monica, Calif.
pinkberry.com
Frozen yogurt, frozen-yogurt shakes, Greek-yogurt smoothies
Began: 2005, Franchising: 2006
Units: US: 119, CAN: 5, FOR: 116, CO: 33
Cost: \$311.3K-\$615.8K, Rty: 6%
Financing: No
Qualif: \$400K net worth w/\$200K liquid

Red Mango - Yogurt Cafe & Juice Bar ♦

Dallas
redmangofranchise.com
Frozen yogurt, smoothies, juices, wraps
Began: 2006, Franchising: 2007
Units: US: 153, CAN: 0, FOR: 75, CO: 1
Cost: \$193.2K-\$501.3K, Rty: 6%
Financing: Yes
Qualif: \$350K net worth w/\$200K liquid

Yogen Fruz ♦

Markham, Ontario
yogenfruz.com
Frozen yogurt, soft-serve ice cream
Began: 1986, Franchising: 1987
Units: US: 109, CAN: 171, FOR: 725, CO: 7
Cost: \$135.7K-\$472.2K, Rty: 6%
Financing: Yes
Qualif: \$150K net worth w/\$40K-\$75K liquid

Yogurtland Franchising

Irvine, Calif.
franchise.yogurt-land.com
Self-serve frozen yogurt
Began: 2006, Franchising: 2007
Units: US: 271, CAN: 0, FOR: 29, CO: 19
Cost: \$307.2K-\$699.95K, Rty: 6%
Financing: Yes
Qualif: \$400K net worth w/\$200K liquid

FROZEN DESSERTS-ICE CREAM

Bahama Buck's Original Shaved Ice ♦

Lubbock, Texas
bahamabucks.com
Shaved ice, fruit smoothies
Began: 1989, Franchising: 1993
Units: US: 65, CAN: 0, FOR: 0, CO: 3
Cost: \$223.3K-\$720.8K, Rty: 6%
Financing: Yes
Qualif: \$400K net worth w/\$90K-\$200K liquid

Ben & Jerry's ♦

South Burlington, Vt.
benjerry.com
Ice cream, frozen yogurt, sorbet, smoothies
Began: 1978, Franchising: 1981
Units: US: 244, CAN: 4, FOR: 321, CO: 15
Cost: \$164.5K-\$485.8K, Rty: 3%
Financing: No
Qualif: \$350K net worth w/\$100K liquid

Bruster's Real Ice Cream

Bridgewater, Pa.
brusters.com
Ice cream, frozen yogurt, ices, sherbets
Began: 1989, Franchising: 1993
Units: US: 184, CAN: 0, FOR: 1, CO: 2
Cost: \$262K-\$1.3M, Rty: 5%
Financing: Yes
Qualif: \$75K-\$200K liquid



Cold Stone Creamery ♦

Scottsdale, Ariz.
kahalamgmt.com
Ice cream, sorbet
Began: 1988, Franchising: 1994
Units: US: 931, CAN: 7, FOR: 286, CO: 11
Cost: \$277.4K-\$464.4K, Rty: 6%
Financing: Yes
Qualif: \$125K liquid

Dippin' Dots Franchising ■ ♦

Paducah, Ky.
dippindots.com
Specialty ice cream, frozen yogurt, ices, sorbet
Began: 1988, Franchising: 1999
Units: US: 115, CAN: 1, FOR: 12, CO: 1
Cost: \$80K-\$366K, Rty: Varies
Financing: Yes
Qualif: \$250K net worth w/\$80K liquid

The Haagen-Dazs Shoppe ♦

Minneapolis
haagendazsshoppecompany.com
Ice cream, frozen yogurt
Began: 1961, Franchising: 1977
Units: US: 208, CAN: 0, FOR: 0, CO: 0
Cost: \$145.2K-\$457.4K, Rty: 4%
Financing: Yes
Qualif: \$200K net worth w/\$80K liquid

Marble Slab Creamery

Norcross, Ga.
marbleslab.com
Ice cream, frozen yogurt, baked goods
Began: 1999, Franchising: 1984
Units: US: 220, CAN: 83, FOR: 52, CO: 0
Cost: \$238.1K-\$371.6K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$100K liquid

Sloan's Ice Cream

West Palm Beach, Fla.
sloansicecream.com
Ice cream, candy, toys, novelty items
Began: 1999, Franchising: 2012
Units: US: 3, CAN: 0, FOR: 0, CO: 4
Cost: \$587.95K-\$896.6K, Rty: 6%
Financing: Yes
Qualif: \$750K-\$900K net worth w/\$150K-\$225K liquid

Sub Zero Ice Cream ♦

Provo, Utah
subzeroicecream.com
Ice cream, yogurt, custard, smoothies
Began: 2004, Franchising: 2005
Units: US: 47, CAN: 0, FOR: 0, CO: 2
Cost: \$160K-\$381K, Rty: 6%
Financing: Yes
Qualif: \$150K-\$250K net worth w/\$50K liquid

FROZEN DESSERTS-MISCELLANEOUS

Bowl of Heaven

Rancho Santa Margarita, Calif.
bowllofheaven.com
Acai bowls, smoothies, juice
Began: 2010, Franchising: 2012
Units: US: 5, CAN: 0, FOR: 0, CO: 2
Cost: \$161.5K-\$438.5K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$200K liquid

Culver Franchising System

Prairie du Sac, Wis.
culvers.com
Frozen custard, specialty burgers
Began: 1984, Franchising: 1988
Units: US: 545, CAN: 0, FOR: 0, CO: 7
Cost: \$1.4M-\$3.7M, Rty: 4%
Financing: Yes

Freddy's Frozen Custard

Wichita, Kan.
freddysusa.com
Frozen custard, steakburgers, hot dogs
Began: 2002, Franchising: 2004
Units: US: 141, CAN: 0, FOR: 0, CO: 15
Cost: \$596.2K-\$1.1M, Rty: 4.5%
Financing: Yes
Qualif: \$850K net worth w/\$250K liquid

Hokulia Shave Ice ■ ♦

Layton, Utah
hokuliashaveice.com
Shaved ice, frozen desserts
Began: 2009, Franchising: 2012
Units: US: 50, CAN: 0, FOR: 0, CO: 0
Cost: \$81.5K-\$133.5K, Rty: 6%
Financing: Yes
Qualif: \$200K net worth w/\$75K liquid

Kona Ice ■

Florence, Ky.
kona-ice.com
Shaved-ice truck
Began: 2007, Franchising: 2008
Units: US: 663, CAN: 3, FOR: 1, CO: 10
Cost: \$114.1K-\$129.4K, Rty: \$3K-\$4K/yr.
Financing: Yes
Qualif: \$20K-\$40K liquid

Milani Gelateria ▼

Miami Beach, Fla.
milanigelateria.com
Gelato
Began: 2010, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$176.4K-\$242.6K, Rty: 6%
Financing: Yes

Paciugo Gelato Caffe ♦

Dallas
paciugo.com
Gelato, pastries, beverages
Began: 2000, Franchising: 2004
Units: US: 33, CAN: 0, FOR: 0, CO: 4
Cost: \$83.5K-\$136.5K, Rty: 2.5%
Financing: Yes
Qualif: \$100K net worth w/\$60K liquid

Popbar

New York
pop-bar.com
Gelato, sorbetto and frozen yogurt on a stick
Began: 2010, Franchising: 2010
Units: US: 1, CAN: 1, FOR: 9, CO: 1
Cost: \$232.5K-\$428.5K, Rty: 6%
Financing: No
Qualif: \$300K net worth w/\$80K liquid

Repicci's Italian Ice & Gelato ■

Birmingham, Ala.
italianice.com
Italian ice and gelato
Began: 1998, Franchising: 2005
Units: US: 47, CAN: 0, FOR: 0, CO: 2
Cost: \$152.2K-\$176.4K, Rty: \$3K/yr.
Financing: Yes
Qualif: \$250K net worth w/\$60K liquid

Rita's Italian Ice ♦

Trevese, Pa.
ritasice.com
Italian ice, frozen custard
Began: 1984, Franchising: 1989
Units: US: 592, CAN: 3, FOR: 2, CO: 0
Cost: \$140.5K-\$414.2K, Rty: 6.5%
Financing: Yes
Qualif: \$300K net worth w/\$100K liquid

HAMBURGERS

Big Smoke Burger

Toronto
bigsmokeburger.com
Burgers
Began: 2007, Franchising: 2011
Units: US: 2, CAN: 4, FOR: 6, CO: 4
Cost: \$184.5K-\$417.5K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$200K liquid

BurgerFi International

North Palm Beach, Fla.
burgerfi.com
Burgers, hot dogs, fries, onion rings, custards
Began: 2011, Franchising: 2011
Units: US: 58, CAN: 0, FOR: 0, CO: 12
Cost: \$619K-\$1.1M, Rty: 5.5%
Financing: Yes
Qualif: \$1M net worth w/\$500K liquid

Burger 21

Tampa, Fla.
burger21franchise.com
Burgers
Began: 2010, Franchising: 2011
Units: US: 10, CAN: 0, FOR: 0, CO: 4
Cost: \$422.1K-\$974.4K, Rty: 5%
Financing: Yes
Qualif: \$600K net worth w/\$250K liquid

CaliBurger

Woodland Hills, Calif.
caliburgerintl.com
Burgers, sandwiches, fries, desserts
Began: 2011, Franchising: 2013
Units: US: 0, CAN: 0, FOR: 6, CO: 4
Cost: \$292K-\$774K, Rty: 6%
Financing: No

Carl's Jr. Restaurants

Carpinteria, Calif.
carlsjrfranchising.com
Burgers
Began: 1945, Franchising: 1984
Units: US: 913, CAN: 16, FOR: 328, CO: 238
Cost: \$1.3M-\$1.9M, Rty: 4%
Financing: Yes
Qualif: \$1M net worth w/\$300K liquid

Checkers and Rally's Restaurants

Tampa, Fla.
checkersfranchising.com
Burgers, fries
Began: 1986, Franchising: 1989
Units: US: 471, CAN: 0, FOR: 1, CO: 335
Cost: \$155.4K-\$1.3M, Rty: 4%
Financing: Yes
Qualif: \$750K net worth w/\$250K liquid

Fatburger North America ♦

Beverly Hills, Calif.
fatburger.com
Burgers
Began: 1952, Franchising: 1990
Units: US: 73, CAN: 44, FOR: 39, CO: 3
Cost: \$498.1K-\$850.6K, Rty: 6%
Financing: Yes
Qualif: \$2M net worth w/\$500K liquid

Good Stuff Eatery

Washington, D.C.
goodstuffeatery.com
Burgers, fries, shakes
Began: 2008, Franchising: 2014
Units: US: 1, CAN: 0, FOR: 1, CO: 4
Cost: \$1M-\$1.3M, Rty: 7%
Financing: No
Qualif: \$1M-\$3M net worth w/\$500K liquid

Hardee's

St. Louis
ckefranchise.com
Burgers, chicken, biscuits
Began: 1961, Franchising: 1962
Units: US: 1,589, CAN: 0, FOR: 305, CO: 192
Cost: \$1.3M-\$1.9M, Rty: 4%
Financing: Yes
Qualif: \$1M net worth w/\$300K liquid

McDonald's

Oak Brook, Ill.
aboutmcdonalds.com
Burgers, chicken, salads, beverages
Began: 1955, Franchising: 1955
Units: US: 12,867, CAN: 1,174, FOR: 15,671, CO: 6,656
Cost: \$989.4K-\$2.2M, Rty: 0
Financing: Yes
Qualif: \$750K liquid

Mooyah Franchise

Plano, Texas
mooyah.com
Burgers, fries, shakes
Began: 2007, Franchising: 2007
Units: US: 70, CAN: 1, FOR: 8, CO: 4
Cost: \$383.4K-\$598.3K, Rty: 6%
Financing: No
Qualif: \$500K net worth w/\$200K liquid

FRANCHISE

Sonic Drive-In Restaurants

Oklahoma City
sonicfranchises.com
Burgers, hot dogs, chicken sandwiches,
breakfast, ice cream, beverages
Began: 1953, Franchising: 1959
Units: US: 3,127, CAN: 0, FOR: 0, CO: 391
Cost: \$1M-\$1.97M, Rty: 5%
Financing: Yes
Qualif: \$1M net worth w/\$1M liquid

Wayback Burgers

Cheshire, Conn.
waybackburgers.com
Burgers, fries, onion rings, shakes
Began: 1991, Franchising: 2006
Units: US: 97, CAN: 0, FOR: 5, CO: 0
Cost: \$174K-\$437.5M, Rty: 5%
Financing: Yes
Qualif: \$300K net worth w/\$100K liquid

HOT DOGS

Dave's the Doghouse

Scottsdale, Ariz.
davesdoghouse.com
Hot dogs
Began: 2002, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 2
Cost: \$25K-\$245.7K, Rty: 6.5%
Financing: No
Qualif: \$100K net worth w/\$50K liquid

Dog Haus

Pasadena, Calif.
doghaus.com
Hot dogs, sausages, hamburgers
Began: 2010, Franchising: 2013
Units: US: 6, CAN: 0, FOR: 0, CO: 3
Cost: \$347K-\$569K, Rty: 6%
Financing: No

Wienerschnitzel

Irvine, Calif.
wienerschnitzel.com
Hot dogs, ice cream
Began: 1961, Franchising: 1965
Units: US: 333, CAN: 0, FOR: 0, CO: 0
Cost: \$546.4K-\$1.4M, Rty: 5%
Financing: Yes
Qualif: \$600K net worth w/\$250K liquid

MEXICAN FOOD

America's Taco Shop

Scottsdale, Ariz.
kahalamgmt.com
Mexican food
Began: 2008, Franchising: 2011
Units: US: 5, CAN: 0, FOR: 0, CO: 4
Cost: \$247.6K-\$867.8K, Rty: 6%
Financing: Yes

Del Taco

Lake Forest, Calif.
deltaco.com
Mexican/American food
Began: 1964, Franchising: 1967
Units: US: 243, CAN: 0, FOR: 0, CO: 304
Cost: \$847.7K-\$1.8M, Rty: 5%
Financing: Yes
Qualif: \$1M net worth w/\$500K liquid

Fuzzy's Taco Shop

Fort Worth, Texas
fuzzystacos.com
Baja-style Mexican food
Began: 2003, Franchising: 2009
Units: US: 73, CAN: 0, FOR: 0, CO: 7
Cost: \$330.3K-\$704.2K, Rty: 3.5-5%
Financing: No
Qualif: \$500K net worth w/\$150K liquid

Mucho Burrito

Richmond Hill, Ontario
muchoburrito.com
Mexican food
Began: 2006, Franchising: 2006
Units: US: 3, CAN: 80, FOR: 2, CO: 1
Cost: \$282.5K-\$649.5K, Rty: 6%
Financing: Yes

Pancheros Mexican Grill

Coralville, Iowa
pancheros.com
Mexican food
Began: 1992, Franchising: 1995
Units: US: 39, CAN: 0, FOR: 0, CO: 26
Cost: \$374.3K-\$863K, Rty: 5%
Financing: No
Qualif: \$750K net worth w/\$250K liquid

Quesada Burritos - Tacos

Toronto
quesada.ca
Mexican food
Began: 2003, Franchising: 2010
Units: US: 0, CAN: 41, FOR: 0, CO: 3
Cost: \$156.2K-\$236.7K, Rty: 6%
Financing: Yes
Qualif: \$100K net worth w/\$65K liquid

Salsarita's Fresh Cantina

Charlotte, N.C.
salsaritas.com
Mexican food
Began: 1999, Franchising: 2000
Units: US: 64, CAN: 0, FOR: 0, CO: 8
Cost: \$483.6K-\$684.1K, Rty: 5%
Financing: Yes
Qualif: \$2M net worth w/\$750K liquid

Taco Bell

Irvine, Calif.
tacobellfranchise.com
Mexican food
Began: 1962, Franchising: 1964
Units: US: 5,024, CAN: 0, FOR: 248, CO: 926
Cost: \$1.2M-\$2.6M, Rty: 5.50%
Financing: No
Qualif: \$2M net worth w/\$750K liquid

Taco Rico Tex-Mex Cafe

Doral, Fla.
tacoricomiami.com
Mexican food
Began: 1991, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 5
Cost: \$129.8K-\$285.8K, Rty: 5%
Financing: Yes
Qualif: \$20K liquid

TacoTime

Scottsdale, Ariz.
kahalamgmt.com
Mexican food
Began: 1958, Franchising: 1961
Units: US: 146, CAN: 128, FOR: 0, CO: 4
Cost: \$328.4K-\$1.4M, Rty: 6%
Financing: Yes
Qualif: \$30K liquid

Una Mas

San Jose, Calif.
unamas.com
Mexican food
Began: 1991, Franchising: 1995
Units: US: 16, CAN: 0, FOR: 1, CO: 2
Cost: \$259K-\$367K, Rty: 5.5%
Financing: No
Qualif: \$500K net worth w/\$200K liquid

PIZZA

Buck's Pizza

DuBois, Pa.
buckspizza.com
Pizza, chicken, salads, pasta
Began: 1994, Franchising: 1994
Units: US: 23, CAN: 0, FOR: 0, CO: 2
Cost: \$165.5K-\$345.4K, Rty: 5%
Financing: Yes
Qualif: \$200K net worth w/\$60K liquid

Captain Tony's Pizza & Pasta Emporium

Deland, Fla.
captaintonys.com
Pizza, pasta, subs, wings
Began: 1972, Franchising: 1985
Units: US: 6, CAN: 0, FOR: 2, CO: 0
Cost: \$197.6K-\$389.8K, Rty: to 4.5%
Financing: No
Qualif: \$200K net worth w/\$80K liquid

Cottage Inn Pizza

Ann Arbor, Mich.
cottageinn.com
Pizza
Began: 1948, Franchising: 1986
Units: US: 42, CAN: 0, FOR: 0, CO: 10
Cost: \$99K-\$195K, Rty: 5%
Financing: No
Qualif: \$250K net worth w/\$150K liquid

Figaro's Pizza

Salem, Ore.
figaros.com
Pizza, take-and-bake pizza
Began: 1981, Franchising: 1986
Units: US: 47, CAN: 0, FOR: 9, CO: 0
Cost: \$123K-\$398.5K, Rty: 5%
Financing: Yes
Qualif: \$250K net worth w/\$150K liquid

Flippin' Pizza

San Diego
flippinpizza.com
Pizza, salads
Began: 2007, Franchising: 2010
Units: US: 17, CAN: 0, FOR: 1, CO: 2
Cost: \$221.3K-\$398.3K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$250K liquid

Fox's Pizza Den

Murrysville, Pa.
foxspizza.com
Pizza, sandwiches, wings, salads
Began: 1971, Franchising: 1974
Units: US: 250, CAN: 0, FOR: 1, CO: 0
Cost: \$110.6K-\$210.1K, Rty: \$300/mo.
Financing: No

Happy Joe's

Bettendorf, Iowa
happyjoes.com
Pizza, pasta, sandwiches, salads,
frozen yogurt
Began: 1972, Franchising: 1973
Units: US: 43, CAN: 0, FOR: 0, CO: 10
Cost: \$189K-\$1M, Rty: 4.5%
Financing: No
Qualif: \$500K net worth w/\$300K liquid

Hungry Howie's Pizza & Subs

Madison Heights, Mich.
hungryhowies.com
Pizza, subs, bread, wings, salads
Began: 1973, Franchising: 1982
Units: US: 533, CAN: 0, FOR: 0, CO: 18
Cost: \$239.7K-\$472K, Rty: 5%
Financing: Yes
Qualif: \$300K net worth w/\$100K liquid

Italian Joe's

Riverview, Fla.
completeexpressfoods.com
Pizza, hoagies, wings
Began: 2008, Franchising: 2009
Units: US: 0, CAN: 0, FOR: 0, CO: 0
Cost: \$185K-\$474.8K, Rty: to 5%
Financing: Yes

LaRosa's

Cincinnati
larosas.com
Pizza, Italian food
Began: 1954, Franchising: 1967
Units: US: 52, CAN: 0, FOR: 0, CO: 14
Cost: \$700K-\$900K, Rty: 4%
Financing: No
Qualif: \$500K net worth w/\$200K liquid



Ledo Pizza

Annapolis, Md.
ledopizza.com
Pizza, subs, pasta
Began: 1986, Franchising: 1989
Units: US: 99, CAN: 0, FOR: 0, CO: 0
Cost: \$126.3K-\$442K, Rty: 5%
Financing: No

NYPD Pizza

Orlando, Fla.
nypdpizzeria.com
Pizza
Began: 1996, Franchising: 2004
Units: US: 4, CAN: 0, FOR: 0, CO: 2
Cost: \$304.6K-\$789.9K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$75K-\$150K liquid

1000 Degrees Pizzeria ■

Galloway, N.J.
1000degreespizza.com
Assembly-line pizza and salads
Began: 2014, Franchising: 2014
Units: US: 3, CAN: 0, FOR: 0, CO: 1
Cost: \$134.6K-\$479.3K, Rty: 4.75-4.25%
Financing: Yes
Qualif: \$200K net worth w/\$75K liquid

Papa John's International

Louisville, Ky.
papajohns.com
Pizza
Began: 1985, Franchising: 1986
Units: US: 2,554, CAN: 94, FOR: 1,345, CO: 740
Cost: \$129.91K-\$844.2K, Rty: 5%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

Papa Murphy's

Vancouver, Wash.
papamurphys.com
Take-and-bake pizza
Began: 1981, Franchising: 1982
Units: US: 1,335, CAN: 20, FOR: 14, CO: 119
Cost: \$264.8K-\$446.2K, Rty: 5%
Financing: Yes
Qualif: \$275K net worth w/\$80K liquid

Pizza Factory ♦

Oakhurst, Calif.
pizzafactory.com
Pizza, pasta, sandwiches
Began: 1979, Franchising: 1985
Units: US: 106, CAN: 0, FOR: 0, CO: 2
Cost: \$151K-\$568.5K, Rty: 5%
Financing: No
Qualif: \$250K net worth w/\$90K liquid

Pizza Hut ♦

Plano, Texas
pizzahutfranchise.com
Pizza, pasta, wings
Began: 1958, Franchising: 1959
Units: US: 7,337, CAN: 0, FOR: 5,911, CO: 2,357
Cost: \$297K-\$2.1M, Rty: 6%
Financing: No
Qualif: \$700K net worth w/\$350K liquid

Pizza Ranch

Orange City, Iowa
pizzaranch.com
Pizza, chicken, salad bar, buffet
Began: 1981, Franchising: 1984
Units: US: 183, CAN: 0, FOR: 0, CO: 7
Cost: \$1M-\$2.8M, Rty: 4%
Financing: No
Qualif: \$273K-\$498K liquid

Pizza Rev

Westlake Village, Calif.
pizzarev.com
Assembly-line pizza, salads
Began: 2011, Franchising: 2013
Units: US: 10, CAN: 0, FOR: 0, CO: 17
Cost: \$509K-\$902.5K, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$250K liquid

Pizza Schmizza

Salem, Ore.
schmizza.com
Pizza
Began: 1993, Franchising: 2002
Units: US: 22, CAN: 0, FOR: 0, CO: 2
Cost: \$91K-\$361.95K, Rty: 5%
Financing: Yes
Qualif: \$250K net worth w/\$150K liquid

RedBrick Pizza

Dallas
redbrickpizza.com
Pizza
Began: 1999, Franchising: 1999
Units: US: 15, CAN: 0, FOR: 0, CO: 0
Cost: \$196.5K-\$570.8K, Rty: 5%
Financing: Yes
Qualif: \$350K net worth w/\$200K liquid

Romeo's Pizza

Medina, Ohio
romeospizza.com
Pizza, subs, wings, pasta, appetizers
Began: 2001, Franchising: 2001
Units: US: 35, CAN: 0, FOR: 0, CO: 0
Cost: \$98K-\$396K, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$100K liquid

Rosati's Pizza

Elgin, Ill.
rosatisfranchising.com
Pizza, Italian food
Began: 1964, Franchising: 2006
Units: US: 107, CAN: 0, FOR: 0, CO: 17
Cost: \$136.7K-\$733K, Rty: 5%
Financing: No
Qualif: \$250K net worth w/\$80K liquid

Sid's Pizza

Suwanee, Ga.
sidspizza.com
Pizza, wings, subs, salads, beverages
Began: 2003, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$228K-\$438.6K, Rty: 6-4%
Financing: No

Toppers Pizza

Whitewater, Wis.
toppers.com
Pizza, breadsticks
Began: 1991, Franchising: 2000
Units: US: 71, CAN: 0, FOR: 0, CO: 0
Cost: \$262.7K-\$490.6K, Rty: 5.5%
Financing: Yes
Qualif: \$750K-\$1M net worth w/\$350K-\$500K liquid

Your Pie

Athens, Ga.
yourpie.com
Assembly-line pizza
Began: 2008, Franchising: 2008
Units: US: 21, CAN: 0, FOR: 0, CO: 0
Cost: \$255K-\$436.1K, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

SANDWICHES

Blimpie Subs & Salads ♦

Scottsdale, Ariz.
kahalamgmt.com
Subs, salads
Began: 1964, Franchising: 1970
Units: US: 465, CAN: 0, FOR: 9, CO: 3
Cost: \$131.2K-\$395.1K, Rty: 6%
Financing: Yes
Qualif: \$75K liquid

Capriotti's Sandwich Shop

Las Vegas
capriottis.com
Subs
Began: 1976, Franchising: 1991
Units: US: 90, CAN: 0, FOR: 0, CO: 11
Cost: \$197K-\$427.5K, Rty: 6-7%
Financing: Yes
Qualif: \$500K net worth w/\$175K liquid

Deli Delicious ♦

Fresno, Calif.
deli-delicious.com
Sandwiches, salads, wraps
Began: 1996, Franchising: 2008
Units: US: 27, CAN: 0, FOR: 0, CO: 1
Cost: \$192.3K-\$431.2K, Rty: 6%
Financing: Yes
Qualif: \$100K liquid

Extreme Pita ♦

Richmond Hill, Ontario
extremepita.com
Pita wrap sandwiches, pizzas, smoothies, salads
Began: 1997, Franchising: 1998
Units: US: 22, CAN: 154, FOR: 0, CO: 2
Cost: \$160K-\$442K, Rty: 6%
Financing: Yes
Qualif: \$125K net worth w/\$80K liquid

Firehouse Subs

Jacksonville, Fla.
firehousesubs.com
Subs
Began: 1994, Franchising: 1995
Units: US: 870, CAN: 0, FOR: 0, CO: 31
Cost: \$128.8K-\$1.2M, Rty: 6%
Financing: Yes
Qualif: \$90K-\$100K liquid

The Great Steak & Potato ♦

Scottsdale, Ariz.
kahalamgmt.com
Philly cheesesteaks, fries, baked potatoes
Began: 1985, Franchising: 1986
Units: US: 68, CAN: 0, FOR: 16, CO: 0
Cost: \$151.2K-\$559.8K, Rty: 6%
Financing: Yes
Qualif: \$30K liquid

Great Wraps Grill

Atlanta
greatwraps.com
Hot wrapped sandwiches, paninis, rice bowls, salads, smoothies
Began: 1974, Franchising: 1983
Units: US: 64, CAN: 0, FOR: 0, CO: 1
Cost: \$159.5K-\$485.5K, Rty: 5.5%
Financing: Yes
Qualif: \$500K net worth w/\$100K liquid

Groucho's Deli ♦

Columbia, S.C.
grouchos.com
Subs, salads
Began: 1941, Franchising: 2001
Units: US: 31, CAN: 0, FOR: 0, CO: 1
Cost: \$72.7K-\$363.1K, Rty: 5.25%
Financing: No
Qualif: \$250K net worth w/\$60K liquid

Jersey Mike's Subs

Manasquan, N.J.
jerseymikes.com
Subs
Began: 1956, Franchising: 1987
Units: US: 928, CAN: 0, FOR: 0, CO: 38
Cost: \$203.2K-\$680.8K, Rty: 6.5%
Financing: Yes
Qualif: \$300K net worth w/\$100K liquid

Jimmy John's Gourmet Sandwiches

Champaign, Ill.
jimmyjohns.com
Gourmet sandwiches
Began: 1983, Franchising: 1993
Units: US: 2,238, CAN: 0, FOR: 0, CO: 48
Cost: \$323K-\$544K, Rty: 6%
Financing: Yes
Qualif: \$300K net worth w/\$80K liquid

Lee's Hoagie House ♦

Southampton, Pa.
leeshoagiehouse.com
Philly cheesesteaks, subs
Began: 1953, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 3
Cost: \$196.6K-\$317.4K, Rty: 5%
Financing: Yes

PrimoHoagies Franchising

Westville, N.J.
primohoagies.com
Italian subs
Began: 2002, Franchising: 2002
Units: US: 90, CAN: 0, FOR: 0, CO: 0
Cost: \$190.6K-\$332.9K, Rty: 5%
Financing: Yes

Roy Rogers Franchise

Frederick, Md.
royrogersrestaurants.com
Roast beef sandwiches, chicken, burgers
Began: 1968, Franchising: 1980
Units: US: 25, CAN: 0, FOR: 0, CO: 23
Cost: \$753.3K-\$1.4M, Rty: 5%
Financing: No
Qualif: \$1M net worth w/\$500K liquid

San Francisco Sourdough Eatery ♦

Coeur d'Alene, Idaho
sfsourdougheatery.com
Sourdough sandwiches, salads, soups
Began: 1999, Franchising: 2003
Units: US: 8, CAN: 0, FOR: 0, CO: 0
Cost: \$150.4K-\$293.8K, Rty: 6%
Financing: No
Qualif: \$250K net worth w/\$50K-\$100K liquid

Steak Escape Sandwich Grill

Columbus, Ohio
steakescape.com
Grilled sandwiches, burgers, baked potatoes, salads, fries
Began: 1982, Franchising: 1983
Units: US: 48, CAN: 0, FOR: 7, CO: 4
Cost: \$218.3K-\$620K, Rty: 6%
Financing: No
Qualif: \$250K net worth w/\$100K liquid

Subway ♦

Millford, Conn.
subway.com
Subs, salads
Began: 1965, Franchising: 1974
Units: US: 26,958, CAN: 3,154, FOR: 13,036, CO: 0
Cost: \$116.6K-\$263.2K, Rty: 8%
Financing: Yes
Qualif: \$80K-\$310K net worth w/\$30K-\$90K liquid

Togo's Franchisor

San Jose, Calif.
togosfranchise.com
Specialty sandwiches, salads, soups, wraps, catering
Began: 1971, Franchising: 1977
Units: US: 232, CAN: 0, FOR: 0, CO: 19
Cost: \$239.7K-\$501K, Rty: 5%
Financing: Yes
Qualif: \$300K net worth w/\$150K liquid

Tubby's Sub Shop

Roseville, Mich.
tubby.com
Subs
Began: 1968, Franchising: 1978
Units: US: 59, CAN: 0, FOR: 0, CO: 0
Cost: \$86.9K-\$253K, Rty: 6%
Financing: Yes
Qualif: \$350K-\$500K net worth w/\$75K liquid

SMOOTHIES

Juice It Up! ♦

Irvine, Calif.
juiceitupfranchise.com
Raw juices, smoothies, fruit bowls, healthful snacks
Began: 1995, Franchising: 1998
Units: US: 83, CAN: 0, FOR: 0, CO: 0
Cost: \$152.1K-\$377.8K, Rty: 6%
Financing: Yes
Qualif: \$300K net worth w/\$100K liquid

MixStirs ♦

Franklin Square, N.Y.
mixstirs.com
Smoothies, protein shakes, wraps, salads
Began: 2007, Franchising: 2007
Units: US: 10, CAN: 0, FOR: 0, CO: 0
Cost: \$59.1K-\$197.5K, Rty: 5%
Financing: Yes
Qualif: \$50K net worth w/\$25K liquid

Nrgize Lifestyle Cafe

Scottsdale, Ariz.
kahalamgmt.com
Smoothies, meal-replacement shakes, protein bars
Began: 2006, Franchising: 2006
Units: US: 101, CAN: 0, FOR: 0, CO: 0
Cost: \$98.7K-\$341.1K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$20K liquid

Robeks Fresh Juices & Smoothies ♦

Los Angeles
robeksfranchise.com
Smoothies, juices, healthful snacks
Began: 1996, Franchising: 2001
Units: US: 96, CAN: 0, FOR: 3, CO: 0
Cost: \$228.5K-\$339.5K, Rty: 6-7%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

Smoothie Factory

Dallas
smoothiefactoryfranchise.com
Smoothies, juices, nutritional supplements
Began: 1996, Franchising: 1997
Units: US: 36, CAN: 1, FOR: 0, CO: 0
Cost: \$143.6K-\$413.3K, Rty: 5%
Financing: Yes
Qualif: \$150K net worth w/\$75K liquid

Surf City Squeeze ♦

Scottsdale, Ariz.
kahalamgmt.com
Smoothies, fruit drinks, nutritional supplements
Began: 1988, Franchising: 1994
Units: US: 109, CAN: 0, FOR: 0, CO: 1
Cost: \$75.2K-\$397.3K, Rty: 6%
Financing: Yes

Tropical Smoothie Cafe ♦

Atlanta
tropicalsmoothiefranchise.com
Smoothies, wraps, salads, sandwiches, flatbreads
Began: 1997, Franchising: 1997
Units: US: 434, CAN: 0, FOR: 0, CO: 1
Cost: \$195.6K-\$427.1K, Rty: 6%
Financing: Yes
Qualif: \$300K net worth w/\$100K liquid

MISCELLANEOUS QUICK SERVICE

Captain D's

Nashville, Tenn.
captainsfranchising.com
Seafood
Began: 1969, Franchising: 1969
Units: US: 236, CAN: 0, FOR: 3, CO: 272
Cost: \$771K-\$1M, Rty: 4.5%
Financing: Yes
Qualif: \$1M net worth w/\$350K liquid

Cousins Maine Lobster

Los Angeles
cousinsmainelobster.com
Lobster food truck
Began: 2011, Franchising: 2014
Units: US: 9, CAN: 0, FOR: 0, CO: 1
Cost: \$200.9K-\$322.9K, Rty: 8%
Financing: Yes
Qualif: \$200K net worth w/\$25K liquid

D.P. Dough

Columbus, Ohio
dpdough.com
Calzones
Began: 1987, Franchising: 1996
Units: US: 23, CAN: 0, FOR: 0, CO: 1
Cost: \$241K-\$427.4K, Rty: 4%
Financing: No
Qualif: \$250K net worth w/\$100K liquid

Flame & Skewers

Bakersfield, Calif.
flameandskewers.com
Mediterranean food
Began: 2008, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 2
Cost: \$295.3K-\$459.6K, Rty: 5%
Financing: Yes
Qualif: \$1M net worth w/\$500K liquid

The Halal Guys

Hackensack, N.J.
thehalaguysny.com
Arabic street food
Began: 1990, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 3
Cost: \$231.6K-\$834K, Rty: 6%
Financing: Yes

L&L Hawaiian Barbecue

Honolulu
hawaiianbarbecue.com
Asian-American food
Began: 1976, Franchising: 1991
Units: US: 179, CAN: 0, FOR: 8, CO: 0
Cost: \$130.2K-\$520.5K, Rty: 3%
Financing: Yes
Qualif: \$500K-\$1M net worth w/\$150K-\$500K liquid

Orion Food Systems ♦

Sioux Falls, S.D.
hotstufffoods.com
Fast-food systems for nontraditional markets
Began: 1982, Franchising: 1993
Units: US: 835, CAN: 20, FOR: 0, CO: 1
Cost: \$58.5K-\$133K, Rty: 0
Financing: Yes
Qualif: \$100K net worth

Potatopia Franchise ♦

Edison, N.J.
potatopia.com
Potatoes, fries, potato chips, toppings
Began: 2011, Franchising: 2013
Units: US: 1, CAN: 0, FOR: 0, CO: 4
Cost: \$194.6K-\$482.6K, Rty: 6%
Financing: No
Qualif: \$250K net worth w/\$100K liquid

Samurai Sam's Teriyaki Grill

Scottsdale, Ariz.
kahalamgmt.com
Japanese food
Began: 1994, Franchising: 1995
Units: US: 30, CAN: 0, FOR: 0, CO: 1
Cost: \$115.2K-\$548.1K, Rty: 6%
Financing: Yes

Taste of Mediterranean ♦

Toronto
tasteofmediterranean.com
Greek and Middle Eastern food
Began: 2004, Franchising: 2007
Units: US: 4, CAN: 13, FOR: 0, CO: 0
Cost: \$98.8K-\$287.4K, Rty: \$1K/mo.
Financing: Yes
Qualif: \$250K net worth w/\$100K liquid

Thai Express ♦

Scottsdale, Ariz.
thaiexpress.ca
Thai food
Began: 2004, Franchising: 2004
Units: US: 0, CAN: 255, FOR: 16, CO: 0
Cost: \$370.9K-\$823.5K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

Waffle Brothers ♦

Denver
wafflebrothers.com
Waffles, chicken
Began: 2006, Franchising: 2013
Units: US: 0, CAN: 0, FOR: 0, CO: 2
Cost: \$153.5K-\$238.8K, Rty: 6%
Financing: Yes

Zoup! Systems

Southfield, Mich.
zouppfranchise.com
Soups, salads, sandwiches
Began: 1998, Franchising: 2003
Units: US: 71, CAN: 8, FOR: 0, CO: 2
Cost: \$365.9K-\$558.9K, Rty: 6%
Financing: Yes
Qualif: \$350K net worth w/\$120K-\$150K liquid

FOOD/RETAIL SALES

CANDY

Chocolate Works

Valley Stream, N.Y.
chocolateworks.com
Chocolate, candy, parties
Began: 1973, Franchising: 2012
Units: US: 14, CAN: 0, FOR: 0, CO: 1
Cost: \$284.8K-\$436.6K, Rty: 5%
Financing: Yes
Qualif: \$300K-\$5M net worth w/\$200K liquid

Fuzzziwig's Candy Factory

Durango, Colo.
fuzzziwigscandyfactory.com
Self-serve bulk candy
Began: 1996, Franchising: 2002
Units: US: 40, CAN: 0, FOR: 0, CO: 2
Cost: \$179K-\$348.4K, Rty: 6%
Financing: Yes
Qualif: \$400K net worth w/\$75K liquid

Kilwin's Chocolates Franchise

Petoskey, Mich.
kilwins.com
Chocolate, fudge, ice cream
Began: 1947, Franchising: 1982
Units: US: 98, CAN: 0, FOR: 0, CO: 4
Cost: \$351.6K-\$622.3K, Rty: 5%
Financing: No
Qualif: \$500K net worth w/\$125K liquid

Rocky Mountain Chocolate Factory ◆

Durango, Colo.
sweetfranchise.com
Chocolates, confections
Began: 1981, Franchising: 1982
Units: US: 199, CAN: 61, FOR: 12, CO: 4
Cost: \$115.6K-\$468.7K, Rty: 5%
Financing: No
Qualif: \$250K net worth w/\$50K liquid

Schwietert's Cones & Candy

Cannon Beach, Ore.
schweitertsfranchising.com
Candy and ice cream
Began: 1985, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 3
Cost: \$564.5K-\$888K, Rty: 6%
Financing: Yes
Qualif: \$750K net worth w/\$150K liquid

VENDING

Burritobox ■ ◆

Miami
theboxbrands.com
Burrito vending machines
Began: 2013, Franchising: 2014
Units: US: 10, CAN: 0, FOR: 0, CO: 5
Cost: \$55.4K-\$62K, Rty: 6%
Financing: Yes
Qualif: \$10K liquid

Fresh Healthy Vending ■

San Diego
freshvending.com
Snack and beverage vending machines
Began: 2010, Franchising: 2010
Units: US: 210, CAN: 6, FOR: 0, CO: 50
Cost: \$119.3K-\$306.6K, Rty: 6%
Financing: No
Qualif: \$120K net worth

IceBorn ■ ▼ ◆

Jacksonville Beach, Fla.
ice-born.com
Ice and water vending machines
Began: 2003, Franchising: 2012
Units: US: 35, CAN: 0, FOR: 0, CO: 121
Cost: \$27.1K-\$205.5K, Rty: to 6%
Financing: Yes
Qualif: \$50K-\$200K net worth w/to \$50K liquid

MISCELLANEOUS FOOD BUSINESSES

Beef Jerky Outlet Franchise

Seymour, Tenn.
beefjerkyoutlet.com
Jerky, sausages, specialty foods
Began: 1995, Franchising: 2010
Units: US: 29, CAN: 0, FOR: 0, CO: 9
Cost: \$159.3K-\$299.4K, Rty: 5.50%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

Doc Popcorn ■ ▼ ◆

Boulder, Colo.
docpopcorn.com
Kettle-cooked popcorn
Began: 2003, Franchising: 2009
Units: US: 90, CAN: 0, FOR: 6, CO: 2
Cost: \$39K-\$355.1K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$80K liquid

Dream Dinners

Snohomish, Wash.
dreamdinners.com
Do-it-yourself meal-assembly sessions
Began: 2002, Franchising: 2003
Units: US: 78, CAN: 0, FOR: 0, CO: 9
Cost: \$273.2K-\$418K, Rty: 6%
Financing: No
Qualif: \$450K net worth w/\$150K liquid

Edible Arrangements International ◆

Wallingford, Conn.
ediblearrangements.com
Sculpted fresh-fruit bouquets
Began: 1999, Franchising: 2000
Units: US: 1,084, CAN: 67, FOR: 51, CO: 4
Cost: \$192.7K-\$326.4K, Rty: 5%
Financing: Yes
Qualif: \$250K net worth w/\$80K liquid

Freggies

Burien, Wash.
freggies.com
Organic produce delivery
Began: 2003, Franchising: 2011
Units: US: 1, CAN: 0, FOR: 0, CO: 1
Cost: \$30K-\$42K, Rty: 12%
Financing: No
Qualif: \$30K-\$42K liquid

The HoneyBaked Ham Company & Cafe

Alpharetta, Ga.
honeybakedfranchise.com
Specialty ham and turkey store/cafe
Began: 1957, Franchising: 1998
Units: US: 193, CAN: 0, FOR: 0, CO: 234
Cost: \$281.8K-\$436.4K, Rty: 5-6%
Financing: Yes
Qualif: \$350K net worth w/\$100K-\$150K liquid

HUMAN Healthy Markets ■ ◆

Culver City, Calif.
healthymarkets.com
Healthful-food distribution
Began: 2008, Franchising: 2012
Units: US: 143, CAN: 2, FOR: 0, CO: 10
Cost: \$62.99K-\$133.5K, Rty: to 6%
Financing: Yes
Qualif: \$75K net worth w/\$75K liquid

The Spice & Tea Exchange

Palm Harbor, Fla.
spiceandtea.com
Spices, teas, related products
Began: 2008, Franchising: 2008
Units: US: 40, CAN: 0, FOR: 0, CO: 1
Cost: \$190.5K-\$291.7K, Rty: 7%
Financing: Yes
Qualif: \$200K net worth w/\$60K liquid

We Olive International

Paso Robles, Calif.
weolive.com
Gourmet foods, wine bar
Began: 2003, Franchising: 2005
Units: US: 12, CAN: 0, FOR: 0, CO: 2
Cost: \$285K-\$421.5K, Rty: 6%
Financing: Yes
Qualif: \$600K net worth w/\$100K-\$150K liquid

HEALTH BUSINESSES

HEALTH PRODUCTS

Amramp ■

South Boston, Mass.
amramp.com
Wheelchair-ramp rentals and sales
Began: 1970, Franchising: 2002
Units: US: 44, CAN: 1, FOR: 0, CO: 2
Cost: \$132.8K-\$214.9K, Rty: 3-12%
Financing: Yes
Qualif: \$200K net worth w/\$75K liquid

Good Feet Worldwide ◆

Carlsbad, Calif.
goodfeet.com
Arch supports, related products
Began: 1995, Franchising: 2003
Units: US: 100, CAN: 1, FOR: 8, CO: 4
Cost: \$39.7K-\$202.3K, Rty: 0
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

101 Mobility

Wilmington, N.C.
101mobilityfranchise.com
Mobility and accessibility equipment sales and services
Began: 2008, Franchising: 2010
Units: US: 107, CAN: 0, FOR: 0, CO: 4
Cost: \$113.6K-\$205.8K, Rty: 7-5%
Financing: Yes
Qualif: \$300K net worth w/\$100K liquid

Relax The Back

La Palma, Calif.
relaxthebackfranchise.com
Products for relief/prevention of back and neck pain
Began: 1984, Franchising: 1989
Units: US: 92, CAN: 1, FOR: 0, CO: 0
Cost: \$221K-\$371.2K, Rty: 2-5%
Financing: Yes
Qualif: \$500K net worth w/\$100K liquid

Zounds Hearing

Tempe, Ariz.
zoundshearing.com
Hearing aids
Began: 2009, Franchising: 2011
Units: US: 142, CAN: 0, FOR: 0, CO: 69
Cost: \$144.2K-\$214.5K, Rty: 5%
Financing: Yes
Qualif: \$250K net worth w/\$144K-\$214K liquid

HEALTH SERVICES

ActiveRx

Chandler, Ariz.
activerx.com
Strength training, physical therapy and chronic-disease management for ages 60+
Began: 2008, Franchising: 2011
Units: US: 10, CAN: 0, FOR: 0, CO: 1
Cost: \$148.5K-\$265.5K, Rty: 7%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid



AlignLife

Peoria, Ill.
alignlife.com
Chiropractic and natural health services
Began: 1999, Franchising: 2009
Units: US: 29, CAN: 0, FOR: 0, CO: 0
Cost: \$87.2K-\$252K, Rty: 6%
Financing: Yes
Qualif: \$20K liquid

ApexNetwork Physical Therapy

Ballwin, Mo.
apexnetworkfranchise.com
Physical therapy
Began: 1999, Franchising: 2008
Units: US: 12, CAN: 0, FOR: 0, CO: 20
Cost: \$164.9K-\$306.1K, Rty: 8%
Financing: Yes
Qualif: \$125K net worth w/\$50K liquid

BeBalanced Hormone Weight Loss Centers

Lancaster, Pa.
bebalancedfranchise.com
Hormone-based weight-loss and wellness services
Began: 2006, Franchising: 2013
Units: US: 1, CAN: 0, FOR: 0, CO: 1
Cost: \$87.9K-\$141.2K, Rty: 6%
Financing: Yes
Qualif: \$200K net worth w/\$40K liquid

Dr. Quinn Weight Loss

Clarkston, Mich.
drquinnweightloss.com
Medical weight-loss services
Began: 2006, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 4
Cost: \$176K-\$299.8K, Rty: 6%
Financing: Yes
Qualif: \$25K liquid

Fyzical Therapy & Balance Centers

Sarasota, Fla.
fyzicalbusiness.com
Physical therapy, balance treatment, preventative wellness services
Began: 2012, Franchising: 2013
Units: US: 97, CAN: 0, FOR: 0, CO: 0
Cost: \$141.3K-\$799.5K, Rty: 6%
Financing: Yes

GoTelecare

New York
franchise.gotelecare.com
Video health consultation and medical billing services
Began: 2012, Franchising: 2014
Units: US: 18, CAN: 0, FOR: 0, CO: 1
Cost: \$133.7K-\$170K, Rty: 0
Financing: Yes

HealthSource Chiropractic and Progressive Rehab

Avon, Ohio
healthsourcechiro.com
Chiropractic, rehab, nutrition and weight-loss services
Began: 1998, Franchising: 2006
Units: US: 356, CAN: 0, FOR: 0, CO: 0
Cost: \$57.7K-\$253.1K, Rty: 7%
Financing: Yes

The Joint

Scottsdale, Ariz.
thejoint.com
Chiropractic services
Began: 1999, Franchising: 2003
Units: US: 240, CAN: 0, FOR: 0, CO: 14
Cost: \$141.9K-\$337.2K, Rty: 7%
Financing: Yes
Qualif: \$500K net worth w/\$250K liquid

Medi-Weightloss Franchising USA

Tampa, Fla.
mediweightloss.com
Medical weight-loss and wellness program
Began: 2004, Franchising: 2008
Units: US: 70, CAN: 0, FOR: 1, CO: 7
Cost: \$207.3K-\$383.8K, Rty: \$3.8K-\$12.2K/mo.
Financing: Yes
Qualif: \$500K net worth w/\$300K liquid

OrthoNow

Doral, Fla.
orthonowcare.com
Orthopedic and sports-medicine urgent-care centers
Began: 2010, Franchising: 2012
Units: US: 1, CAN: 0, FOR: 0, CO: 1
Cost: \$182.8K-\$836.5K, Rty: \$1.5K-\$3.5K/mo.
Financing: Yes
Qualif: \$45K liquid

Project Walk

Carlsbad, Calif.
projectwalk.com
Paralysis recovery centers
Began: 1999, Franchising: 2012
Units: US: 5, CAN: 0, FOR: 0, CO: 1
Cost: \$200K-\$350K, Rty: 9%
Financing: Yes
Qualif: \$750K net worth w/\$350K liquid

Z Med Clinic

Houston
zmedclinic.com
Outpatient medical services
Began: 2008, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 7
Cost: \$112.6K-\$354.7K, Rty: 6%
Financing: Yes
Qualif: \$30K liquid

HOME IMPROVEMENT

KITCHEN/BATH REMODELING

DreamMaker Bath & Kitchen

Waco, Texas
dreammakerfranchise.com
Kitchen, bath and interior remodeling
Began: 1971, Franchising: 1972
Units: US: 34, CAN: 0, FOR: 0, CO: 0
Cost: \$94.9K-\$257.8K, Rty: 6-3%
Financing: Yes
Qualif: \$100K-\$400K net worth w/\$50K-\$100K liquid

Get A Grip Franchising

Albuquerque, N.M.
getagrip.com
Countertop, tub and tile resurfacing
Began: 1999, Franchising: 2007
Units: US: 16, CAN: 0, FOR: 0, CO: 1
Cost: \$43.6K-\$92.7K, Rty: 0
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid

Granite America

Louisville, Ky.
graniteamericausa.com
Granite and stone countertop sales, installation and service
Began: 2002, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 4
Cost: \$327.7K-\$576.2K, Rty: 5%
Financing: No
Qualif: \$250K net worth

Granite Transformations

Miramar, Fla.
granitetransformations.com
Kitchen and bath remodeling
Began: 1995, Franchising: 1997
Units: US: 59, CAN: 13, FOR: 70, CO: 3
Cost: \$98.6K-\$348.6K, Rty: 2%
Financing: Yes
Qualif: \$125K net worth w/\$75K liquid

Kitchen Solvers

La Crosse, Wis.
kitchensolversfranchise.com
Kitchen and bath remodeling and design
Began: 1982, Franchising: 1984
Units: US: 61, CAN: 2, FOR: 0, CO: 0
Cost: \$54.5K-\$97K, Rty: 6%
Financing: Yes
Qualif: \$100K net worth w/\$40K liquid

Kitchen Tune-Up

Aberdeen, S.D.
kitchentuneup.com
Residential and commercial kitchen and bath remodeling
Began: 1986, Franchising: 1988
Units: US: 170, CAN: 3, FOR: 0, CO: 0
Cost: \$45.9K-\$55.9K, Rty: 7%
Financing: Yes
Qualif: \$100K net worth w/\$40K liquid

Miracle Method Surface Refinishing

Colorado Springs, Colo.
miraclemethod.com
Kitchen and bathroom refinishing
Began: 1977, Franchising: 1980
Units: US: 132, CAN: 4, FOR: 0, CO: 1
Cost: \$75K-\$110K, Rty: 5.50%
Financing: Yes
Qualif: \$150K net worth w/\$85K-\$123K liquid

Re-Bath

Tempe, Ariz.
re-bath.com
Bathroom remodeling
Began: 1979, Franchising: 1991
Units: US: 135, CAN: 5, FOR: 5, CO: 0
Cost: \$81.4K-\$352.7K, Rty: Varies
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid

Surface Specialists

Matthews, N.C.
surfacespecialists.com
Bathtub repair and refinishing, tub liners, bath remodeling
Began: 1981, Franchising: 1982
Units: US: 44, CAN: 0, FOR: 0, CO: 0
Cost: \$43.2K-\$56K, Rty: 5%
Financing: Yes
Qualif: \$75K net worth w/\$25K liquid

ORGANIZATION/STORAGE SYSTEMS

Closet & Storage Concepts/ More Space Place

West Berlin, N.J.
closetandstorageconcepts.com
Residential/commercial closet and storage systems; Murphy beds
Began: 1987, Franchising: 2000
Units: US: 34, CAN: 0, FOR: 0, CO: 3
Cost: \$22.2K-\$197.2K, Rty: 5%
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid





Closets By Design Franchising

Cypress, Calif.
closetsbydesign.com
Custom closet and home/
office organization systems
Began: 1982, Franchising: 1998
Units: US: 35, CAN: 6, FOR: 0, CO: 3
Cost: \$126K-\$296.5K, Rty: 6.75%
Financing: No
Qualif: \$500K net worth w/\$100K liquid

ShelfGenie Franchise Systems

Atlanta
shelfgenie.com
Custom pullout shelving for cabinets
and pantries
Began: 2000, Franchising: 2008
Units: US: 114, CAN: 10, FOR: 0, CO: 40
Cost: \$70.1K-\$131.3K, Rty: 5%
Financing: Yes
Qualif: \$75K liquid

Tailored Living

Orange, Calif.
tailoredliving.com
Home organization products and services
Began: 2006, Franchising: 2006
Units: US: 149, CAN: 34, FOR: 0, CO: 0
Cost: \$111.1K-\$249.5K, Rty: Varies
Financing: Yes
Qualif: \$150K net worth w/\$100K liquid

PAINTING

CertaPro Painters Ltd.

Oaks, Pa.
ownacertapro.com
Residential and commercial painting
Began: 1992, Franchising: 1992
Units: US: 444, CAN: 28, FOR: 0, CO: 0
Cost: \$129K-\$161.5K, Rty: 5%
Financing: Yes
Qualif: \$200K net worth w/\$75K liquid

Five Star Painting

Spanish Fork, Utah
fivestarpaintingfranchise.com
Residential and commercial painting
Began: 2002, Franchising: 2005
Units: US: 81, CAN: 12, FOR: 26, CO: 2
Cost: \$53.2K-\$122.4K, Rty: 5-4%
Financing: Yes
Qualif: to \$200K net worth w/\$25K-\$55K liquid

360 Painting

Alexandria, Va.
360painting-franchise.com
Residential and commercial painting
Began: 2005, Franchising: 2006
Units: US: 39, CAN: 5, FOR: 0, CO: 1
Cost: \$65.6K-\$114.5K, Rty: 6%
Financing: Yes
Qualif: \$100K net worth w/\$35K liquid

WOOD REFINISHING

Mr. Sandless/Dr. DecknFence

Aston, Pa.
mrsandless.com
Interior and exterior sandless wood refinishing
Began: 2004, Franchising: 2005
Units: US: 220, CAN: 31, FOR: 7, CO: 11
Cost: \$26.8K-\$87.7K, Rty: 3%+
Financing: Yes
Qualif: \$35K net worth w/\$35K-\$50K liquid

N-Hance

Logan, Utah
nhancefranchise.com
Wood floor and cabinet refinishing
Began: 2001, Franchising: 2003
Units: US: 350, CAN: 30, FOR: 0, CO: 0
Cost: \$24.3K-\$131.98K, Rty: \$336-\$673/mo.
Financing: Yes
Qualif: \$15K net worth w/\$15K liquid

SandFree

Ardmore, Pa.
sandfree.com
Wood floor refinishing
Began: 2001, Franchising: 2002
Units: US: 11, CAN: 0, FOR: 0, CO: 2
Cost: \$30.6K-\$54.7K, Rty: 5%
Financing: Yes
Qualif: \$150K net worth w/\$40K liquid

MISCELLANEOUS HOME-IMPROVEMENT BUSINESSES

Aladdin Doors Franchising

Rolling Meadows, Ill.
aladdindoorsfranchise.com
Garage-door installation and repairs
Began: 2004, Franchising: 2012
Units: US: 3, CAN: 0, FOR: 0, CO: 2
Cost: \$29.9K-\$99.95K, Rty: 6-7%
Financing: Yes
Qualif: \$100K net worth w/\$30K liquid

America's Color Consultants

Richmond, Va.
americascolorconsultants.com
Paint-color consulting
Began: 2007, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 2
Cost: \$13.1K-\$41.1K, Rty: 6%
Financing: Yes

Archadeck Outdoor Living

Richmond, Va.
archadeckfranchise.com
Outdoor-living-space design and construction
Began: 1980, Franchising: 1984
Units: US: 56, CAN: 1, FOR: 0, CO: 0
Cost: \$46.5K-\$136.1K, Rty: to 5.5%
Financing: Yes
Qualif: \$100K net worth w/\$80K liquid

Border Magic/Boulder Designs

Rantoul, Ill.
bordermagic.com
Concrete landscape edging, walkways,
stepping stones, custom boulder signage
Began: 1987, Franchising: 2003
Units: US: 92, CAN: 0, FOR: 0, CO: 1
Cost: \$55.97K-\$129.8K, Rty: \$195-\$400/mo.
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

Budget Blinds

Orange, Calif.
budget-blinds-franchise.com
Window coverings, window film,
rugs, accessories
Began: 1992, Franchising: 1994
Units: US: 906, CAN: 102, FOR: 1, CO: 0
Cost: \$89.2K-\$187.1K, Rty: Varies
Financing: Yes
Qualif: \$90K net worth w/\$60K liquid

The Decor Group

Lubbock, Texas
thedecorgroup.com
Holiday and event lighting
Began: 1984, Franchising: 1996
Units: US: 225, CAN: 18, FOR: 0, CO: 0
Cost: \$20.7K-\$60.4K, Rty: 5%
Financing: No

Decorating Den Interiors

Easton, Md.
decoratingden.com
Interior decorating services and products
Began: 1969, Franchising: 1970
Units: US: 248, CAN: 15, FOR: 0, CO: 0
Cost: \$55.8K-\$79.6K, Rty: 7-9%
Financing: Yes
Qualif: \$50K net worth w/\$40K liquid

Fence Dynamics

Port Charlotte, Fla.
fencedynamicsfranchise.com
Fence sales and installation
Began: 2005, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$110.9K-\$154.1K, Rty: 0
Financing: No

Floor Coverings International

Norcross, Ga.
floorcoveringsinternational.com
Flooring
Began: 1988, Franchising: 1989
Units: US: 133, CAN: 11, FOR: 0, CO: 0
Cost: \$137.5K-\$310K, Rty: 5%
Financing: Yes
Qualif: \$200K net worth w/\$75K liquid

GarageExperts

Anaheim, Calif.
garageexperts.com
Floor coatings, cabinets, ceiling racks, slatwall
Began: 2008, Franchising: 2008
Units: US: 33, CAN: 1, FOR: 0, CO: 0
Cost: \$54.4K-\$80.3K, Rty: \$650-\$1.5K/mo.
Financing: No
Qualif: \$30K net worth w/\$30K liquid

Global Garage Flooring & Design

North Bend, Wash.
globalgarageflooring.com
Garage remodeling
Began: 2003, Franchising: 2013
Units: US: 2, CAN: 0, FOR: 0, CO: 0
Cost: \$93.4K-\$268.3K, Rty: 5%
Financing: No
Qualif: \$150K net worth w/\$50K liquid

Outdoor Lighting Perspectives

Richmond, Va.
outdoorlightingfranchise.com
Residential and holiday lighting
Began: 1995, Franchising: 1998
Units: US: 46, CAN: 1, FOR: 0, CO: 0
Cost: \$59.6K-\$109.6K, Rty: 7%
Financing: Yes
Qualif: \$100K net worth w/\$80K liquid

ProSource Wholesale

Earth City, Mo.
franchiseprosourcewholesale.com
Wholesale floor coverings, kitchen
and bath products
Began: 1990, Franchising: 1991
Units: US: 128, CAN: 3, FOR: 0, CO: 8
Cost: \$565.3K-\$592.6K, Rty: 3%
Financing: Yes
Qualif: \$900K net worth w/\$150K liquid

RedRhino

Los Angeles
redrhinoflooring.com
Epoxy floor coating installation
Began: 2006, Franchising: 2011
Units: US: 7, CAN: 0, FOR: 0, CO: 1
Cost: \$48.8K-\$78.4K, Rty: 8%
Financing: Yes
Qualif: \$50K liquid

United States Seamless

Fargo, N.D.
usseamless.com
Seamless steel siding, gutters, accessories
Began: 1992, Franchising: 1992
Units: US: 53, CAN: 0, FOR: 0, CO: 0
Cost: \$52.3K-\$111.4K, Rty: 0
Financing: Yes
Qualif: \$10K-\$20K liquid

USA Insulation

Eastlake, Ohio
usainsulationfranchise.com
Home insulation and weatherization
Began: 1985, Franchising: 2007
Units: US: 27, CAN: 0, FOR: 0, CO: 0
Cost: \$148.7K-\$179.5K, Rty: 5%
Financing: Yes
Qualif: \$75K liquid

HOTELS

Baymont Inn & Suites

Parsippany, N.J.
baymontinns.com
Hotels
Began: 1974, Franchising: 1987
Units: US: 373, CAN: 0, FOR: 0, CO: 0
Cost: \$171.97K-\$6.4M, Rty: 5%
Financing: Yes

Centerstone Inns, Hotels & Plaza Hotels

Windermere, Fla.
centerstonehotels.com
Hotels
Began: 2011, Franchising: 2011
Units: US: 8, CAN: 0, FOR: 0, CO: 0
Cost: \$3.1M-\$19.5M, Rty: 1.50%
Financing: Yes

Country Inns & Suites By Carlson

Minneapolis
countryinns.com
Hotels
Began: 1986, Franchising: 1987
Units: US: 436, CAN: 8, FOR: 26, CO: 7
Cost: \$6.6M-\$7.9M, Rty: 5%
Financing: No

Days Inn

Parsippany, N.J.
daysinn.com
Hotels
Began: 1970, Franchising: 1972
Units: US: 1,530, CAN: 107, FOR: 145, CO: 0
Cost: \$178.9K-\$7.7M, Rty: 5.50%
Financing: Yes

Doubletree by Hilton

McLean, Va.
hiltonworldwide.com
Upscale hotels and resorts
Began: 1969, Franchising: 1989
Units: US: 285, CAN: 7, FOR: 112, CO: 11
Cost: \$35.5M-\$62.4M, Rty: 5%
Financing: Yes

Embassy Suites by Hilton

McLean, Va.
hiltonworldwide.com
Upscale all-suite hotels
Began: 1983, Franchising: 1984
Units: US: 205, CAN: 2, FOR: 6, CO: 20
Cost: \$26.2M-\$39M, Rty: 3.5-5.5%
Financing: Yes

GrandStay Hospitality

Brooklyn Park, Minn.
grandstayhospitality.com
Hotels
Began: 2000, Franchising: 2000
Units: US: 29, CAN: 0, FOR: 0, CO: 0
Cost: \$5M-\$8.5M, Rty: 5%
Financing: No
Qualif: \$1M net worth w/\$500K liquid

Hampton by Hilton

Memphis, Tenn.
hiltonworldwide.com
Midprice hotels
Began: 1983, Franchising: 1984
Units: US: 1,939, CAN: 47, FOR: 67, CO: 1
Cost: \$3.8M-\$14.1M, Rty: 6%
Financing: Yes
Qualif: \$4M liquid

Hawthorn Suites by Wyndham

Parsippany, N.J.
hawthorn.com
Hotels
Began: 1986, Franchising: 1986
Units: US: 96, CAN: 0, FOR: 3, CO: 0
Cost: \$276.2K-\$12.1M, Rty: 5%
Financing: Yes

Hilton Garden Inn

Memphis, Tenn.
hiltonworldwide.com
Upscale midprice hotels
Began: 1990, Franchising: 1990
Units: US: 560, CAN: 21, FOR: 56, CO: 2
Cost: \$11.7M-\$22.3M, Rty: 5.50%
Financing: No

Hilton Hotels and Resorts

McLean, Va.
hiltonworldwide.com
Upscale hotels and resorts
Began: 1919, Franchising: 1965
Units: US: 213, CAN: 9, FOR: 225, CO: 113
Cost: \$55.99M-\$97.1M, Rty: 5%
Financing: No

Home2 Suites by Hilton

Memphis, Tenn.
hiltonworldwide.com
Midprice extended-stay hotels
Began: 2008, Franchising: 2009
Units: US: 55, CAN: 1, FOR: 1, CO: 0
Cost: \$7.4M-\$13.7M, Rty: 5%
Financing: Yes

Homewood Suites by Hilton

Memphis, Tenn.
hiltonworldwide.com
Upscale extended-stay hotels
Began: 1988, Franchising: 1988
Units: US: 353, CAN: 12, FOR: 2, CO: 0
Cost: \$9.9M-\$20.5M, Rty: 3.5-5.5%
Financing: Yes

Hospitality International

Tucker, Ga.
hifranchise.com
Hotels
Began: 1971, Franchising: 1977
Units: US: 249, CAN: 2, FOR: 1, CO: 0
Cost: \$133.6K-\$2.6M, Rty: 2.5-4%
Financing: No

Howard Johnson

Parsippany, N.J.
hojo.com
Hotels
Began: 1925, Franchising: 1954
Units: US: 271, CAN: 54, FOR: 94, CO: 0
Cost: \$161.7K-\$8.7M, Rty: 4.50%
Financing: Yes

Key West Inns, Hotels & Resorts

Windermere, Fla.
staykeywesthotels.com
Hotels
Began: 1989, Franchising: 1993
Units: US: 24, CAN: 0, FOR: 0, CO: 0
Cost: \$3.1M-\$19.7M, Rty: 1.50%
Financing: Yes

Knights Inn

Parsippany, N.J.
knightsinn.com
Hotels
Began: 1972, Franchising: 1991
Units: US: 360, CAN: 32, FOR: 0, CO: 0
Cost: \$109K-\$7.4M, Rty: Varies
Financing: Yes

Microtel Inn & Suites by Wyndham

Parsippany, N.J.
microtelinn.com
Hotels
Began: 1987, Franchising: 1988
Units: US: 300, CAN: 8, FOR: 17, CO: 0
Cost: \$4.5M-\$6.9M, Rty: 6%
Financing: Yes

Park Inn by Radisson

Minneapolis
parkinn.com
Hotels
Began: 1986, Franchising: 1993
Units: US: 12, CAN: 3, FOR: 117, CO: 0
Cost: \$1.7M-\$4.8M, Rty: 4.50%
Financing: No

Radisson

Minneapolis
radisson.com
Hotels
Began: 1962, Franchising: 1983
Units: US: 87, CAN: 16, FOR: 336, CO: 4
Cost: \$3.2M-\$9.9M, Rty: 5%
Financing: No

Ramada

Parsippany, N.J.
ramada.com
Hotels
Began: 1954, Franchising: 1990
Units: US: 408, CAN: 76, FOR: 356, CO: 0
Cost: \$195.7K-\$13.1M, Rty: 4.50%
Financing: Yes

Red Roof Franchising

Columbus, Ohio
redrooffranchising.com
Economy hotels
Began: 1972, Franchising: 1996
Units: US: 284, CAN: 0, FOR: 0, CO: 128
Cost: \$3.5M-\$4.8M, Rty: 4.50%
Financing: No

Super 8

Parsippany, N.J.
super8.com
Hotels
Began: 1974, Franchising: 1976
Units: US: 1,678, CAN: 132, FOR: 759, CO: 0
Cost: \$134.2K-\$4.3M, Rty: 5.50%
Financing: Yes

Travelodge

Parsippany, N.J.
travelodge.com
Hotels
Began: 1939, Franchising: 1966
Units: US: 333, CAN: 89, FOR: 0, CO: 0
Cost: \$172.7K-\$7.5M, Rty: 4.50%
Financing: Yes

TRYP by Wyndham

Parsippany, N.J.
tryphotels.com
Hotels
Began: 1975, Franchising: 2011
Units: US: 3, CAN: 1, FOR: 118, CO: 0
Cost: \$1.3M-\$22.9M, Rty: 5%
Financing: Yes

Wingate by Wyndham

Parsippany, N.J.
wingatehotels.com
Hotels
Began: 1995, Franchising: 1995
Units: US: 149, CAN: 3, FOR: 1, CO: 0
Cost: \$6.9M-\$10.6M, Rty: 4.50%
Financing: Yes



Wyndham Hotels and Resorts

Parsippany, N.J.
wyndham.com
Hotels
Began: 1981, Franchising: 1996
Units: US: 111, CAN: 1, FOR: 89, CO: 2
Cost: \$564.5K-\$65M, Rty: 5%
Financing: Yes

MAINTENANCE

CARPET CLEANING

Chem-Dry Carpet & Upholstery Cleaning ■ ▼

Nashville, Tenn.
chemdryfranchise.com
Carpet, drapery and upholstery cleaning;
tile and stone care
Began: 1977, Franchising: 1978
Units: US: 2,090, CAN: 61, FOR: 1,413, CO: 0
Cost: \$11.3K-\$141.5K, Rty: \$350/mo.
Financing: Yes
Qualif: \$50K net worth w/\$30K liquid

Oxi Fresh Franchising ■ ▼

Lakewood, Colo.
oxifreshfranchise.com
Carpet cleaning
Began: 2006, Franchising: 2006
Units: US: 278, CAN: 3, FOR: 0, CO: 6
Cost: \$37.7K-\$65.6K, Rty: \$295/mo.
Financing: Yes
Qualif: \$100K net worth

Zerorez Franchising Systems ■

Draper, Utah
zerorez.com
Carpet and surface cleaning
Began: 2001, Franchising: 2003
Units: US: 39, CAN: 0, FOR: 0, CO: 1
Cost: \$103.2K-\$179K, Rty: 8%
Financing: Yes
Qualif: \$350K net worth w/\$100K liquid

COMMERCIAL CLEANING

Anago Cleaning Systems ■ ▼

Fort Lauderdale, Fla.
anagocleaning.com
Commercial cleaning
Began: 1989, Franchising: 1991
Units: US: 2,443, CAN: 5, FOR: 8, CO: 0
Cost: \$10.5K-\$65.6K, Rty: 10%
Financing: Yes
Qualif: \$1K-\$26K liquid

Buildingstars International ■ ▼

Maryland Heights, Mo.
buildingstars.com
Commercial cleaning
Began: 1994, Franchising: 2000
Units: US: 641, CAN: 0, FOR: 0, CO: 0
Cost: \$2.2K-\$52.4K, Rty: 10%
Financing: Yes
Qualif: \$500 net worth w/\$1K liquid

City Wide Maintenance

Lenexa, Kan.
citywidemaintenance.com
Commercial cleaning, building maintenance
Began: 1961, Franchising: 2001
Units: US: 41, CAN: 0, FOR: 0, CO: 1
Cost: \$102.3K-\$225.7K, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$130K-\$202K liquid

Coverall Health-Based Cleaning System ■ ▼

Deerfield Beach, Fla.
coverall.com
Commercial cleaning
Began: 1985, Franchising: 1985
Units: US: 7,538, CAN: 404, FOR: 54, CO: 0
Cost: \$14.2K-\$47.7K, Rty: 5%
Financing: Yes
Qualif: \$14K-\$48K net worth w/\$4K-\$28K liquid

E.P.I.C. Systems ■ ▼

Evansville, Ind.
commercialcleaning.com
Began: 1994, Franchising: 1994
Units: US: 3, CAN: 0, FOR: 0, CO: 1
Cost: \$10K-\$12.5K, Rty: 4-10%
Financing: Yes
Qualif: \$25K net worth w/\$5K liquid

Jan-Pro Franchising International ■ ▼

Alpharetta, Ga.
jan-pro.com
Commercial cleaning
Began: 1991, Franchising: 1992
Units: US: 6,715, CAN: 904, FOR: 230, CO: 0
Cost: \$3.9K-\$51.7K, Rty: 10%
Financing: Yes
Qualif: \$1K-\$14K net worth w/\$1K liquid

Jantize America ■ ▼

Charlotte, N.C.
jantize.com
Commercial cleaning
Began: 1988, Franchising: 1988
Units: US: 252, CAN: 0, FOR: 0, CO: 0
Cost: \$49.7K-\$253.5K, Rty: 4%
Financing: Yes
Qualif: \$25K net worth w/\$10K-\$50K liquid

Mint Condition Franchising ■ ▼

Fort Mill, S.C.
mintconditioninc.com
Commercial cleaning, building maintenance
Began: 1996, Franchising: 1996
Units: US: 306, CAN: 0, FOR: 0, CO: 0
Cost: \$4.9K-\$45.4K, Rty: 9%
Financing: Yes
Qualif: \$1K-\$6K liquid

Office Pride Commercial Cleaning Services ■

Palm Harbor, Fla.
officepridefranchise.com
Commercial cleaning
Began: 1992, Franchising: 1996
Units: US: 126, CAN: 0, FOR: 0, CO: 1
Cost: \$51.4K-\$100.1K, Rty: 9%
Financing: No
Qualif: \$50K net worth w/\$50K liquid

ServiceMaster Clean

Memphis, Tenn.
servicemasterfranchise.com
Commercial/residential cleaning,
disaster restoration
Began: 1947, Franchising: 1952
Units: US: 3,132, CAN: 215, FOR: 1,674, CO: 10
Cost: \$69.6K-\$261.7K, Rty: 5-7%
Financing: Yes
Qualif: \$50K-\$75K net worth
w/\$20K-\$40K liquid

SparkleTeam ■ ▼

Boca Raton, Fla.
sparkleteamfranchise.com
Commercial cleaning
Began: 2003, Franchising: 2003
Units: US: 22, CAN: 0, FOR: 0, CO: 0
Cost: \$12K-\$44.8K, Rty: 5%
Financing: Yes
Qualif: \$12K-\$45K liquid

Stratus Building Solutions ■ ▼

North Hollywood, Calif.
stratusbuildingsolutions.com
Commercial cleaning
Began: 2004, Franchising: 2006
Units: US: 1,216, CAN: 0, FOR: 0, CO: 0
Cost: \$3.5K-\$50.4K, Rty: 5%
Financing: Yes
Qualif: \$5K-\$10K net worth w/\$2K-\$20K liquid

360clean ■ ▼

Daniel Island, S.C.
360clean.com
Commercial cleaning
Began: 2005, Franchising: 2008
Units: US: 82, CAN: 0, FOR: 0, CO: 0
Cost: \$13.9K-\$21.4K, Rty: 11%
Financing: Yes
Qualif: \$25K net worth w/\$15K liquid

Vanguard Cleaning Systems ■ ▼

San Mateo, Calif.
vanguardcleaning.com
Commercial cleaning
Began: 1984, Franchising: 1984
Units: US: 2,794, CAN: 315, FOR: 0, CO: 0
Cost: \$10.9K-\$35.9K, Rty: 10%
Financing: Yes
Qualif: \$4K-\$29K liquid

CONCRETE MAINTENANCE

A-1 Concrete Leveling ■

Akron, Ohio
a1concrete.com
Concrete leveling and repairs
Began: 1992, Franchising: 1993
Units: US: 50, CAN: 0, FOR: 0, CO: 0
Cost: \$110.5K-\$140.9K, Rty: 6%
Financing: Yes
Qualif: \$5K liquid



Concrete Raising of America ■

New Berlin, Wis.
crrcl.com
Concrete raising, leveling, stabilizing
and repairs; cement grout injection
Began: 1947, Franchising: 1993
Units: US: 16, CAN: 0, FOR: 0, CO: 3
Cost: \$34.9K-\$249.4K, Rty: 8-4%
Financing: Yes
Qualif: \$300K net worth w/\$70K liquid

Precision Concrete Cutting ■

Provo, Utah
pccfranchise.com
Uneven-sidewalk repair
Began: 1991, Franchising: 2002
Units: US: 41, CAN: 5, FOR: 0, CO: 6
Cost: \$150K-\$176.5K, Rty: 8.50%
Financing: Yes
Qualif: \$150K net worth w/\$75K liquid

ELECTRICAL SERVICES

Mister Sparky

Sarasota, Fla.
mistersparky.com
Residential electrical services
Began: 1996, Franchising: 2006
Units: US: 98, CAN: 1, FOR: 0, CO: 6
Cost: \$66.8K-\$473.3K, Rty: 5%
Financing: Yes
Qualif: \$100K liquid

Mr. Electric ■

Waco, Texas
mrelectricfranchise.com
Electrical services
Began: 1994, Franchising: 1994
Units: US: 123, CAN: 24, FOR: 7, CO: 0
Cost: \$83.9K-\$189K, Rty: 5-7%
Financing: Yes
Qualif: \$125K net worth w/\$40K liquid

HOME REPAIRS

Andy OnCall ■ ▼

Chattanooga, Tenn.
andyoncallfranchising.com
Handyman services
Began: 1993, Franchising: 1999
Units: US: 36, CAN: 0, FOR: 0, CO: 0
Cost: \$48.2K-\$62.1K, Rty: 5%
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid

Furniture Medic ■

Memphis, Tenn.
furnituremedicfranchise.com
Furniture and wood restoration and repairs
Began: 1992, Franchising: 1992
Units: US: 226, CAN: 45, FOR: 69, CO: 0
Cost: \$54.1K-\$70.4K, Rty: 7%
Financing: Yes
Qualif: \$60K-\$80K net worth w/\$15K-\$25K liquid

Glass Doctor

Waco, Texas
leadingtheserviceindustry.com
Auto/residential/commercial glass repair and replacement
Began: 1962, Franchising: 1977
Units: US: 164, CAN: 9, FOR: 0, CO: 0
Cost: \$109.3K-\$278.5K, Rty: 5-7%
Financing: Yes
Qualif: \$50K net worth w/\$45K-\$50K liquid

The Glass Guru ■ ▼

Roseville, Calif.
theglassguru.com
Window and glass restoration and replacement
Began: 2004, Franchising: 2007
Units: US: 85, CAN: 7, FOR: 0, CO: 0
Cost: \$30.2K-\$119.9K, Rty: 5%
Financing: Yes
Qualif: \$30K-\$130K liquid

Handyman Connection

Blue Ash, Ohio
handymanconnection.com
Home repairs, remodeling
Began: 1990, Franchising: 1991
Units: US: 51, CAN: 24, FOR: 0, CO: 0
Cost: \$103.4K-\$159.2K, Rty: 5%
Financing: Yes
Qualif: \$200K net worth w/\$100K liquid

Handyman Matters Franchise

Lakewood, Colo.
handymanmattersfranchising.com
Handyman services
Began: 1998, Franchising: 2001
Units: US: 120, CAN: 0, FOR: 7, CO: 0
Cost: \$63.7K-\$119.3K, Rty: 6%
Financing: Yes
Qualif: \$175K net worth w/\$100K liquid

HandyPro International ■

Plymouth, Mich.
handypro.com
Handyman and home-modification services
Began: 1996, Franchising: 2000
Units: US: 41, CAN: 0, FOR: 0, CO: 0
Cost: \$69.2K-\$127.2K, Rty: 6%
Financing: No
Qualif: \$100K net worth w/\$30K liquid

The Honey Do Service

Bristol, Va.
yourhoneydo.com
Handyman/home-improvement services
Began: 2002, Franchising: 2008
Units: US: 21, CAN: 0, FOR: 0, CO: 4
Cost: \$64.2K-\$98.1K, Rty: 6%
Financing: Yes
Qualif: \$125K net worth w/\$50K liquid

House Doctors ■ ▼

Milford, Ohio
housedoctors.com
Handyman services and home repairs
Began: 1994, Franchising: 1997
Units: US: 37, CAN: 0, FOR: 0, CO: 0
Cost: \$89.3K-\$128.5K, Rty: 4-6%
Financing: Yes

Mr. Appliance ■

Waco, Texas
mrappliance.com
Household appliance services and repairs
Began: 1996, Franchising: 1996
Units: US: 168, CAN: 3, FOR: 0, CO: 0
Cost: \$54.9K-\$114.2K, Rty: 7%
Financing: Yes
Qualif: \$125K-\$250K net worth w/\$40K-\$80K liquid

The Screenmobile ■

Thousand Palms, Calif.
screenmobile.com
Mobile window and door screening
Began: 1982, Franchising: 1984
Units: US: 87, CAN: 0, FOR: 0, CO: 1
Cost: \$83.6K-\$119.2K, Rty: 7%
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid

Yellow Van Handyman ■ ▼

Seattle
yellowvanhandyman.com
Handyman services
Began: 2002, Franchising: 2004
Units: US: 19, CAN: 2, FOR: 0, CO: 0
Cost: \$30K-\$42K, Rty: 12%
Financing: No
Qualif: \$30K-\$42K liquid

LAWN CARE

Freedom Franchises ■

Hampstead, N.C.
freedomlawnfranchise.com
Organic lawn and plant care
Began: 1999, Franchising: 2006
Units: US: 9, CAN: 0, FOR: 0, CO: 0
Cost: \$50K-\$60K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

The Grounds Guys ■

Waco, Texas
groundsguysfranchise.com
Landscape maintenance
Began: 2010, Franchising: 2010
Units: US: 153, CAN: 40, FOR: 0, CO: 0
Cost: \$72.5K-\$205.1K, Rty: 2.5-7%
Financing: Yes
Qualif: \$100K net worth w/\$40K liquid

Lawn Army ■ ▼

Seattle
hometask.com
Lawn care
Began: 2010, Franchising: 2010
Units: US: 2, CAN: 0, FOR: 0, CO: 0
Cost: \$30K-\$42K, Rty: 12%
Financing: Yes
Qualif: \$30K-\$42K liquid

Lawn Doctor ■

Holmdel, N.J.
lawndocctorfranchise.com
Lawn, tree and shrub care; mosquito and tick control
Began: 1967, Franchising: 1967
Units: US: 508, CAN: 0, FOR: 0, CO: 0
Cost: \$81.6K-\$99.9K, Rty: 10%
Financing: Yes
Qualif: \$60K net worth w/\$60K liquid

Naturalawn of America ■ ▼

Frederick, Md.
naturalawnfranchise.com
Organic-based lawn care
Began: 1987, Franchising: 1989
Units: US: 65, CAN: 0, FOR: 0, CO: 7
Cost: \$42.5K-\$112.7K, Rty: 7-9%
Financing: Yes
Qualif: \$150K net worth w/\$50K liquid

U.S. Lawns ■

Orlando, Fla.
uslawns.com
Commercial grounds care
Began: 1986, Franchising: 1987
Units: US: 267, CAN: 0, FOR: 0, CO: 0
Cost: \$32.8K-\$79.3K, Rty: 3-4%
Financing: Yes
Qualif: \$125K net worth w/\$40K liquid

Weed Man ■

Oshawa, Ontario
weedmanfranchise.com
Lawn care
Began: 1970, Franchising: 1976
Units: US: 425, CAN: 133, FOR: 5, CO: 0
Cost: \$68.1K-\$85.2K, Rty: 6%
Financing: Yes
Qualif: \$60K net worth w/\$60K liquid

LEATHER/VINYL REPAIR

Color Glo International ■ ▼

Minneapolis
colorglo.com
Leather, vinyl, fabric, carpet and surface repair and restoration
Began: 1975, Franchising: 1983
Units: US: 86, CAN: 14, FOR: 45, CO: 0
Cost: \$46K-\$49.8K, Rty: 4%+
Financing: Yes
Qualif: \$50K net worth

Creative Colors International ■

Mokena, Ill.
wecanfixthat.com
Leather, vinyl and plastic repair, cleaning and dyeing
Began: 1980, Franchising: 1991
Units: US: 50, CAN: 1, FOR: 0, CO: 3
Cost: \$83.6K-\$111.3K, Rty: 7.50%
Financing: Yes
Qualif: \$50K net worth w/\$20K liquid

Dr. Vinyl & Associates Ltd. ■ ▼

Lee's Summit, Mo.
drvinyll.com
Auto vinyl, leather, fabric and plastic repair
Began: 1972, Franchising: 1981
Units: US: 125, CAN: 0, FOR: 0, CO: 0
Cost: \$41.4K-\$71.5K, Rty: 7%
Financing: No
Qualif: \$100K net worth

Leather Medic ■

Lehigh Acres, Fla.
leathermedic.com
Leather repair and refinishing
Began: 1989, Franchising: 2003
Units: US: 21, CAN: 0, FOR: 0, CO: 3
Cost: \$51.5K-\$56.5K, Rty: \$450/truck/mo.
Financing: Yes
Qualif: \$25K liquid

PEST CONTROL

Mosquito Joe ■

Virginia Beach, Va.
mosquitojoeofranchise.com
Outdoor pest control
Began: 2010, Franchising: 2012
Units: US: 112, CAN: 0, FOR: 0, CO: 1
Cost: \$59.9K-\$116.8K, Rty: 10%
Financing: Yes
Qualif: \$250K net worth w/\$30K-\$50K liquid

Mosquito Shield ■

North Attleboro, Mass.
moshieldfranchise.com
Mosquito and tick control
Began: 2001, Franchising: 2013
Units: US: 32, CAN: 0, FOR: 0, CO: 2
Cost: \$71.1K-\$106.8K, Rty: 6-9%
Financing: No
Qualif: \$500K net worth w/\$150K liquid

Mosquito Squad ■

Richmond, Va.
mosquitosquadfranchise.com
Outdoor pest control
Began: 2004, Franchising: 2005
Units: US: 163, CAN: 0, FOR: 0, CO: 0
Cost: \$14.6K-\$62.1K, Rty: \$400-\$1.9K/mo.
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid

Superior Mosquito Defense ■

Decatur, Ala.
ihatemosquitoes.com
Outdoor pest control
Began: 1996, Franchising: 2013
Units: US: 6, CAN: 0, FOR: 0, CO: 1
Cost: \$16.3K-\$27.7K, Rty: 5%
Financing: No

PLUMBING

Benjamin Franklin Plumbing

Sarasota, Fla.
benjaminfranklinplumbing.com
Plumbing services
Began: 2000, Franchising: 2001
Units: US: 257, CAN: 1, FOR: 0, CO: 11
Cost: \$81.8K-\$414.1K, Rty: 5%
Financing: Yes
Qualif: \$100K liquid

Mr. Rooter ■

Waco, Texas
mrrooterfranchise.com
Plumbing, drain and sewer cleaning
Began: 1968, Franchising: 1972
Units: US: 204, CAN: 26, FOR: 95, CO: 0
Cost: \$80.2K-\$188.8K, Rty: 5-7%
Financing: Yes
Qualif: \$200K net worth w/\$50K liquid

Rooter-Man ■ ▼

North Billerica, Mass.
rooterman.com
Plumbing, drain and sewer cleaning
Began: 1970, Franchising: 1981
Units: US: 486, CAN: 46, FOR: 1, CO: 17
Cost: \$46.8K-\$137.6K, Rty: Varies
Financing: Yes
Qualif: \$25K net worth w/\$10K liquid

RESIDENTIAL CLEANING

The Cleaning Authority

Columbia, Md.
thecleaningauthority.com
Residential cleaning
Began: 1978, Franchising: 1996
Units: US: 187, CAN: 7, FOR: 0, CO: 1
Cost: \$87.5K-\$135.9K, Rty: 6-4%
Financing: Yes
Qualif: \$250K net worth w/\$40K liquid

College Girl Cleaning Service ■ ▼

Orlando, Fla.
collegegirlcleaningservice.com
Residential and commercial cleaning
Began: 2011, Franchising: 2014
Units: US: 1, CAN: 0, FOR: 0, CO: 1
Cost: \$22.7K-\$28.6K, Rty: 6%+
Financing: Yes
Qualif: \$50K net worth w/\$30K liquid

Home Cleaning Centers of America ▼

Leawood, Kan.
homecleaningcenters.com
Residential and commercial cleaning
Began: 1981, Franchising: 1984
Units: US: 30, CAN: 0, FOR: 0, CO: 0
Cost: \$32.8K-\$34.8K, Rty: 5-3%
Financing: No

MaidPro ■ ▼

Boston
maidpro.com
Residential cleaning
Began: 1991, Franchising: 1997
Units: US: 181, CAN: 6, FOR: 0, CO: 1
Cost: \$45.9K-\$202.8K, Rty: 3.5-6.5%
Financing: Yes
Qualif: \$50K net worth w/\$45K liquid

Maid Right Franchising ■ ▼

Alpharetta, Ga.
maidright.com
Residential cleaning
Began: 2013, Franchising: 2013
Units: US: 100, CAN: 11, FOR: 0, CO: 0
Cost: \$4.7K-\$48.8K, Rty: 15%
Financing: Yes

The Maids

Omaha, Neb.
maids.com
Residential cleaning
Began: 1979, Franchising: 1981
Units: US: 1,105, CAN: 32, FOR: 0, CO: 60
Cost: \$98.7K-\$126.1K, Rty: 6.9-3.9%
Financing: Yes
Qualif: \$250K net worth w/\$60K liquid

Merry Maids

Memphis, Tenn.
merrymaids.com
Residential cleaning
Began: 1979, Franchising: 1980
Units: US: 812, CAN: 43, FOR: 640, CO: 187
Cost: \$60.5K-\$185.9K, Rty: 5-7%
Financing: Yes
Qualif: \$60K-\$70K net worth w/\$60K-\$70K liquid

Two Maids & A Mop

Mountain Brook, Ala.
twomaidsfranchise.com
Residential cleaning
Began: 2003, Franchising: 2013
Units: US: 18, CAN: 0, FOR: 0, CO: 1
Cost: \$50.2K-\$142.95K, Rty: 6%
Financing: No
Qualif: \$75K net worth w/\$30K liquid

You've Got Maids ▼ ♦

Mount Pleasant, S.C.
youvegotmaids.com
Environmentally friendly cleaning
Began: 2005, Franchising: 2010
Units: US: 48, CAN: 0, FOR: 0, CO: 0
Cost: \$34.9K-\$108.9K, Rty: 5.5-2.9%
Financing: Yes
Qualif: \$120K net worth w/\$40K liquid

RESTORATION SERVICES

Certified Restoration DryCleaning Network ▼

Berkley, Mich.
crdn.com
Textile restoration
Began: 1992, Franchising: 2001
Units: US: 136, CAN: 13, FOR: 7, CO: 0
Cost: \$45.6K-\$235.5K, Rty: 6%/9%
Financing: Yes

Duraclean ■

Arlington Heights, Ill.
duraclean.com
Carpet and upholstery cleaning, disaster restoration, mold remediation
Began: 1930, Franchising: 1945
Units: US: 142, CAN: 2, FOR: 144, CO: 9
Cost: \$33.7K-\$130.7K, Rty: 8-4%
Financing: Yes
Qualif: \$25K liquid

FRSTeam

Hayward, Calif.
frsteam.com
Restoration dry cleaning
Began: 1988, Franchising: 2006
Units: US: 38, CAN: 1, FOR: 0, CO: 8
Cost: \$32K-\$380.5K, Rty: 6%
Financing: No
Qualif: \$500K net worth w/\$100K liquid

Paul Davis Emergency Services ■

Jacksonville, Fla.
pauldavis.com
Emergency restoration
Began: 1966, Franchising: 2009
Units: US: 105, CAN: 0, FOR: 0, CO: 0
Cost: \$43.5K-\$150.7K, Rty: 4-8%
Financing: Yes
Qualif: \$100K net worth w/\$60K liquid

Paul Davis Restoration

Jacksonville, Fla.
pauldavis.com
Insurance restoration
Began: 1966, Franchising: 1970
Units: US: 197, CAN: 63, FOR: 0, CO: 0
Cost: \$182.8K-\$353.3K, Rty: 4%
Financing: Yes
Qualif: \$350K net worth w/\$180K-\$240K liquid

PuroClean ■

Tamarac, Fla.
puroclean.com
Insurance restoration
Began: 1990, Franchising: 1991
Units: US: 198, CAN: 31, FOR: 0, CO: 0
Cost: \$142.3K-\$164.3K, Rty: 3-10%
Financing: Yes
Qualif: \$250K net worth w/\$80K liquid

Rainbow International Restoration & Cleaning ■

Waco, Texas
rainbowinternationalfranchise.com
Indoor cleaning and restoration
Began: 1981, Franchising: 1981
Units: US: 289, CAN: 20, FOR: 2, CO: 0
Cost: \$156.2K-\$256.1K, Rty: 3-7%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

Restore 24-7 ■

Scottsdale, Ariz.
restore247.com
Restoration and remodeling
Began: 2012, Franchising: 2013
Units: US: 4, CAN: 0, FOR: 0, CO: 6
Cost: \$114.8K-\$365.8K, Rty: 12%
Financing: Yes
Qualif: \$300K net worth w/\$50K liquid

Service Team of Professionals ■

Kansas City, Mo.
stoprestoration.com
Water/fire restoration, mold remediation
Began: 1971, Franchising: 1996
Units: US: 37, CAN: 0, FOR: 0, CO: 0
Cost: \$76.6K-\$131K, Rty: 9-7%
Financing: No
Qualif: \$100K net worth w/\$50K liquid

Servpro

Gallatin, Tenn.
servpro.com
Insurance/disaster restoration and cleaning
Began: 1967, Franchising: 1969
Units: US: 1,683, CAN: 11, FOR: 0, CO: 0
Cost: \$141.6K-\$191.2K, Rty: 3-10%
Financing: Yes
Qualif: \$100K net worth w/\$85K liquid

Steamatic ■

Fort Worth, Texas
steamatic.com
Insurance/disaster restoration, cleaning, mold remediation
Began: 1948, Franchising: 1967
Units: US: 258, CAN: 61, FOR: 42, CO: 0
Cost: \$112.5K-\$168.7K, Rty: 8-2%
Financing: Yes
Qualif: \$200K net worth w/\$70K liquid

United Water Restoration Group ■

Pompano Beach, Fla.
unitedwaterrestoration.com
Water, fire and mold restoration
Began: 2008, Franchising: 2015
Units: US: 1, CAN: 0, FOR: 0, CO: 10
Cost: \$136K-\$286.5K, Rty: 7%
Financing: Yes
Qualif: \$100K net worth w/\$20K-\$30K liquid

WINDOW CLEANING

Fish Window Cleaning Services

Manchester, Mo.
fishwindowcleaning.com
Window cleaning
Began: 1978, Franchising: 1998
Units: US: 305, CAN: 0, FOR: 0, CO: 1
Cost: \$78.3K-\$139.7K, Rty: 8-6%
Financing: Yes
Qualif: \$150K-\$500K net worth w/\$60K-\$120K liquid

Men In Kilts Window Cleaning ■

Surrey, British Columbia
meninkilts.com
Window and exterior cleaning
Began: 2002, Franchising: 2010
Units: US: 6, CAN: 6, FOR: 0, CO: 0
Cost: \$50.7K-\$129.4K, Rty: 7%
Financing: Yes
Qualif: \$100K liquid

Squeegee Squad ■ ▼

Maple Grove, Minn.
squeegeesquad.com
Residential and high-rise window cleaning, building maintenance
Began: 1999, Franchising: 2005
Units: US: 39, CAN: 0, FOR: 3, CO: 2
Cost: \$32.9K-\$122.4K, Rty: 7-5%
Financing: Yes
Qualif: \$33K-\$122K liquid

Window Gang ■ ▼

Beaufort, N.C.
windowgang.com
Window, exterior, dryer-vent and chimney cleaning; deck and fence sealing
Began: 1986, Franchising: 1996
Units: US: 151, CAN: 0, FOR: 0, CO: 36
Cost: \$34.4K-\$81.1K, Rty: 7%
Financing: Yes
Qualif: \$50K net worth w/\$50K liquid

Window Genie ■

Cincinnati
windowgenie.com
Residential window cleaning, window tinting, pressure washing
Began: 1994, Franchising: 1998
Units: US: 223, CAN: 0, FOR: 0, CO: 0
Cost: \$89.8K-\$139K, Rty: 7%
Financing: Yes
Qualif: \$150K net worth w/\$40K liquid

MISCELLANEOUS MAINTENANCE SERVICES

AdvantaClean ■

Huntersville, N.C.
advantacleanfranchise.com
Environmental services
Began: 1994, Franchising: 2006
Units: US: 206, CAN: 0, FOR: 0, CO: 0
Cost: \$120.6K-\$399.98K, Rty: 10%
Financing: Yes
Qualif: \$250K-\$1M net worth w/\$75K-\$600K liquid

Aire Serv ■

Waco, Texas
aireservfranchise.com
HVAC services
Began: 1993, Franchising: 1993
Units: US: 162, CAN: 15, FOR: 6, CO: 0
Cost: \$85.1K-\$216.4K, Rty: 5-7%
Financing: Yes
Qualif: \$200K-\$250K net worth w/\$100K-\$125K liquid

Aire-Master of America ■ ▼

Nixa, Mo.
airemaster.com
Restroom deodorizing and maintenance
Began: 1958, Franchising: 1976
Units: US: 100, CAN: 2, FOR: 0, CO: 4
Cost: \$36.1K-\$124.9K, Rty: 5%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

American Leak Detection ■

Palm Springs, Calif.
americanleakdetection.com
Concealed water, gas and sewer leak-detection
Began: 1974, Franchising: 1984
Units: US: 342, CAN: 8, FOR: 15, CO: 28
Cost: \$76.8K-\$259.6K, Rty: 6-10%
Financing: Yes
Qualif: \$200K net worth w/\$70K liquid

ASP-America's Swimming Pool Company ■

Macon, Ga.
asppoolco.com
Swimming-pool maintenance, repairs, renovations
Began: 2001, Franchising: 2005
Units: US: 180, CAN: 0, FOR: 0, CO: 1
Cost: \$52.8K-\$89.8K, Rty: 8-4%
Financing: Yes
Qualif: \$50K net worth w/\$35K liquid

Bar-B-Clean ■ ▼

Yorba Linda, Calif.
bar-b-cleanfranchise.com
Barbecue cleaning
Began: 2011, Franchising: 2013
Units: US: 16, CAN: 0, FOR: 0, CO: 1
Cost: \$24.1K-\$41.1K, Rty: 8%
Financing: Yes
Qualif: \$30K net worth w/\$23K liquid

Bio-One ■

Highlands Ranch, Colo.
biooneinc.com
Crime-scene and trauma-scene cleaning
Began: 2008, Franchising: 2011
Units: US: 31, CAN: 0, FOR: 0, CO: 0
Cost: \$83.8K-\$89.9K, Rty: 7%
Financing: Yes
Qualif: \$125K net worth w/\$35K-\$80K liquid

Chemstation

Dayton, Ohio
chemstation.com
Industrial-cleanser manufacturing and distribution
Began: 1965, Franchising: 1983
Units: US: 49, CAN: 0, FOR: 1, CO: 7
Cost: \$305K-\$424.5K, Rty: 4%
Financing: Yes
Qualif: \$1M net worth w/\$300K-\$500K liquid

Dryer Vent Wizard International ■

Farmington Hills, Mich.
dryerventwizard.com
Dryer-vent cleaning, replacement
Began: 2004, Franchising: 2006
Units: US: 67, CAN: 2, FOR: 0, CO: 0
Cost: \$53.5K-\$74.9K, Rty: 10%
Financing: Yes
Qualif: \$100K net worth w/\$20K liquid

Duct Doctor USA ■ ▼

Norcross, Ga.
ductdoctor.com
Residential and commercial air-duct cleaning
Began: 1985, Franchising: 2000
Units: US: 24, CAN: 0, FOR: 2, CO: 0
Cost: \$41K-\$136.5K, Rty: 5-8%
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid

Ductz International ■

Ann Arbor, Mich.
ductz.us.com
Air-duct cleaning, HVAC restoration
Began: 2002, Franchising: 2003
Units: US: 95, CAN: 0, FOR: 0, CO: 9
Cost: \$83.2K-\$177.9K, Rty: 10%
Financing: Yes
Qualif: \$150K net worth w/\$100K liquid

Enviro-Master Franchise

Charlotte, N.C.
enviro-master.com
Restroom hygiene products and services
Began: 2009, Franchising: 2011
Units: US: 21, CAN: 0, FOR: 0, CO: 0
Cost: \$156.3K-\$277.7K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$150K liquid

Foliage Design Systems ■ ▼

Orlando, Fla.
foliagedesign.com
Interior plant sales, leasing and maintenance
Began: 1971, Franchising: 1980
Units: US: 21, CAN: 0, FOR: 0, CO: 3
Cost: \$44.4K-\$64.4K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$34K-\$125K liquid

Geese Chasers ■

Mount Laurel, N.J.
geesechasers.com
Geese-control services using border collies
Began: 2002, Franchising: 2011
Units: US: 4, CAN: 0, FOR: 0, CO: 1
Cost: \$113.3K-\$119.3K, Rty: 10%
Financing: No
Qualif: \$100K net worth w/\$25K liquid

Green Home Solutions ■ ▼

Plainville, Conn.
greenhomesolutions.com
Environmentally friendly mold cleaning, pest control and odor elimination
Began: 2010, Franchising: 2010
Units: US: 155, CAN: 0, FOR: 0, CO: 1
Cost: \$24K-\$71.3K, Rty: \$200/mo.
Financing: Yes
Qualif: \$50K liquid

The Grout Medic ■ ▼

Southlake, Texas
thegroutmedic.com
Grout and tile maintenance, restoration
Began: 2001, Franchising: 2001
Units: US: 50, CAN: 0, FOR: 0, CO: 0
Cost: \$21.4K-\$55.95K, Rty: Varies
Financing: Yes
Qualif: \$25K-\$50K net worth w/\$15K-\$25K liquid

Hoodz ■

Ann Arbor, Mich.
hoodz.us.com
Commercial kitchen-exhaust cleaning
Began: 2008, Franchising: 2009
Units: US: 137, CAN: 2, FOR: 0, CO: 4
Cost: \$104.9K-\$170.1K, Rty: 10%
Financing: Yes
Qualif: \$75K-\$100K liquid

Jet-Black Franchise Group ■ ▼

Savage, Minn.
jet-black.com
Asphalt maintenance
Began: 1988, Franchising: 1993
Units: US: 86, CAN: 0, FOR: 0, CO: 10
Cost: \$42.5K-\$103.4K, Rty: 2-8%
Financing: Yes
Qualif: \$20K liquid

One Hour Heating & Air Conditioning

Sarasota, Fla.
onehourheatandair.com
Residential HVAC services/replacement
Began: 1999, Franchising: 2003
Units: US: 101, CAN: 5, FOR: 0, CO: 38
Cost: \$74.1K-\$541.3K, Rty: 5%
Financing: Yes
Qualif: \$100K liquid

Pet Butler ■ ▼

Seattle
petbutler.com
Pet-waste cleanup and removal
Began: 1988, Franchising: 2005
Units: US: 101, CAN: 0, FOR: 0, CO: 0
Cost: \$30K-\$42K, Rty: 12%
Financing: No
Qualif: \$30K-\$42K liquid

Probiy Pools ■

Longwood, Fla.
probiypools.com
Residential pool maintenance, repairs, renovations, equipment
Began: 2006, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$60.1K-\$107.7K, Rty: 6-7%
Financing: No

Renew Crew ■

Richmond, Va.
renewcrewfranchise.com
Environmentally friendly exterior surface cleaning and protection
Began: 1993, Franchising: 2001
Units: US: 33, CAN: 0, FOR: 0, CO: 0
Cost: \$44.3K-\$69.6K, Rty: \$600-\$1.8K/mo.
Financing: Yes
Qualif: \$75K net worth w/\$40K liquid

Sir Grout Franchising ■

Alpharetta, Ga.
sirgrout.com
Grout, tile, stone and wood restoration
Began: 2004, Franchising: 2007
Units: US: 35, CAN: 0, FOR: 1, CO: 2
Cost: \$75.5K-\$134.9K, Rty: 6%
Financing: No
Qualif: \$200K net worth w/\$50K liquid

Sparkle Wash ■

Oakwood, Ohio
sparklewash.com
Pressure washing, restoration
and preservation services
Began: 1965, Franchising: 1967
Units: US: 55, CAN: 1, FOR: 15, CO: 1
Cost: \$34.5K-\$100.9K, Rty: 6%
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid

Spaulding Decon ■

Tampa, Fla.
spauldingdecon.com
Crime-scene, meth-lab and hoarding cleanup
Began: 2005, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 2
Cost: \$84.8K-\$120.1K, Rty: 8%
Financing: Yes
Qualif: \$50K liquid

PERSONAL CARE

FITNESS BUSINESSES

Anytime Fitness

Hastings, Minn.
anytimefitness.com
Fitness center
Began: 2001, Franchising: 2002
Units: US: 2,025, CAN: 111, FOR: 697, CO: 36
Cost: \$62.9K-\$417.9K, Rty: \$549/mo.
Financing: Yes
Qualif: \$250K net worth w/\$70K-\$100K liquid

Baby Boot Camp/Karna Fitness ■ ▼

Sarasota, Fla.
babybootcamp.com
Prenatal and postnatal fitness; women's
private and small-group training
Began: 2001, Franchising: 2005
Units: US: 120, CAN: 0, FOR: 1, CO: 1
Cost: \$4.8K-\$10.2K, Rty: \$155-\$365/mo.
Financing: No

CKO Kickboxing

Hoboken, N.J.
ckokickboxing.com
Kickboxing fitness classes
Began: 1997, Franchising: 2007
Units: US: 54, CAN: 0, FOR: 0, CO: 2
Cost: \$108.3K-\$363.9K, Rty: 7%
Financing: Yes
Qualif: \$105K net worth w/\$30K liquid

Crunch Franchising

Carlsbad, Calif.
crunchfranchise.com
Fitness center
Began: 2010, Franchising: 2010
Units: US: 69, CAN: 0, FOR: 9, CO: 8
Cost: \$304.5K-\$1.4M, Rty: 3.50%
Financing: Yes
Qualif: \$1M net worth w/\$300K-\$400K liquid

Cyclebar

Cincinnati
cyclebarfranchise.com
Indoor cycling classes
Began: 2014, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 3
Cost: \$255.7K-\$599.3K, Rty: 7%
Financing: Yes
Qualif: \$800K net worth w/\$300K liquid

Exercise Coach

Lake Zurich, Ill.
exercisecoach.com
Personal training, nutritional guidance
Began: 2000, Franchising: 2010
Units: US: 30, CAN: 0, FOR: 0, CO: 2
Cost: \$106.7K-\$246K, Rty: 6%
Financing: Yes

Fit4Mom ■ ▼

San Marcos, Calif.
fit4mom.com
Stroller fitness programs
Began: 2001, Franchising: 2005
Units: US: 234, CAN: 0, FOR: 0, CO: 1
Cost: \$2.4K-\$18.2K, Rty: 2%
Financing: No

Get In Shape For Women

Needham, Mass.
getinshapeforwomen.com
Small-group personal training for women
Began: 2006, Franchising: 2007
Units: US: 83, CAN: 0, FOR: 0, CO: 4
Cost: \$55.9K-\$188.8K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$100K liquid

Gold's Gym

Dallas
goldsgym.com
Health and fitness center
Began: 1965, Franchising: 1980
Units: US: 273, CAN: 16, FOR: 269, CO: 150
Cost: \$1M-\$3.9M, Rty: 5%
Financing: Yes
Qualif: \$1M net worth w/\$400K liquid

GymGuyz ■

Plainview, N.Y.
gymguyzfranchise.com
Mobile personal training
Began: 2008, Franchising: 2013
Units: US: 24, CAN: 0, FOR: 0, CO: 4
Cost: \$68.2K-\$166.7K, Rty: 6%
Financing: No
Qualif: \$50K net worth w/\$35K liquid

High Altitude Personal Training

Flagstaff, Ariz.
haptionline.com
Personal training
Began: 2009, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$261.3K-\$365.5K, Rty: 6%
Financing: No
Qualif: \$400K net worth w/\$95K liquid

iLoveKickboxing.com

Levittown, N.Y.
myilovekickboxing.com
Kickboxing fitness classes
Began: 2009, Franchising: 2012
Units: US: 93, CAN: 1, FOR: 2, CO: 6
Cost: \$120.1K-\$309.95K, Rty: 6%
Financing: No

Impact Strong Kickboxing/Fitness ▼

Austin
impactstrong.com
Kickboxing and fitness gym
Began: 2011, Franchising: 2014
Units: US: 4, CAN: 0, FOR: 0, CO: 1
Cost: \$49.9K-\$87.3K, Rty: \$487/mo.
Financing: Yes

Iron Tribe Fitness

Birmingham, Ala.
irontribefitness.com
Group personal-training gym
Began: 2010, Franchising: 2012
Units: US: 35, CAN: 0, FOR: 0, CO: 5
Cost: \$305K-\$438.5K, Rty: 6%
Financing: No
Qualif: \$250K net worth w/\$50K liquid

Jazzercise ■ ▼

Carlsbad, Calif.
jazzercise.com
Dance-fitness classes, conventions, apparel
and accessories
Began: 1969, Franchising: 1982
Units: US: 6,946, CAN: 192, FOR: 1,559, CO: 2
Cost: \$3.6K-\$75.8K, Rty: 20%
Financing: No

Koko FitClub

Rockland, Mass.
kokofitclub.com
Fitness studio
Began: 2004, Franchising: 2008
Units: US: 110, CAN: 0, FOR: 0, CO: 3
Cost: \$203.4K-\$342.6K, Rty: \$395/mo.
Financing: Yes
Qualif: \$250K net worth w/\$100K liquid

Legacy Fit

Miami
legacyfit.com
24-hour fitness center
Began: 2008, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$207.7K-\$381.5K, Rty: 5%
Financing: Yes
Qualif: \$100K net worth w/\$20K liquid

Live 2 B Healthy Senior Fitness ■ ▼

Minnetonka, Minn.
franchise.live2bhealthy.com
Exercise programs for seniors
Began: 2008, Franchising: 2010
Units: US: 36, CAN: 0, FOR: 0, CO: 0
Cost: \$37.7K-\$48.1K, Rty: 6%+
Financing: No
Qualif: \$100K net worth w/\$50K liquid



Miami Yoga

Miami
miamiyoga.com
Yoga studio
Began: 2007, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 2
Cost: \$99.1K-\$199K, Rty: 6%
Financing: Yes
Qualif: \$200K net worth w/\$20K liquid

My House Fitness Franchise

Wintersprings, Fla.
myhousefitness.com
Personal and group training,
boot camps, nutrition
Began: 2009, Franchising: 2011
Units: US: 3, CAN: 0, FOR: 0, CO: 1
Cost: \$96.8K-\$179.9K, Rty: 7%
Financing: Yes
Qualif: \$250K net worth w/\$30K-\$50K liquid

9Round

Greenville, S.C.
9round.com
Kickboxing fitness programs
Began: 2007, Franchising: 2009
Units: US: 228, CAN: 4, FOR: 8, CO: 3
Cost: \$57.5K-\$93K, Rty: \$449/mo.
Financing: Yes
Qualif: \$75K net worth w/\$25K liquid

Orangetheory Fitness

Fort Lauderdale, Fla.
offranchise.com
Group personal training
Began: 2010, Franchising: 2010
Units: US: 204, CAN: 15, FOR: 1, CO: 9
Cost: \$327.6K-\$634.1K, Rty: 7%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

Planet Fitness

Newington, N.H.
planetfitness.com
Fitness club
Began: 1992, Franchising: 2003
Units: US: 919, CAN: 0, FOR: 0, CO: 57
Cost: \$728.3K-\$3.8M, Rty: 5%
Financing: Yes
Qualif: \$3M net worth w/\$2M liquid

Pro Martial Arts Franchise

King of Prussia, Pa.
promartialarts.com
Martial-arts instruction, fitness
Began: 2000, Franchising: 2008
Units: US: 57, CAN: 3, FOR: 0, CO: 1
Cost: \$142.8K-\$199.6K, Rty: 7.50%
Financing: Yes
Qualif: \$250K net worth w/\$100K liquid

Pure Barre

Spartanburg, S.C.
purebarre.com
Fitness classes and apparel
Began: 2001, Franchising: 2009
Units: US: 307, CAN: 0, FOR: 0, CO: 14
Cost: \$152K-\$275K, Rty: 7%
Financing: Yes
Qualif: \$100K liquid

Retro Fitness

Colts Neck, N.J.
retrofitness.net
Health club
Began: 2002, Franchising: 2006
Units: US: 140, CAN: 0, FOR: 0, CO: 0
Cost: \$781.4K-\$1.6M, Rty: 5%
Financing: Yes
Qualif: \$2M net worth w/\$300K liquid

Rock Climbing Franchising

Upper Saddle River, N.J.
gravityvault.com
Indoor rock-climbing gym
Began: 2005, Franchising: 2012
Units: US: 1, CAN: 0, FOR: 0, CO: 2
Cost: \$867.1K-\$1.7M, Rty: 6.50%
Financing: Yes
Qualif: \$750K net worth w/\$250K liquid

Snap Fitness

Chanhassen, Minn.
snapfitness.com
24-hour fitness center
Began: 2003, Franchising: 2004
Units: US: 921, CAN: 87, FOR: 307, CO: 125
Cost: \$109.5K-\$285.6K, Rty: \$509/mo.
Financing: Yes
Qualif: \$250K net worth w/\$75K liquid

Tiger-Rock Martial Arts

Dakota Dunes, S.D.
tigerrockmartialarts.com
Martial arts and fitness programs
Began: 1983, Franchising: 2008
Units: US: 161, CAN: 0, FOR: 0, CO: 0
Cost: \$87.4K-\$184.3K, Rty: \$3.50/student/mo.
Financing: No
Qualif: \$35K liquid

Total Woman Gym + Spa

Westlake Village, Calif.
totalwomanfranchising.com
Fitness and spa services for women
Began: 1965, Franchising: 2013
Units: US: 1, CAN: 0, FOR: 0, CO: 14
Cost: \$860.5K-\$1.5M, Rty: 5%
Financing: Yes
Qualif: \$1M net worth w/\$450K-\$600K liquid

Trumi

Stillwater, Minn.
trumi.com
Fitness and nutrition coaching
Began: 2004, Franchising: 2012
Units: US: 19, CAN: 0, FOR: 0, CO: 0
Cost: \$6.4K-\$20.1K, Rty: \$199/mo.
Financing: Yes
Qualif: \$3K liquid

Welcyon, Fitness After 50

Edina, Minn.
welcyon.com
Fitness center for ages 50+
Began: 2009, Franchising: 2011
Units: US: 5, CAN: 0, FOR: 0, CO: 2
Cost: \$259.1K-\$363K, Rty: 5%
Financing: Yes
Qualif: \$250K net worth w/\$70K liquid

Xist Fitness

Fenton, Mo.
xistfit.com
Fitness center
Began: 2010, Franchising: 2012
Units: US: 0, CAN: 0, FOR: 0, CO: 2
Cost: \$689.1K-\$1.95M, Rty: 5%
Financing: Yes
Qualif: \$2M net worth w/\$500K liquid

Xtend Barre

Boca Raton, Fla.
xtendbarre.com
Fitness studio
Began: 2008, Franchising: 2010
Units: US: 28, CAN: 0, FOR: 23, CO: 2
Cost: \$162.8K-\$516.9K, Rty: 4-6%+
Financing: No
Qualif: \$1M net worth w/\$500K liquid

HAIR CARE

A Suite Salon

Burr Ridge, Ill.
asuitesalon.com
Salon suites
Began: 2007, Franchising: 2013
Units: US: 3, CAN: 0, FOR: 0, CO: 6
Cost: \$361.9K-\$1.1M, Rty: to 5%
Financing: Yes
Qualif: \$500K-\$1M net worth w/\$150K liquid

Boardroom Salon for Men

Southlake, Texas
theboardroomsalon.com
Men's grooming services and products
Began: 2004, Franchising: 2007
Units: US: 9, CAN: 0, FOR: 0, CO: 11
Cost: \$279.7K-\$429.4K, Rty: 6%
Financing: Yes
Qualif: \$400K net worth w/\$125K liquid

Cost Cutters Family Hair Care

Minneapolis
regisfranchise.com
Family hair salon
Began: 1982, Franchising: 1982
Units: US: 394, CAN: 0, FOR: 0, CO: 268
Cost: \$88.5K-\$182.1K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

Fantastic Sams Hair Salons

Beverly, Mass.
fantasticsamsfranchise.com
Family hair salon
Began: 1974, Franchising: 1976
Units: US: 1,130, CAN: 4, FOR: 0, CO: 2
Cost: \$136.1K-\$246.1K, Rty: \$292-\$452/wk.
Financing: Yes
Qualif: \$250K-\$300K net worth w/\$60K-\$70K liquid

First Choice Haircutters

Mississauga, Ontario
regisfranchise.ca
Family hair salon
Began: 1980, Franchising: 1980
Units: US: 0, CAN: 196, FOR: 0, CO: 239
Cost: \$182K-\$274K, Rty: 5-7%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

Great Clips

Minneapolis
greatclipsfranchise.com
Hair salon
Began: 1982, Franchising: 1983
Units: US: 3,569, CAN: 125, FOR: 0, CO: 0
Cost: \$122.3K-\$233.1K, Rty: 6%
Financing: Yes
Qualif: \$300K net worth w/\$50K-\$150K liquid

Grooming Lounge Franchise

Washington, D.C.
groominglounge.com
Upscale men's barbershop/spa
Began: 1999, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 2
Cost: \$389.96K-\$706.5K, Rty: 5%
Financing: No
Qualif: \$500K net worth w/\$800K liquid

Image Studios 360

Salt Lake City
imagestudios360franchise.com
Salon suites
Began: 2010, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 5
Cost: \$276.7K-\$877K, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

iStudio Salons

Orlando, Fla.
istudiosalons.com
Salon suites
Began: 2010, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 9
Cost: \$531.3K-\$1.1M, Rty: 5.50%
Financing: Yes
Qualif: \$750K net worth w/\$250K liquid

Lemon Tree Your Family Hair Salon

Jericho, N.Y.
lemontree.com
Family hair salon
Began: 1974, Franchising: 1976
Units: US: 39, CAN: 0, FOR: 0, CO: 0
Cost: \$66.95K-\$99.3K, Rty: 6%
Financing: No
Qualif: \$100K-\$200K net worth w/\$50K-\$75K liquid

Phenix Salon Suites Franchising

Colorado Springs, Colo.
phenixsalonsuites.com
Salon suites
Began: 2007, Franchising: 2010
Units: US: 108, CAN: 0, FOR: 0, CO: 6
Cost: \$277.5K-\$921.7K, Rty: \$750-\$1.3K/mo.
Financing: Yes
Qualif: \$500K net worth w/\$200K liquid

Pigtails & Crewcuts

Atlanta
pigtailsandcrewcuts.com
Children's hair salon
Began: 2002, Franchising: 2004
Units: US: 40, CAN: 0, FOR: 0, CO: 0
Cost: \$93.7K-\$168.3K, Rty: 5%
Financing: Yes
Qualif: \$250K net worth w/\$150K liquid

Primp and Blow, a Blow Dry Bar

Scottsdale, Ariz.
primbandblow.com/franchise
Blow-dry salon
Began: 2010, Franchising: 2013
Units: US: 4, CAN: 0, FOR: 0, CO: 4
Cost: \$299.8K-\$486.9K, Rty: 3%
Financing: No
Qualif: \$500K net worth w/\$250K liquid

Roosters Men's Grooming Centers

Minneapolis
roostersmgc.com
Men's grooming services and products
Began: 1999, Franchising: 2002
Units: US: 77, CAN: 0, FOR: 0, CO: 0
Cost: \$181.3K-\$255.4K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

Shear Madness Haircuts for Kids

Overland Park, Kan.
shearmadnesskids.com
Children's hair salon
Began: 1997, Franchising: 2010
Units: US: 6, CAN: 0, FOR: 0, CO: 1
Cost: \$126.9K-\$293.6K, Rty: 5%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

Snip-Its

Eden Prairie, Minn.
snipits.com
Children's hair salon, party services
Began: 1995, Franchising: 2003
Units: US: 64, CAN: 0, FOR: 0, CO: 2
Cost: \$115.9K-\$206.8K, Rty: 5.5-6%
Financing: Yes
Qualif: \$500K net worth w/\$100K liquid



Sport Clips

Georgetown, Texas
sportclipsfranchise.com
Men's sports-theme hair salon
Began: 1993, Franchising: 1995
Units: US: 1,350, CAN: 23, FOR: 0, CO: 32
Cost: \$168.3K-\$326.5K, Rty: 6%
Financing: Yes
Qualif: \$300K net worth w/\$100K liquid

Supercuts

Minneapolis
regisfranchise.com
Hair salon
Began: 1975, Franchising: 1979
Units: US: 1,372, CAN: 20, FOR: 0, CO: 1,093
Cost: \$113.9K-\$233.8K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

V's Barbershop Franchise

Phoenix
vbarbershop.com
Upscale men's barbershop
Began: 1999, Franchising: 2005
Units: US: 25, CAN: 0, FOR: 0, CO: 2
Cost: \$194.5K-\$352.9K, Rty: 5%
Financing: No
Qualif: \$400K net worth w/\$100K-\$150K liquid

MASSAGE SERVICES

Elements Massage

Highlands Ranch, Colo.
elementsmassage.com
Therapeutic massage services
Began: 2000, Franchising: 2006
Units: US: 207, CAN: 0, FOR: 0, CO: 0
Cost: \$214.8K-\$380.7K, Rty: 6%
Financing: Yes

Hand and Stone Massage and Facial Spa

Hamilton, N.J.
handandstone.com
Massage and spa services
Began: 2004, Franchising: 2006
Units: US: 201, CAN: 14, FOR: 0, CO: 1
Cost: \$406.9K-\$521.7K, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

LaVida Massage

Brighton, Mich.
lavidamassage.com
Massage and spa services
Began: 2007, Franchising: 2007
Units: US: 55, CAN: 1, FOR: 0, CO: 0
Cost: \$160.3K-\$290K, Rty: 5%
Financing: No
Qualif: \$500K net worth w/\$100K liquid

Massage Addict

Toronto
massageaddict.ca
Therapeutic massage
Began: 2008, Franchising: 2008
Units: US: 0, CAN: 36, FOR: 0, CO: 5
Cost: \$194K-\$354.5K, Rty: 5%
Financing: Yes
Qualif: \$250K net worth w/\$50K-\$75K liquid

Massage Envy Spa

Scottsdale, Ariz.
massageenvy.com
Therapeutic massage and facial services
Began: 2002, Franchising: 2003
Units: US: 1,085, CAN: 0, FOR: 0, CO: 0
Cost: \$413.7K-\$960.9K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

Massage Heights

San Antonio
massageheights.com
Therapeutic massage services and products
Began: 2004, Franchising: 2005
Units: US: 118, CAN: 8, FOR: 0, CO: 2
Cost: \$360K-\$636.96K, Rty: 5%
Financing: Yes
Qualif: \$400K net worth w/\$175K liquid

MassageLuxe

Fenton, Mo.
massagelux.com
Therapeutic massage, facials, waxing
Began: 2008, Franchising: 2008
Units: US: 34, CAN: 0, FOR: 0, CO: 4
Cost: \$215.1K-\$399.5K, Rty: 5%
Financing: Yes
Qualif: \$400K net worth w/\$100K liquid

SENIOR CARE

Acti-Kare ■ ▼

Tampa, Fla.
actikare.com
Nonmedical home care
Began: 2007, Franchising: 2007
Units: US: 90, CAN: 0, FOR: 0, CO: 0
Cost: \$32.6K-\$51.6K, Rty: 3-5%
Financing: Yes
Qualif: \$100K net worth w/\$40K liquid

Always Best Care Senior Services

Roseville, Calif.
alwaysbestcare.com
Medical and nonmedical home care, assisted-living placement
Began: 1996, Franchising: 2006
Units: US: 202, CAN: 1, FOR: 0, CO: 0
Cost: \$60.2K-\$109.4K, Rty: 6%
Financing: Yes
Qualif: \$300K net worth w/\$100K liquid

AmeriCare Alliance

Atlanta
americareinfo.com
Nonmedical home care
Began: 2003, Franchising: 2004
Units: US: 25, CAN: 0, FOR: 0, CO: 0
Cost: \$89K-\$130K, Rty: 6%
Financing: Yes

A Right Place For Seniors

Chino Hills, Calif.
arightplacefranchise.com
Senior-care referral and placement
Began: 2012, Franchising: 2014
Units: US: 1, CAN: 0, FOR: 0, CO: 1
Cost: \$56.2K-\$103.9K, Rty: 8%
Financing: No
Qualif: \$100K net worth w/\$50K liquid

Assisted Living Locators ■

Scottsdale, Ariz.
assistedlivinglocators.com
Senior-care referrals and senior-living placement
Began: 2003, Franchising: 2006
Units: US: 36, CAN: 0, FOR: 0, CO: 2
Cost: \$59.3K-\$70.3K, Rty: \$500-\$1K/mo.
Financing: Yes

BrightStar Care

Gurnee, Ill.
brightstarfranchise.com
Medical/nonmedical home care, medical staffing
Began: 2002, Franchising: 2005
Units: US: 266, CAN: 0, FOR: 0, CO: 4
Cost: \$93.5K-\$172.97K, Rty: 5-6%
Financing: Yes
Qualif: \$500K net worth w/\$100K liquid

CarePatrol Franchise Systems ■

Gilbert, Ariz.
carepatrol.com
Assisted-living referral and placement
Began: 1993, Franchising: 2009
Units: US: 134, CAN: 0, FOR: 0, CO: 1
Cost: \$62.4K-\$84.4K, Rty: \$500-\$1K/mo.
Financing: Yes
Qualif: \$150K net worth w/\$70K liquid

Caring Senior Service

San Antonio
caringfranchise.com
Home care
Began: 1991, Franchising: 2002
Units: US: 50, CAN: 0, FOR: 0, CO: 3
Cost: \$58.6K-\$102.5K, Rty: 5%
Financing: Yes
Qualif: \$150K net worth w/\$50K-\$100K liquid

ComForCare Home Care

Bloomfield Hills, Mich.
comforcarefranchise.com
Nonmedical home care
Began: 1996, Franchising: 2001
Units: US: 200, CAN: 3, FOR: 1, CO: 0
Cost: \$81.3K-\$155.8K, Rty: 5-3%
Financing: Yes
Qualif: \$300K net worth w/\$75K liquid

Comfort Keepers

Dayton, Ohio
comfortkeepersfranchise.com
Home care
Began: 1998, Franchising: 1999
Units: US: 648, CAN: 58, FOR: 41, CO: 29
Cost: \$83.1K-\$114.4K, Rty: 5%
Financing: Yes
Qualif: \$300K net worth w/\$75K liquid

Companion Connection Senior Care ■ ▼

New Brunswick, N.J.
companionconnectionsni.com
Medical/nonmedical personal care
Began: 1985, Franchising: 2010
Units: US: 136, CAN: 2, FOR: 0, CO: 2
Cost: \$22.5K-\$25.5K, Rty: 0
Financing: Yes
Qualif: \$100K net worth w/\$25K liquid

Executive Home Care

Hackensack, N.J.
executivehomecare.com
Home health care
Began: 2004, Franchising: 2012
Units: US: 8, CAN: 0, FOR: 0, CO: 2
Cost: \$99.8K-\$151K, Rty: 5%
Financing: Yes
Qualif: \$200K net worth w/\$150K liquid

FirstLight HomeCare

Cincinnati
firstlightfranchise.com
Nonmedical home care
Began: 2010, Franchising: 2010
Units: US: 112, CAN: 0, FOR: 0, CO: 0
Cost: \$87.2K-\$129.7K, Rty: 5%
Financing: Yes
Qualif: \$150K net worth w/\$75K liquid

Golden Heart Senior Care ■

Las Vegas
goldenheartseniorcare.com
Nonmedical home care
Began: 2009, Franchising: 2010
Units: US: 36, CAN: 0, FOR: 0, CO: 0
Cost: \$55.3K-\$81.3K, Rty: 6%
Financing: Yes
Qualif: \$150K net worth w/\$75K liquid

Granny Nannies Licensing Group

Longwood, Fla.
grannynannies.com
Home care
Began: 1990, Franchising: 1997
Units: US: 26, CAN: 0, FOR: 0, CO: 3
Cost: \$59.6K-\$99.8K, Rty: 5%
Financing: No
Qualif: \$100K net worth w/\$60K-\$100K liquid

Hallmark Homecare ■ ▼

Irvine, Calif.
hallmarkhomecare.com
Caregiver search, recruitment and placement
Began: 2012, Franchising: 2013
Units: US: 91, CAN: 1, FOR: 0, CO: 0
Cost: \$13.9K-\$26.9K, Rty: 0
Financing: No
Qualif: \$50K net worth w/\$30K liquid

Home Helpers/Direct Link ■

Cincinnati
homehelpershomecare.com
Medical/nonmedical personal care
Began: 1997, Franchising: 1997
Units: US: 627, CAN: 1, FOR: 0, CO: 0
Cost: \$65K-\$106K, Rty: 4-6%
Financing: Yes
Qualif: \$45K liquid



Home Instead Senior Care

Omaha, Neb.
homeinstead.com
Nonmedical senior care
Began: 1994, Franchising: 1995
Units: US: 613, CAN: 33, FOR: 376, CO: 2
Cost: \$102.3K-\$117.9K, Rty: 5%
Financing: Yes
Qualif: \$45K liquid

Homewatch CareGivers

Greenwood Village, Colo.
homewatchcaregivers.com/franchise
Home care, nursing-care coordination, memory care
Began: 1976, Franchising: 1996
Units: US: 217, CAN: 7, FOR: 7, CO: 3
Cost: \$83.3K-\$136K, Rty: 5%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

HomeWell Senior Care

Seattle
homewellfranchising.com
Home care
Began: 2002, Franchising: 2003
Units: US: 36, CAN: 3, FOR: 0, CO: 0
Cost: \$60.5K-\$119.5K, Rty: 5%
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid

Ikor USA

Kennett Square, Pa.
ikoradvocates.com
Patient advocacy and guardianship for seniors and the disabled
Began: 1998, Franchising: 2010
Units: US: 14, CAN: 0, FOR: 0, CO: 0
Cost: \$78.1K-\$140.7K, Rty: 8%
Financing: Yes
Qualif: \$150K net worth w/\$55K liquid

Interim Healthcare

Sunrise, Fla.
interimhealthcare.com
Medical home care, medical staffing
Began: 1966, Franchising: 1966
Units: US: 342, CAN: 0, FOR: 212, CO: 0
Cost: \$115.5K-\$188.5K, Rty: 3.25-5.25%
Financing: Yes
Qualif: \$250K-\$450K net worth w/\$100K-\$250K liquid

Libertana

Beverly Hills, Calif.
libertana.com
Medical/nonmedical home care, hospice services, home-accessibility products
Began: 2012, Franchising: 2013
Units: US: 4, CAN: 0, FOR: 0, CO: 1
Cost: \$98K-\$140K, Rty: 4%
Financing: No
Qualif: \$250K net worth w/\$250K liquid

My Elder Advocate

Great Neck, N.Y.
myelderadvocate.com
Senior advocacy
Began: 2004, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$98.3K-\$125.7K, Rty: 8%
Financing: No
Qualif: \$250K net worth w/\$150K liquid

Preferred HealthStaff

Fairfield, Pa.
preferredhealthstaff.com
Home care, medical staffing
Began: 2009, Franchising: 2014
Units: US: 2, CAN: 0, FOR: 0, CO: 2
Cost: \$53K-\$94K, Rty: 5%
Financing: Yes
Qualif: \$140K net worth

Qualicare

Toronto
qualicare.com
Medical/nonmedical home care, patient advocacy
Began: 2001, Franchising: 2011
Units: US: 26, CAN: 30, FOR: 0, CO: 4
Cost: \$78.7K-\$190.95K, Rty: 5%
Financing: Yes

Right at Home

Omaha, Neb.
rightathomefranchise.com
Home care, medical staffing
Began: 1995, Franchising: 2000
Units: US: 415, CAN: 17, FOR: 44, CO: 1
Cost: \$78.2K-\$131.7K, Rty: 5%
Financing: No
Qualif: \$150K-\$240K liquid

Senior Helpers

Timonium, Md.
seniorhelpers.com
Personal, companion and Alzheimer's home care
Began: 2001, Franchising: 2005
Units: US: 246, CAN: 0, FOR: 13, CO: 0
Cost: \$81.3K-\$117.3K, Rty: 5%
Financing: Yes
Qualif: \$250K liquid

The Senior's Choice

Incline Village, Nev.
theseniorschoice.com
Nonmedical home care
Began: 1994, Franchising: 2007
Units: US: 160, CAN: 6, FOR: 4, CO: 1
Cost: \$38K-\$55K, Rty: 0
Financing: No
Qualif: \$100K net worth w/\$50K liquid

Synergy HomeCare

Gilbert, Ariz.
synergyhomecare.com
Nonmedical home care
Began: 2001, Franchising: 2005
Units: US: 285, CAN: 0, FOR: 0, CO: 0
Cost: \$59.2K-\$108.9K, Rty: 5%
Financing: Yes
Qualif: \$150K net worth w/\$50K liquid

Touching Hearts At Home

Minneapolis
touchinghearts.com
Nonmedical home care for seniors and the disabled
Began: 1996, Franchising: 2007
Units: US: 44, CAN: 0, FOR: 0, CO: 0
Cost: \$47.4K-\$67.96K, Rty: 3-5%
Financing: Yes
Qualif: \$50K-\$75K net worth w/\$32K liquid

Visiting Angels

Havertown, Pa.
livingassistance.com
Nonmedical home care
Began: 1992, Franchising: 1998
Units: US: 509, CAN: 7, FOR: 3, CO: 0
Cost: \$63.8K-\$104.5K, Rty: 3.5-2%
Financing: No
Qualif: \$100K net worth w/\$40K-\$50K liquid

TANNING

GloPatrol

Woodbury, Minn.
glopatrol.com
Mobile sunless tanning
Began: 2013, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 0
Cost: \$9K-\$25.5K, Rty: \$150/mo.
Financing: Yes
Qualif: \$10K liquid

iTan Franchising

Vista, Calif.
itanfranchising.com
UV tanning, spray tanning, spa services
Began: 2001, Franchising: 2009
Units: US: 22, CAN: 0, FOR: 0, CO: 8
Cost: \$326K-\$650K, Rty: 6%
Financing: No
Qualif: \$500K net worth w/\$150K liquid

Palm Beach Tan

Coppell, Texas
palmbeachtan.com
Tanning
Began: 1990, Franchising: 2001
Units: US: 240, CAN: 0, FOR: 0, CO: 183
Cost: \$502.7K-\$810.3K, Rty: 4-6%
Financing: Yes
Qualif: \$500K net worth w/\$250K liquid

The Palms Tanning Resort

Greenwood Village, Colo.
thepalmsstanningresort.com
Tanning
Began: 2003, Franchising: 2003
Units: US: 1, CAN: 0, FOR: 0, CO: 4
Cost: \$489.8K-\$517K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$100K liquid

MISCELLANEOUS PERSONAL-CARE BUSINESSES

Amazing Lash Studio Franchise

Houston
amazinglashstudio.com
Eyelash extensions
Began: 2010, Franchising: 2013
Units: US: 21, CAN: 0, FOR: 0, CO: 6
Cost: \$246K-\$404K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$250K liquid

Bellacures Nail Salons

Beverly Hills, Calif.
bellacuresfranchise.com
Nail salon
Began: 2006, Franchising: 2010
Units: US: 7, CAN: 0, FOR: 0, CO: 0
Cost: \$112.3K-\$260.4K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$150K liquid

Body by Dr. Miami

Bay Harbor Island, Fla.
balharboursurgery.com
Plastic surgery
Began: 2003, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$237.6K-\$495.9K, Rty: 6%
Financing: Yes
Qualif: \$100K net worth w/\$30K liquid

Hammer & Nails

Frisco, Texas
hammerandnails-salon.com
Men's nail salon
Began: 2013, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$92.7K-\$187.8K, Rty: 4%
Financing: No
Qualif: \$300K net worth w/\$100K liquid

LunchBox (A Waxing Salon)

Boise, Idaho
lunchboxwax.com
Body waxing
Began: 2010, Franchising: 2013
Units: US: 10, CAN: 0, FOR: 0, CO: 2
Cost: \$133.4K-\$340.9K, Rty: 6%
Financing: Yes
Qualif: \$400K net worth w/\$250K liquid

Planet Beach Franchising

Marrero, La.
myplanetbeachfranchise.com
Automated spa, sunless and UV-treatment services
Began: 1995, Franchising: 1996
Units: US: 156, CAN: 14, FOR: 5, CO: 1
Cost: \$164.5K-\$324.97K, Rty: 6%
Financing: Yes
Qualif: \$300K net worth w/\$65K liquid

Serasana

Marble Falls, Texas
serasanafranchise.com
Acupuncture, yoga, massage, teas
Began: 2004, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$275K-\$570K, Rty: 6%
Financing: No
Qualif: \$400K net worth w/\$100K liquid

Seva Beauty ♦

Highland Park, Ill.
sevabeautyfranchise.com
Threading, eyelash extensions, waxing, spa services and products
Began: 2008, Franchising: 2010
Units: US: 86, CAN: 0, FOR: 0, CO: 0
Cost: \$114K-\$199.5K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$39K liquid

Spa810 Laser, Skin & Massage

Scottsdale, Ariz.
spa810.com
Laser hair removal, facials, therapeutic massage
Began: 2006, Franchising: 2012
Units: US: 5, CAN: 0, FOR: 0, CO: 1
Cost: \$352.3K-\$557.5K, Rty: 6%
Financing: Yes
Qualif: \$350K net worth w/\$90K liquid

The Ten Spot

Toronto
the10spot.com
Nail care, waxing, facials
Began: 2006, Franchising: 2011
Units: US: 0, CAN: 14, FOR: 0, CO: 4
Cost: \$280.3K-\$382.6K, Rty: 6%
Financing: Yes
Qualif: \$175K-\$395K net worth w/\$100K liquid

Waxing the City

Hastings, Minn.
waxingthecity.com
Facial and body waxing
Began: 2003, Franchising: 2010
Units: US: 23, CAN: 0, FOR: 0, CO: 2
Cost: \$97.4K-\$326.3K, Rty: 6%
Financing: Yes
Qualif: \$350K net worth w/\$120K liquid

The Woodhouse Day Spa

Victoria, Texas
woodhousespas.com
Spa services, bath and body products
Began: 2001, Franchising: 2003
Units: US: 42, CAN: 0, FOR: 0, CO: 2
Cost: \$497.6K-\$697.4K, Rty: 6%
Financing: Yes
Qualif: \$750K net worth w/\$250K liquid

PETS

DOG TRAINING

The Dog Wizard ■ ▼

Charlotte, N.C.
thedogwizacademy.com
Dog training
Began: 2005, Franchising: 2013
Units: US: 18, CAN: 0, FOR: 0, CO: 0
Cost: \$32K-\$39.3K, Rty: \$1.6K/mo.
Financing: Yes
Qualif: \$30K net worth w/\$30K liquid

Zoom Room

Los Angeles
zoomroomonline.com
Dog training, canine event center, pet products
Began: 2007, Franchising: 2009
Units: US: 14, CAN: 0, FOR: 0, CO: 4
Cost: \$132.8K-\$308.7K, Rty: 8%
Financing: No
Qualif: \$150K net worth w/\$75K liquid

GROOMING

Splash and Dash for Dogs

St. Petersburg, Fla.
splashtanddashfranchise.com
Pet products and grooming
Began: 2009, Franchising: 2014
Units: US: 6, CAN: 0, FOR: 0, CO: 0
Cost: \$55K-\$135.6K, Rty: 8%
Financing: Yes
Qualif: \$100K net worth w/\$85K liquid

Sydnee's Pet Grooming

San Marcos, Calif.
sydneespetsgrooming.com
Pet grooming
Began: 2011, Franchising: 2014
Units: US: 4, CAN: 0, FOR: 0, CO: 3
Cost: \$115.6K-\$241.4K, Rty: 6%
Financing: No
Qualif: \$200K net worth w/\$50K liquid

PET CARE

Barkefellers, The Place for Dogs

Indianapolis
barkefellersfranchise.com
Upscale pet hotel
Began: 2008, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 3
Cost: \$938K-\$4.5M, Rty: 6%
Financing: Yes

Camp Bow Wow

Broomfield, Colo.
campbowwow.com
Dog daycare, boarding, training, grooming; in-home pet care
Began: 2000, Franchising: 2003
Units: US: 165, CAN: 1, FOR: 0, CO: 4
Cost: \$356.6K-\$1M, Rty: 7%
Financing: Yes
Qualif: \$500K net worth w/\$150K liquid

Camp Run-A-Mutt

San Diego
camprunamutt.com
Dog daycare and boarding
Began: 2008, Franchising: 2010
Units: US: 8, CAN: 0, FOR: 0, CO: 1
Cost: \$173.4K-\$422.2K, Rty: 6%
Financing: No
Qualif: \$150K net worth

Central Bark Doggy Day Care

Oakland Park, Fla.
centralbarkusa.com
Dog daycare
Began: 1997, Franchising: 2004
Units: US: 24, CAN: 0, FOR: 0, CO: 1
Cost: \$255.1K-\$389K, Rty: 6%
Financing: No
Qualif: \$80K liquid

D.O.G.

Miami
doghotels.com
Dog daycare, boarding, grooming and training
Began: 2012, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$429K-\$548.5K, Rty: 8%
Financing: No
Qualif: \$1M net worth w/\$500K liquid

The Dog Stop

Pittsburgh
thedogstop.net
Dog daycare, boarding, walking, grooming, training, products
Began: 2009, Franchising: 2013
Units: US: 5, CAN: 0, FOR: 0, CO: 3
Cost: \$127.8K-\$285.3K, Rty: 5%
Financing: Yes
Qualif: \$150K net worth w/\$50K liquid

Fetch! Pet Care ■ ▼

Dayton, Ohio
petfranchisingopportunities.com
Pet-sitting, dog-walking
Began: 2002, Franchising: 2004
Units: US: 106, CAN: 0, FOR: 0, CO: 5
Cost: \$30.9K-\$44.5K, Rty: 6%
Financing: No
Qualif: \$25K net worth w/\$15K liquid

In Home Pet Services ■ ▼

Bellerose, N.Y.
inhomepetservices.com/franchise
Pet-sitting, dog-walking
Began: 2001, Franchising: 2005
Units: US: 12, CAN: 0, FOR: 0, CO: 1
Cost: \$9.2K-\$35.1K, Rty: 5%
Financing: No
Qualif: \$25K net worth

Pet Assist ■ ▼

Sharon, Mass.
petassist.com
Dog-walking, pet-sitting, pet transportation and waste removal
Began: 2009, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$19.1K-\$41.95K, Rty: \$250/mo.
Financing: No
Qualif: \$50K net worth w/\$20K liquid



Pet Sit Pros ■ ▼

Long Beach, Calif.
petsitpros.com
Pet-sitting, dog-walking
Began: 2009, Franchising: 2013
Units: US: 4, CAN: 0, FOR: 0, CO: 3
Cost: \$19.7K-\$66.4K, Rty: 5%
Financing: No
Qualif: \$25K liquid

Preppy Pet

Orlando, Fla.
preppypet.com
Pet daycare, boarding, grooming
Began: 2003, Franchising: 2006
Units: US: 12, CAN: 0, FOR: 0, CO: 1
Cost: \$129.6K-\$259K, Rty: 4-6%
Financing: Yes
Qualif: \$100K net worth

PET STORES

NPM Franchising

Portland, Ore.
npmfranchise.com
Pet food and supplies, grooming and self-wash services
Began: 2005, Franchising: 2008
Units: US: 36, CAN: 0, FOR: 0, CO: 0
Cost: \$209K-\$474K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$100K liquid

Pet Supplies Plus

Livonia, Mich.
pspfanchise.com
Retail pet supplies and services
Began: 1987, Franchising: 1990
Units: US: 147, CAN: 0, FOR: 0, CO: 174
Cost: \$549.4K-\$1.1M, Rty: 2-3%
Financing: Yes
Qualif: \$750K net worth w/\$250K liquid

Petland

Chillicothe, Ohio
petland.com
Pets, pet supplies, pet-related items
Began: 1967, Franchising: 1971
Units: US: 67, CAN: 32, FOR: 29, CO: 8
Cost: \$273.5K-\$1M, Rty: 4.50%
Financing: Yes
Qualif: \$250K net worth w/\$125K-\$300K liquid

Wild Birds Unlimited

Carmel, Ind.
wbu.com
Bird-feeding supplies and nature gift items
Began: 1981, Franchising: 1983
Units: US: 270, CAN: 18, FOR: 0, CO: 0
Cost: \$123.4K-\$192.1K, Rty: 4%
Financing: Yes
Qualif: \$250K net worth w/\$30K-\$40K liquid

RECREATION

SPORTS APPAREL/EQUIPMENT

Destination Athlete ■

Lebanon, N.J.
destinationathlete.com
Youth sports apparel, equipment and services
Began: 2008, Franchising: 2008
Units: US: 18, CAN: 0, FOR: 0, CO: 0
Cost: \$33.2K-\$139.3K, Rty: 5-8%
Financing: Yes
Qualif: \$25K net worth w/\$10K liquid

Endurance House

Middleton, Wis.
endurancehouse.com
Triathlon equipment, apparel and training programs
Began: 2007, Franchising: 2011
Units: US: 10, CAN: 0, FOR: 0, CO: 0
Cost: \$447.2K-\$630.6K, Rty: 3-3.5%
Financing: Yes
Qualif: \$400K net worth w/\$150K liquid

Play It Again Sports

Minneapolis
playitagainsports.com
New and used sporting goods/equipment
Began: 1983, Franchising: 1988
Units: US: 261, CAN: 35, FOR: 0, CO: 0
Cost: \$242.4K-\$392.5K, Rty: 5%
Financing: No
Qualif: \$350K net worth w/\$75K-\$122K liquid

TRAMPOLINE PARKS

Bounce!

Trampoline Sports Franchise
Valley Cottage, N.Y.
bounceonit.com
Indoor trampoline park
Began: 2011, Franchising: 2012
Units: US: 1, CAN: 0, FOR: 0, CO: 2
Cost: \$926K-\$1.5M, Rty: 6%
Financing: Yes
Qualif: \$1M net worth w/\$800K liquid

Launch Trampoline Park

Warwick, R.I.
launchtrampolinepark.com
Trampoline playing court
Began: 2012, Franchising: 2013
Units: US: 4, CAN: 0, FOR: 0, CO: 2
Cost: \$887K-\$1.4M, Rty: 6%
Financing: No
Qualif: \$500K net worth w/\$100K liquid

Rockin' Jump

Pleasanton, Calif.
franchise.rockinjump.com
Indoor trampoline arena and party space
Began: 2010, Franchising: 2013
Units: US: 11, CAN: 1, FOR: 1, CO: 3
Cost: \$892K-\$1.9M, Rty: 6%
Financing: Yes
Qualif: \$1M net worth w/\$400K-\$500K liquid

Sky Zone Indoor Trampoline Park

Los Angeles
skyzone.com
Trampoline playing court
Began: 2004, Franchising: 2009
Units: US: 88, CAN: 5, FOR: 5, CO: 2
Cost: \$850.99K-\$2.5M, Rty: 6%
Financing: Yes
Qualif: \$2M net worth w/\$400K liquid

TRAVEL AGENCIES

Cruise Planners ■ ■ ■ ◆

Coral Springs, Fla.
cruiseplannersfranchise.com
Travel agency
Began: 1994, Franchising: 1999
Units: US: 2,071, CAN: 0, FOR: 0, CO: 1
Cost: \$2.1K-\$22.7K, Rty: 3%
Financing: Yes
Qualif: \$17K net worth w/\$10K liquid

CruiseOne ■ ■ ◆

Fort Lauderdale, Fla.
cruiseonefranchise.com
Travel agency
Began: 1989, Franchising: 1993
Units: US: 997, CAN: 0, FOR: 3, CO: 0
Cost: \$3.3K-\$21.9K, Rty: 3%
Financing: Yes

Expedia CruiseShipCenters

Vancouver, British Columbia
expediafranchise.com
Cruise and vacation travel agency
Began: 1987, Franchising: 1987
Units: US: 40, CAN: 143, FOR: 0, CO: 1
Cost: \$94.5K-\$179.5K, Rty: 9%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

RETAIL

APPAREL & ACCESSORIES

Apricot Lane

Vacaville, Calif.
apricottlaneusa.com
Women's clothing, accessories, gifts
Began: 1991, Franchising: 2004
Units: US: 80, CAN: 0, FOR: 0, CO: 0
Cost: \$131.3K-\$409.8K, Rty: 5.50%
Financing: Yes
Qualif: \$250K net worth w/\$100K liquid

BookATailor ◆

Great Neck, N.Y.
bookatailor.com
Men's custom clothing
Began: 2012, Franchising: 2014
Units: US: 3, CAN: 0, FOR: 0, CO: 9
Cost: \$59.99K-\$84.99K, Rty: 6%
Financing: Yes
Qualif: \$85K net worth w/\$25K liquid

Clothes Mentor

Minnetonka, Minn.
clothesmentor.com
Women's clothing and accessories resale store
Began: 2001, Franchising: 2007
Units: US: 129, CAN: 0, FOR: 0, CO: 1
Cost: \$161.5K-\$259K, Rty: 4%
Financing: Yes
Qualif: \$250K net worth w/\$50K-\$75K liquid

Copper Penny

Mount Pleasant, S.C.
shopcopperpenny.com
Women's clothing and footwear
Began: 1987, Franchising: 2013
Units: US: 3, CAN: 0, FOR: 0, CO: 6
Cost: \$189.9K-\$414.9K, Rty: 3-5%
Financing: Yes

Fabulous Frocks ▼

Charleston, S.C.
fabulousfrocksbridal.com
Bridal consignment store
Began: 2008, Franchising: 2012
Units: US: 4, CAN: 0, FOR: 0, CO: 2
Cost: \$49.7K-\$144.5K, Rty: 5%
Financing: Yes
Qualif: \$150K net worth w/\$30K liquid

Flips

Minneapolis
flipsfranchise.com
Flip-flops
Began: 2009, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$155.1K-\$225.1K, Rty: 5%
Financing: No

Mainstream Boutique

Minneapolis
mainstreamboutique.com
Women's clothing, accessories, gifts
Began: 1991, Franchising: 1998
Units: US: 52, CAN: 0, FOR: 0, CO: 1
Cost: \$59.9K-\$158.6K, Rty: 7.50%
Financing: No
Qualif: \$150K net worth w/\$50K liquid

Mode

Fargo, N.D.
shopmodestore.com
Designer apparel and accessories outlet
Began: 2007, Franchising: 2009
Units: US: 8, CAN: 0, FOR: 0, CO: 1
Cost: \$170K-\$274K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$30K liquid

NTY Clothing Exchange

Minnetonka, Minn.
ntyclothingexchange.com
Teen-clothing and accessories resale store
Began: 2014, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$163K-\$258K, Rty: 4%
Financing: No
Qualif: \$350K net worth w/\$120K liquid

Plato's Closet

Minneapolis
platoscloset.com
Teen- and young-adult-clothing resale store
Began: 1998, Franchising: 1999
Units: US: 427, CAN: 12, FOR: 0, CO: 0
Cost: \$230.95K-\$398.2K, Rty: 5%
Financing: No
Qualif: \$250K net worth w/\$69K-\$117K liquid

Pro Image Sports ◆

Centerville, Utah
proimagesports.com
Licensed sports apparel and accessories
Began: 1985, Franchising: 1986
Units: US: 124, CAN: 0, FOR: 1, CO: 0
Cost: \$141K-\$403.5K, Rty: 4%
Financing: No
Qualif: \$250K net worth w/\$75K liquid

Silver Pet Prints ■ ▼

Oakland, Calif.
silverpetprints.com
Personalized paw-print jewelry
Began: 2013, Franchising: 2013
Units: US: 4, CAN: 0, FOR: 4, CO: 0
Cost: \$185.5K-\$22.3K, Rty: 10%
Financing: Yes

Smallprint ■ ▼

Oakland, Calif.
smallprint.com
Personalized jewelry
Began: 2004, Franchising: 2005
Units: US: 8, CAN: 2, FOR: 113, CO: 0
Cost: \$21.9K-\$30.8K, Rty: 10%
Financing: Yes

Style Encore

Minneapolis
style-encore.com
Women's clothing and accessories resale store
Began: 2013, Franchising: 2013
Units: US: 32, CAN: 0, FOR: 0, CO: 0
Cost: \$254.3K-\$389.1K, Rty: 5%
Financing: No
Qualif: \$250K net worth w/\$76K-\$117K liquid

TaylorMarie's ■

Excelsior, Minn.
taylormariesapparel.com
Mobile clothing sales to senior women
Began: 2003, Franchising: 2009
Units: US: 6, CAN: 0, FOR: 0, CO: 1
Cost: \$103.7K-\$173.6K, Rty: 6%
Financing: Yes
Qualif: \$200K net worth w/\$100K liquid

Uptown Cheap skate

Salt Lake City
uptowncheap skate.com
Young-adult-clothing resale store
Began: 2008, Franchising: 2008
Units: US: 43, CAN: 0, FOR: 0, CO: 2
Cost: \$212K-\$384.5K, Rty: 5%
Financing: Yes
Qualif: \$70K net worth w/\$70K liquid

BATTERIES

Batteries Plus Bulbs

Hartland, Wis.
batteriesplus.com
Batteries, light bulbs, related products
Began: 1988, Franchising: 1992
Units: US: 614, CAN: 0, FOR: 0, CO: 46
Cost: \$215.1K-\$389K, Rty: 5%
Financing: Yes
Qualif: \$350K net worth w/\$100K liquid

Interstate All Battery Center

Dallas
interstatebatteries.com/franchising
Batteries
Began: 1999, Franchising: 2000
Units: US: 195, CAN: 7, FOR: 1, CO: 9
Cost: \$177.6K-\$440K, Rty: 5%
Financing: Yes
Qualif: \$500K net worth w/\$200K liquid

CONVENIENCE STORES

7-Eleven

Dallas
franchise.7-eleven.com
Convenience stores
Began: 1927, Franchising: 1964
Units: US: 8,109, CAN: 0, FOR: 47,835, CO: 495
Cost: \$37.6K-\$1.1M, Rty: 0
Financing: Yes
Qualif: \$100K-\$250K net worth
w/\$50K-\$150K liquid

ampm

La Palma, Calif.
arcoampmfranchising.com
Convenience stores and gas stations
Began: 1975, Franchising: 1979
Units: US: 970, CAN: 0, FOR: 0, CO: 3
Cost: \$1.8M-\$7.9M, Rty: 5%
Financing: Yes
Qualif: \$800K liquid

E-CIGARETTES

DragnVape

Miami
dragnvape.com
Electronic cigarettes and related products
Began: 2014, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$81.5K-\$145K, Rty: 6%
Financing: Yes
Qualif: \$20K liquid

Palm Beach Vapors ♦

Tulsa, Okla.
palmbeachvapors.com
Electronic cigarettes and related products
Began: 2013, Franchising: 2013
Units: US: 13, CAN: 0, FOR: 0, CO: 1
Cost: \$89.4K-\$103.2K, Rty: 6.50%
Financing: Yes
Qualif: \$100K net worth w/\$10K liquid

Premier Vapor & Lounge

Cape Coral, Fla.
premiervaporandlounge.com
Electronic cigarettes and related products
Began: 2014, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$84.9K-\$125.6K, Rty: 5%
Financing: Yes
Qualif: \$100K net worth w/\$20K liquid

Twist Vapor

Tampa, Fla.
twistvapor.com
Electronic cigarettes, coffee shop
Began: 2014, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$184K-\$213.9K, Rty: 6%
Financing: Yes
Qualif: \$20K liquid

Vapor Safari

Maitland, Fla.
vaporsafari.com
Electronic cigarettes and related products
Began: 2013, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$124.5K-\$154.3K, Rty: 6%
Financing: Yes
Qualif: \$150K net worth w/\$20K liquid

VaporFi ♦

Miami
vaporfi.com
Electronic cigarettes and related products
Began: 2013, Franchising: 2014
Units: US: 17, CAN: 0, FOR: 1, CO: 11
Cost: \$89.3K-\$159.9K, Rty: 6%
Financing: Yes
Qualif: \$100K net worth w/\$10K liquid

FRAME STORES

Deck The Walls ♦

St. Peters, Mo.
dtwfrinfo.com
Custom framing and wall decor
Began: 1979, Franchising: 1979
Units: US: 14, CAN: 0, FOR: 0, CO: 0
Cost: \$111.9K-\$173.9K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$75K liquid

Fancy Art, N.F.P.

Barrington, Ill.
fancyartnfp.com
Art and custom framing
Began: 1992, Franchising: 2008
Units: US: 0, CAN: 0, FOR: 0, CO: 2
Cost: \$104.7K-\$206.1K, Rty: 7%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

The Great Frame Up ♦

St. Peters, Mo.
tgfufrinfo.com
Custom framing and wall decor
Began: 1971, Franchising: 1975
Units: US: 92, CAN: 0, FOR: 0, CO: 0
Cost: \$111.97K-\$173.9K, Rty: 6%
Financing: Yes
Qualif: \$200K net worth w/\$50K liquid

TOOLS DISTRIBUTION

Mac Tools ■

Westerville, Ohio
mactools.com
Automotive tools and equipment
Began: 1938, Franchising: 2011
Units: US: 602, CAN: 104, FOR: 138, CO: 6
Cost: \$86.2K-\$240.3K, Rty: 0
Financing: Yes
Qualif: \$18K-\$50K liquid

Matco Tools ■

Stow, Ohio
gomatco.com
Mechanics' tools and equipment
Began: 1979, Franchising: 1993
Units: US: 1,533, CAN: 65, FOR: 0, CO: 1
Cost: \$85.3K-\$247.8K, Rty: 0
Financing: Yes
Qualif: \$60K net worth w/\$32K liquid

Snap-on Tools ■

Kenosha, Wis.
snapon.com
Professional tools and equipment
Began: 1920, Franchising: 1991
Units: US: 3,318, CAN: 360, FOR: 901, CO: 225
Cost: \$159.8K-\$316.3K, Rty: \$110/mo.
Financing: Yes
Qualif: \$30K net worth w/\$30K-\$48K liquid

VITAMINS

Complete Nutrition

Omaha, Neb.
completenutrition.com
Weight-loss and nutrition products
Began: 2004, Franchising: 2007
Units: US: 150, CAN: 0, FOR: 0, CO: 5
Cost: \$165.6K-\$286.2K, Rty: 8-9%
Financing: Yes
Qualif: \$200K net worth w/\$50K liquid

GNC Franchising

Pittsburgh
gncfranchising.com
Vitamins and nutrition products
Began: 1935, Franchising: 1988
Units: US: 1,069, CAN: 0, FOR: 2,141, CO: 3,524
Cost: \$190.9K-\$321.5K, Rty: 6%
Financing: Yes
Qualif: \$150K-\$200K net worth
w/\$85K-\$100K liquid

Max Muscle Sports Nutrition

Orange, Calif.
maxmusclefranchise.com
Sports nutrition products, weight-loss consulting, athletic apparel
Began: 1991, Franchising: 2001
Units: US: 132, CAN: 0, FOR: 0, CO: 0
Cost: \$131.1K-\$281.3K, Rty: 6%
Financing: Yes
Qualif: \$200K net worth w/\$50K liquid

MISCELLANEOUS RETAIL BUSINESSES

Aaron's

Atlanta
aaron'sfranchise.com
Furniture, electronics, computer and appliance leasing and sales
Began: 1955, Franchising: 1992
Units: US: 733, CAN: 51, FOR: 0, CO: 1,325
Cost: \$275.7K-\$782.6K, Rty: 6%
Financing: Yes
Qualif: \$500K net worth w/\$350K liquid

Ace Hardware

Oak Brook, Ill.
myace.com
Hardware and home-improvement store
Began: 1924, Franchising: 1976
Units: US: 4,172, CAN: 0, FOR: 562, CO: 85
Cost: \$750K-\$1.3M, Rty: 0
Financing: Yes
Qualif: \$400K net worth w/\$250K liquid

Adam & Eve

Hillsborough, N.C.
adamevestores.com
Lingerie, adult products, DVDs
Began: 1972, Franchising: 2004
Units: US: 60, CAN: 1, FOR: 0, CO: 0
Cost: \$171.1K-\$350.7K, Rty: 5-4%
Financing: Yes
Qualif: \$300K net worth w/\$175K liquid

Cellairis Franchise ▼ ♦

Alpharetta, Ga.
cellairis.com
Cell-phone and wireless-device accessories and repairs
Began: 2000, Franchising: 2006
Units: US: 487, CAN: 9, FOR: 61, CO: 32
Cost: \$56.9K-\$406.8K, Rty: 7%+
Financing: No
Qualif: \$500K net worth w/\$100K liquid

Color Me Mine Enterprises

Glendale, Calif.
colormemine.com
Paint-your-own-ceramics studio
Began: 1992, Franchising: 1995
Units: US: 102, CAN: 16, FOR: 15, CO: 10
Cost: \$141.3K-\$184.9K, Rty: 5%
Financing: Yes
Qualif: \$200K net worth w/\$30K-\$60K liquid

Crown Trophy

Hawthorne, N.Y.
crownfranchise.com
Award and recognition items
Began: 1978, Franchising: 1987
Units: US: 138, CAN: 0, FOR: 0, CO: 0
Cost: \$186.2K-\$277.7K, Rty: 5%
Financing: Yes
Qualif: \$50K-\$60K liquid

Gateway Cigar Store/Newstands ♦

Woodbridge, Ontario
gatewaynewstands.com
Newsstand and sundry store
Began: 1983, Franchising: 1983
Units: US: 131, CAN: 254, FOR: 0, CO: 0
Cost: \$55.9K-\$501.8K, Rty: 3.50%
Financing: Yes
Qualif: \$200K net worth w/\$75K liquid

Gift Card Monkey ■ ▼ ♦

Miami
giftcardmonkey.com
Gift-card buying and reselling
Began: 2010, Franchising: 2011
Units: US: 5, CAN: 0, FOR: 0, CO: 1
Cost: \$10.95K-\$27.6K, Rty: 0
Financing: Yes
Qualif: \$30K net worth w/\$15K liquid

HobbyTown USA

Lincoln, Neb.
hobbytownfranchise.com
General hobbies and supplies, toys
Began: 1969, Franchising: 1986
Units: US: 160, CAN: 0, FOR: 0, CO: 0
Cost: \$147K-\$327.5K, Rty: 3%
Financing: Yes
Qualif: \$100K-\$250K net worth w/\$75K-\$125K liquid

Holy Smokes

Miami
holysmokesmiami.com
Tobacco shop
Began: 2011, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$84.4K-\$139.4K, Rty: 5%
Financing: Yes
Qualif: \$20K liquid

iSold It ■ ▼

Frisco, Texas
i-soldit.com
Online consignment and overstock sales
Began: 2003, Franchising: 2003
Units: US: 10, CAN: 0, FOR: 0, CO: 0
Cost: \$46K-\$223.5K, Rty: Varies
Financing: Yes
Qualif: \$60K-\$200K net worth w/\$30K-\$60K liquid

LED Source

Wellington, Fla.
ledsource.com
LED lighting
Began: 2005, Franchising: 2010
Units: US: 11, CAN: 3, FOR: 2, CO: 1
Cost: \$118.6K-\$414.6K, Rty: 3.50%
Financing: No

Music Go Round

Minneapolis
musicgoround.com
New/used musical instruments and sound equipment
Began: 1986, Franchising: 1994
Units: US: 33, CAN: 0, FOR: 0, CO: 0
Cost: \$259.4K-\$332.6K, Rty: 3%
Financing: No
Qualif: \$350K net worth w/\$76K-\$98K liquid

New Uses

Minnetonka, Minn.
newuses.com
Home-furnishing and accessories resale store
Began: 1998, Franchising: 2011
Units: US: 10, CAN: 0, FOR: 0, CO: 1
Cost: \$187.5K-\$286.5K, Rty: 4%
Financing: No
Qualif: \$350K net worth w/\$120K liquid

OfficeZilla Franchise ▼

Kennesaw, Ga.
franchise.officezilla.com
Office supplies
Began: 2012, Franchising: 2014
Units: US: 15, CAN: 0, FOR: 0, CO: 1
Cost: \$21.3K-\$30.3K, Rty: 6-8%
Financing: Yes
Qualif: \$25K net worth w/\$25K liquid

Rent-A-Center

Plano, Texas
rentacenterfranchising.com
Rent-to-own furniture, electronics, computers, appliances
Began: 1980, Franchising: 2013
Units: US: 109, CAN: 0, FOR: 0, CO: 2,764
Cost: \$355.4K-\$582.2K, Rty: 4-6%
Financing: Yes
Qualif: \$500K net worth w/\$200K liquid

Slumberland Franchising

Little Canada, Minn.
slumberland.com
Home furnishings
Began: 1967, Franchising: 1974
Units: US: 80, CAN: 0, FOR: 0, CO: 43
Cost: \$538.5K-\$2M, Rty: 3%
Financing: Yes
Qualif: \$300K-\$2M net worth w/\$100K-\$500K liquid

Walls of Books

Byron, Ga.
wallsofbooks.net
Used bookstore
Began: 2007, Franchising: 2012
Units: US: 3, CAN: 0, FOR: 0, CO: 6
Cost: \$85.4K-\$192.9K, Rty: 5%
Financing: No
Qualif: \$100K net worth w/\$20K liquid

SERVICES

DENTAL-HANDPIECE REPAIRS

Dental Fix RX

Davie, Fla.
dentalfixrx.com
Dental-equipment sales, service and repairs
Began: 2009, Franchising: 2009
Units: US: 91, CAN: 12, FOR: 1, CO: 0
Cost: \$97.6K-\$176K, Rty: 0
Financing: Yes
Qualif: \$125K net worth w/\$60K liquid

The Dentist's Choice ■

Incline Village, Nev.
thedentistschoice.com
Dental-handpiece repairs
Began: 1992, Franchising: 1994
Units: US: 124, CAN: 6, FOR: 0, CO: 0
Cost: \$54.4K-\$58.5K, Rty: 5-1%
Financing: No
Qualif: \$100K net worth w/\$60K liquid

DRIVING SCHOOLS

Fresh Green Light

Cos Cob, Conn.
freshgreenlight.com
Driving school
Began: 2009, Franchising: 2013
Units: US: 1, CAN: 0, FOR: 0, CO: 6
Cost: \$111.2K-\$187.5K, Rty: 7%
Financing: No
Qualif: \$600K net worth w/\$100K liquid

Teen Road To Safety

Rancho Santa Margarita, Calif.
teenroadtosafety.com
Driving school
Began: 2003, Franchising: 2011
Units: US: 1, CAN: 0, FOR: 0, CO: 4
Cost: \$181.6K-\$278.4K, Rty: 6-4%
Financing: No

DRUG TESTING

ARCpoint Labs

Greenville, S.C.
arcpointlabs.com
Drug, alcohol and wellness testing; HR services
Began: 1998, Franchising: 2005
Units: US: 90, CAN: 0, FOR: 0, CO: 2
Cost: \$154.3K-\$218.95K, Rty: 7%
Financing: Yes
Qualif: \$350K net worth w/\$50K liquid

Fastest Labs

San Antonio
fastestlabs.com
Drug, alcohol and DNA testing, background screening
Began: 2000, Franchising: 2010
Units: US: 11, CAN: 0, FOR: 0, CO: 1
Cost: \$61.5K-\$75.4K, Rty: 7%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

DRY CLEANING

The Eco Laundry Company

New York
ecolaundrycompany.com
Organic laundry and dry-cleaning services, tailoring
Began: 2010, Franchising: 2013
Units: US: 0, CAN: 0, FOR: 1, CO: 1
Cost: \$229.7K-\$375K, Rty: 6%
Financing: No

Martinizing Dry Cleaning

Berkley, Mich.
martinizingfranchise.com
Dry cleaning and laundry services
Began: 1949, Franchising: 1949
Units: US: 188, CAN: 10, FOR: 224, CO: 0
Cost: \$305K-\$593.7K, Rty: 5%
Financing: No
Qualif: \$250K net worth w/\$125K liquid

Oxxo Care Cleaners ♦

Hollywood, Fla.
oxxousa.com
Dry cleaning and laundry services
Began: 2001, Franchising: 2002
Units: US: 29, CAN: 0, FOR: 5, CO: 7
Cost: \$443K-\$644K, Rty: 4%
Financing: Yes
Qualif: \$500K net worth w/\$200K liquid

Tide Dry Cleaners

Cincinnati
tidedrycleaners.com
Dry cleaning
Began: 2008, Franchising: 2009
Units: US: 24, CAN: 0, FOR: 0, CO: 6
Cost: \$611.3K-\$1.3M, Rty: 6.5%
Financing: Yes
Qualif: \$1M net worth w/\$300K liquid

Zips Dry Cleaners

Greenbelt, Md.
321lips.com
Dry cleaning
Began: 1996, Franchising: 2006
Units: US: 39, CAN: 0, FOR: 0, CO: 1
Cost: \$769.5K-\$1M, Rty: 6%
Financing: Yes
Qualif: \$2M net worth w/\$400K liquid



HOME INSPECTIONS

A Buyer's Choice Home Inspections ■ ▼

Pompano Beach, Fla.
abuyerschoice.com
Home inspections
Began: 2007, Franchising: 2007
Units: US: 34, CAN: 99, FOR: 26, CO: 0
Cost: \$36.4K-\$42.5K, Rty: 8%
Financing: Yes
Qualif: \$37K-\$43K net worth w/\$30K liquid

AmeriSpec Home Inspection Services ■ ▼

Memphis, Tenn.
amerispec.com
Home inspections
Began: 1987, Franchising: 1988
Units: US: 186, CAN: 87, FOR: 0, CO: 0
Cost: \$44.3K-\$75.5K, Rty: 7%
Financing: Yes
Qualif: \$50K net worth w/\$10K-\$15K liquid

1st Inspection Services ■ ▼

Mason, Ohio
1stinspections.com
Commercial and residential inspections
Began: 2003, Franchising: 2005
Units: US: 7, CAN: 0, FOR: 0, CO: 0
Cost: \$31.4K-\$115K, Rty: 8%
Financing: Yes
Qualif: \$100K net worth w/\$13K liquid

The HomeTeam Inspection Service ■ ▼

Milford, Ohio
hometeamfranchise.com
Home inspections
Began: 1992, Franchising: 1992
Units: US: 140, CAN: 3, FOR: 0, CO: 0
Cost: \$38.7K-\$72.4K, Rty: 6%
Financing: Yes
Qualif: \$100K net worth w/\$25K liquid

HouseMaster ■

Ewing, N.J.
housemaster.com
Home inspections
Began: 1971, Franchising: 1979
Units: US: 292, CAN: 46, FOR: 0, CO: 5
Cost: \$61.1K-\$107.9K, Rty: 6-7.5%
Financing: Yes
Qualif: \$80K net worth w/\$40K liquid

National Property Inspections ■ ▼

Omaha, Neb.
npifranchise.com
Home and commercial property inspections
Began: 1987, Franchising: 1987
Units: US: 184, CAN: 32, FOR: 0, CO: 0
Cost: \$38.7K-\$42.1K, Rty: 8%
Financing: Yes
Qualif: \$39K-\$42K liquid

Pillar To Post Home Inspectors ■ ▼

Tampa, Fla.
pillartopost.com
Home inspections
Began: 1994, Franchising: 1994
Units: US: 382, CAN: 81, FOR: 0, CO: 0
Cost: \$33.2K-\$42.6K, Rty: 7%
Financing: Yes
Qualif: \$10K liquid

WIN Home Inspection ■ ▼

Madison, Ala.
winfranchising.com
Home inspections
Began: 1993, Franchising: 1994
Units: US: 180, CAN: 0, FOR: 0, CO: 0
Cost: \$37.6K-\$53.5K, Rty: 7%
Financing: Yes
Qualif: \$30K net worth w/\$20K liquid

MOVING/JUNK-REMOVAL SERVICES

BumbleJunk

Baltimore Md.
bumblejunkfranchise.com
Junk removal
Began: 2012, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$102.1K-\$153.4K, Rty: 7%
Financing: No
Qualif: \$175K net worth w/\$75K liquid

College Hunks Hauling Junk/ College Hunks Moving

Tampa, Fla.
collegehunksfranchise.com
Junk removal, moving and labor services
Began: 2003, Franchising: 2007
Units: US: 165, CAN: 0, FOR: 0, CO: 12
Cost: \$95.3K-\$208.2K, Rty: 7%
Financing: Yes
Qualif: \$200K net worth w/\$75K liquid

Crowning Touch Senior Moving Services

Roanoke, Va.
crowningtouchusa.com
Senior moving and real-estate services, consignment sales, auctions
Began: 1996, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$323K-\$551.5K, Rty: 6%
Financing: No
Qualif: \$100K-\$1M net worth w/\$250K liquid

Go Mini's Portable Storage & Moving ■

Simi Valley, Calif.
gominis.com
Portable storage containers
Began: 2002, Franchising: 2012
Units: US: 72, CAN: 1, FOR: 0, CO: 0
Cost: \$224.6K-\$453K, Rty: 8%
Financing: Yes
Qualif: \$300K-\$500K net worth w/\$100K-\$300K liquid

Metropolitan Franchising Ltd. ■

Concord, Ontario
metropolitanfranchising.com
Residential/commercial moving services
Began: 2010, Franchising: 2013
Units: US: 0, CAN: 6, FOR: 0, CO: 0
Cost: \$55.5K-\$250K, Rty: 7.5%
Financing: Yes
Qualif: \$100K net worth w/\$50K liquid

1-800-Got-Junk?

Vancouver, British Columbia
1800gotjunk.com
Junk removal
Began: 1989, Franchising: 1998
Units: US: 134, CAN: 21, FOR: 5, CO: 0
Cost: \$126.8K-\$158.6K, Rty: 8%
Financing: Yes
Qualif: \$250K net worth w/\$150K liquid

redbox+ ■

Winona, Minn.
redboxplus.com
Construction dumpsters with attached portable restrooms
Began: 2007, Franchising: 2014
Units: US: 3, CAN: 0, FOR: 0, CO: 1
Cost: \$106K-\$337.6K, Rty: \$40/box
Financing: No

Two Men and a Truck International

Lansing, Mich.
twomenandatruckfranchising.com
Moving services
Began: 1985, Franchising: 1989
Units: US: 255, CAN: 22, FOR: 4, CO: 2
Cost: \$178K-\$555.5K, Rty: 6%
Financing: Yes
Qualif: \$350K net worth w/\$150K liquid

Zippy Shell Self Storage & Moving

Washington, D.C.
zippysell.com
Mobile self-storage and moving services
Began: 2009, Franchising: 2009
Units: US: 41, CAN: 0, FOR: 0, CO: 7
Cost: \$449.3K-\$890.7K, Rty: \$16/container/mo.
Financing: Yes
Qualif: \$250K-\$500K net worth w/\$250K-\$500K liquid

PAINT-&-SIP STUDIOS

Bottle & Bottega

Chicago
bottleandbottega.com
Paint-and-sip studio
Began: 2009, Franchising: 2011
Units: US: 16, CAN: 0, FOR: 0, CO: 2
Cost: \$94.3K-\$146.1K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$75K liquid

Painting with a Twist

Mandeville, La.
paintingwithatwist.com
Paint-and-sip studio
Began: 2007, Franchising: 2009
Units: US: 221, CAN: 0, FOR: 0, CO: 6
Cost: \$89.3K-\$143K, Rty: 6%
Financing: Yes
Qualif: \$150K net worth w/\$50K liquid

Pinot's Palette

Houston
pinotspalette.com
Paint-and-sip studio
Began: 2009, Franchising: 2010
Units: US: 121, CAN: 0, FOR: 0, CO: 4
Cost: \$74.1K-\$194.1K, Rty: 6%
Financing: Yes
Qualif: \$80K-\$100K net worth w/\$80K-\$100K liquid

Wine and Design ■ ▼

Raleigh, N.C.
wineanddesign.com
Paint-and-sip studio
Began: 2010, Franchising: 2010
Units: US: 50, CAN: 0, FOR: 0, CO: 1
Cost: \$35.8K-\$83K, Rty: 6%
Financing: Yes
Qualif: \$25K net worth w/\$25K liquid

PHOTOGRAPHY SERVICES

Complete Weddings and Events ■ ▼

Omaha, Neb.
completeweddo.com
Photography, DJ, video and photo-booth services
Began: 1974, Franchising: 1983
Units: US: 194, CAN: 5, FOR: 1, CO: 2
Cost: \$30.4K-\$48.7K, Rty: 8%
Financing: Yes
Qualif: \$50K net worth w/\$10K liquid

Lil' Angels Photography ■ ▼

Olive Branch, Miss.
lilangelsphoto.com
School, child-care and family photography
Began: 1996, Franchising: 1998
Units: US: 53, CAN: 0, FOR: 0, CO: 0
Cost: \$24.2K-\$28.7K, Rty: Varies
Financing: Yes

Multivista

Phoenix
multivista.com
Photo, video and webcam services for the construction industry
Began: 2003, Franchising: 2007
Units: US: 39, CAN: 8, FOR: 1, CO: 6
Cost: \$95K-\$477.5K, Rty: 18%
Financing: Yes
Qualif: \$350K-\$750K net worth w/\$100K-\$500K liquid

TapSnap ■ ▼

North Vancouver, British Columbia
tapsnap.net
Digital photo booths
Began: 2012, Franchising: 2012
Units: US: 248, CAN: 13, FOR: 8, CO: 8
Cost: \$47.9K-\$208.1K, Rty: 7%
Financing: Yes
Qualif: \$20K liquid

TSS Photography ■ ▼

Duluth, Ga.
tssphotography.com
Youth sports, school and event photography
Began: 1983, Franchising: 1984
Units: US: 200, CAN: 0, FOR: 0, CO: 0
Cost: \$39.4K-\$56.9K, Rty: 0
Financing: Yes
Qualif: \$50K net worth w/\$25K liquid

POSTAL & BUSINESS CENTERS

AIM Mail Centers ◆

San Diego
aimmailcenters.com
Packing, shipping, postal and business services
Began: 1985, Franchising: 1989
Units: US: 49, CAN: 0, FOR: 0, CO: 0
Cost: \$138.8K-\$204.95K, Rty: 5%
Financing: Yes
Qualif: \$200K net worth w/\$50K liquid

Handle With Care Packaging Store

San Diego
gopackagingstore.com
Packing, crating and shipping of fragile, large, awkward and valuable items
Began: 1980, Franchising: 1984
Units: US: 41, CAN: 0, FOR: 0, CO: 0
Cost: \$96.95K-\$172.7K, Rty: 6%
Financing: Yes
Qualif: \$200K net worth w/\$50K liquid

Navis Pack & Ship

San Diego
gonavis.com
Packing, crating and shipping of fragile, large, awkward and valuable items
Began: 2000, Franchising: 2000
Units: US: 44, CAN: 5, FOR: 0, CO: 1
Cost: \$96.95K-\$172.7K, Rty: 6%
Financing: Yes
Qualif: \$200K net worth w/\$50K liquid

Pak Mail

Centennial, Colo.
pakmail.com
Packing, shipping, mailboxes, business services
Began: 1983, Franchising: 1984
Units: US: 228, CAN: 10, FOR: 151, CO: 1
Cost: \$133.9K-\$180.2K, Rty: 5%
Financing: Yes
Qualif: \$150K net worth w/\$50K liquid

Postal Annex+ ◆

San Diego
postalannexfranchise.com
Packing, shipping, postal and business services
Began: 1985, Franchising: 1986
Units: US: 302, CAN: 0, FOR: 2, CO: 0
Cost: \$138.8K-\$204.95K, Rty: 5%
Financing: Yes
Qualif: \$200K net worth w/\$50K liquid

Postal Connections of America

Frisco, Texas
postalconnections.com
Postal, business and internet services
Began: 1985, Franchising: 1995
Units: US: 41, CAN: 0, FOR: 0, CO: 0
Cost: \$129.9K-\$154.2K, Rty: 4%
Financing: Yes
Qualif: \$200K net worth w/\$42K liquid

PostNet Neighborhood Business Centers

Denver
postnetfranchise.com
Packing, shipping, printing, signs, business services
Began: 1985, Franchising: 1993
Units: US: 260, CAN: 10, FOR: 390, CO: 0
Cost: \$167.2K-\$205.6K, Rty: 5%
Financing: Yes
Qualif: \$300K net worth w/\$60K liquid

Safe Ship

Ormond Beach, Fla.
safeship.com
Packing, shipping, office supplies
Began: 1990, Franchising: 2008
Units: US: 32, CAN: 0, FOR: 0, CO: 4
Cost: \$49.9K-\$148.8K, Rty: 0
Financing: Yes
Qualif: \$95K net worth w/\$15K liquid

The UPS Store

San Diego
theupsstore.com
Postal, business and communications services
Began: 1980, Franchising: 1980
Units: US: 4,506, CAN: 356, FOR: 0, CO: 0
Cost: \$167.8K-\$353.6K, Rty: 8.5%
Financing: Yes
Qualif: \$150K net worth w/\$60K-\$100K liquid

PRINTING

Allegra Marketing-Print-Mail

Plymouth, Mich.
allegrafranchise.com
Printing, marketing and mail services
Began: 1976, Franchising: 1977
Units: US: 245, CAN: 21, FOR: 0, CO: 4
Cost: \$162K-\$593.4K, Rty: to 6%
Financing: Yes
Qualif: \$400K net worth w/\$200K liquid

AlphaGraphics

Salt Lake City
alphagraphicsfranchise.com
Digital publishing, internet services, printing, marketing and communications
Began: 1970, Franchising: 1980
Units: US: 248, CAN: 0, FOR: 32, CO: 0
Cost: \$258.3K-\$395.9K, Rty: 8-1.5%
Financing: Yes
Qualif: \$350K net worth w/\$150K liquid

Minuteman Press International

Farmingdale, N.Y.
minutemanpress.com
Printing, graphics and mailing center
Began: 1973, Franchising: 1975
Units: US: 688, CAN: 78, FOR: 169, CO: 0
Cost: \$63.6K-\$184.98K, Rty: 6%
Financing: Yes
Qualif: \$50K liquid

PIP Printing & Marketing Services

Mission Viejo, Calif.
pip.com
Printing, signs, marketing services
Began: 1965, Franchising: 1968
Units: US: 78, CAN: 0, FOR: 5, CO: 0
Cost: \$238.9K-\$263.9K, Rty: 0.25-6.5%
Financing: Yes
Qualif: \$300K net worth w/\$125K-\$150K liquid

Sir Speedy Printing & Marketing Services

Mission Viejo, Calif.
sirspeedy.com
Printing, signs, marketing services
Began: 1968, Franchising: 1968
Units: US: 181, CAN: 2, FOR: 92, CO: 3
Cost: \$213.9K-\$263.9K, Rty: 4-6%
Financing: Yes
Qualif: \$450K net worth w/\$125K-\$175K liquid

REAL ESTATE

Help-U-Sell Real Estate ■ ▼

Sarasota, Fla.
helpusell.com
Real estate
Began: 1976, Franchising: 1978
Units: US: 99, CAN: 0, FOR: 3, CO: 0
Cost: \$43.8K-\$136.8K, Rty: 6%
Financing: Yes
Qualif: \$50K net worth w/\$25K-\$40K liquid

HomeSmart International

Phoenix
homesmartinternational.com
Real estate
Began: 2000, Franchising: 2005
Units: US: 45, CAN: 0, FOR: 1, CO: 0
Cost: \$46K-\$160K, Rty: 4%
Financing: No
Qualif: \$250K net worth w/\$50K liquid

HomeVestors of America ■ ▼

Dallas
homevestors.com
Home buying, repair and selling
Began: 1996, Franchising: 1996
Units: US: 587, CAN: 0, FOR: 0, CO: 0
Cost: \$42K-\$347.3K, Rty: Varies
Financing: Yes
Qualif: \$42K-\$347K net worth w/\$42K-\$347K liquid

Keller Williams Realty

Austin
kw.com
Real estate
Began: 1983, Franchising: 1987
Units: US: 676, CAN: 24, FOR: 47, CO: 0
Cost: \$175K-\$328.3K, Rty: 6%
Financing: No
Qualif: \$150K liquid

PropertyGuys.com

Moncton, New Brunswick
propertyguys.com
Real estate
Began: 1998, Franchising: 2001
Units: US: 0, CAN: 108, FOR: 0, CO: 0
Cost: \$55.9K-\$115.7K, Rty: \$1K+/mo.
Financing: Yes

RE/MAX ▼

Denver
remax.com
Real estate
Began: 1973, Franchising: 1975
Units: US: 3,519, CAN: 814, FOR: 2,491, CO: 15
Cost: \$37.5K-\$224K, Rty: Varies
Financing: Yes

Realty Executives Intl. Svcs. ▼ ◆

Phoenix
realtyexecutives.com
Real estate
Began: 1965, Franchising: 1973
Units: US: 396, CAN: 88, FOR: 32, CO: 0
Cost: \$20.4K-\$119K, Rty: Varies
Financing: No
Qualif: \$20K liquid

Redefy Real Estate

Aurora, Colo.
redefy.com
Real estate
Began: 2011, Franchising: 2014
Units: US: 9, CAN: 0, FOR: 0, CO: 1
Cost: \$66K-\$390K, Rty: 10%
Financing: No
Qualif: \$1M net worth w/\$250K liquid

United Country Real Estate ▼

Kansas City, Mo.
unitedcountry.com
Real-estate, auction and marketing services
Began: 1925, Franchising: 1997
Units: US: 432, CAN: 0, FOR: 6, CO: 0
Cost: \$16.3K-\$38.9K, Rty: Varies
Financing: Yes

Weichert Real Estate Affiliates ◆

Morris Plains, N.J.
weichert.com
Real estate
Began: 1969, Franchising: 2000
Units: US: 287, CAN: 0, FOR: 0, CO: 138
Cost: \$50K-\$364.7K, Rty: 6%
Financing: No
Qualif: \$150K net worth

MISCELLANEOUS SERVICES

Auto Appraisal Network ■ ▼

Lake Forest, Calif.
autoappraisalnetwork.com
Auto appraisal
Began: 1989, Franchising: 2007
Units: US: 24, CAN: 0, FOR: 0, CO: 5
Cost: \$16.7K-\$54.3K, Rty: \$100/appraisal
Financing: Yes
Qualif: \$50K net worth w/\$3K-\$10K liquid

Beeline Bikes ■

San Carlos, Calif.
beelinebikes.com/franchise
Mobile bicycle sales, services and repairs
Began: 2013, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 7
Cost: \$78.2K-\$132.8K, Rty: 8%
Financing: Yes
Qualif: \$25K liquid

Big Frog Custom T-Shirts

Dunedin, Fla.
bigfrog.com
Custom garment printing
Began: 2007, Franchising: 2008
Units: US: 66, CAN: 0, FOR: 0, CO: 0
Cost: \$187.5K-\$219K, Rty: 6%
Financing: Yes
Qualif: \$250K net worth w/\$50K liquid

Caring Transitions ■

Cincinnati
caringtransitions.com
Sales of estates and household goods
Began: 2006, Franchising: 2006
Units: US: 155, CAN: 0, FOR: 0, CO: 0
Cost: \$52.9K-\$81.5K, Rty: 5%+
Financing: Yes
Qualif: \$40K liquid

Class 101 ▼

Lexington, Ky.
myclass101.com
College planning and educational services
Began: 1998, Franchising: 2007
Units: US: 8, CAN: 0, FOR: 0, CO: 1
Cost: \$35.8K-\$55K, Rty: 7%
Financing: Yes
Qualif: \$50K net worth w/\$25K liquid

Clothes Bin Franchise ■

Weston, Fla.
clothesbinfranchise.com
Clothing, shoe and textile recycling bins
Began: 2014, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 0
Cost: \$149.4K-\$174.4K, Rty: \$300/wk.
Financing: Yes
Qualif: \$150K net worth w/\$75K liquid

DirectBuy

Merrillville, Ind.
franchise.directbuy.com
Consumer buying club
Began: 1971, Franchising: 1972
Units: US: 41, CAN: 13, FOR: 0, CO: 6
Cost: \$444K-\$825K, Rty: 22%
Financing: Yes
Qualif: \$500K net worth w/\$100K liquid

GoliathTech ■

Magog, Quebec
goliathtechpiles.com
Foundation systems
for the construction industry
Began: 2004, Franchising: 2013
Units: US: 17, CAN: 26, FOR: 0, CO: 0
Cost: \$72.9K-\$176K, Rty: 0
Financing: No
Qualif: \$100K net worth w/\$50K liquid

Hotel Makeover ■

Spring, Texas
hotelmakeover.com
Hotel design and renovation
Began: 1999, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$57K-\$158.4K, Rty: Varies
Financing: No
Qualif: \$100K-\$200K net worth w/\$100K liquid

John Casablancas Modeling & Career Centers

Chesterfield, Mo.
johncasablancasfranchise.com
Modeling and acting school, talent agency
Began: 1979, Franchising: 1979
Units: US: 24, CAN: 1, FOR: 2, CO: 0
Cost: \$138.8K-\$343.6K, Rty: 7%
Financing: No
Qualif: \$150K-\$200K liquid

Lifesquire ■ ▼

Oklahoma City
lifesquire.com
Personal-assistant services
Began: 2009, Franchising: 2015
Units: US: 0, CAN: 0, FOR: 0, CO: 1
Cost: \$40.1K-\$52.9K, Rty: 8%
Financing: No
Qualif: \$50K net worth

Partyflix ■ ▼

North Miami, Fla.
partyflix.com
Inflatable movie-screen rentals
Began: 2010, Franchising: 2013
Units: US: 1, CAN: 0, FOR: 0, CO: 1
Cost: \$22.1K-\$41K, Rty: 5-7%
Financing: Yes

Pirtek USA

Rockledge, Fla.
ownapirtek.com
Hose service and supply center/mobile services
Began: 1980, Franchising: 1987
Units: US: 53, CAN: 1, FOR: 381, CO: 3
Cost: \$332K-\$581K, Rty: 4%
Financing: Yes
Qualif: \$500K net worth w/\$125K liquid

Pop-A-Lock Franchise System ■

Lafayette, La.
popalock.com/franchising.php
Mobile locksmith and security services
Began: 1991, Franchising: 1994
Units: US: 482, CAN: 13, FOR: 16, CO: 3
Cost: \$100.4K-\$135K, Rty: 6%
Financing: Yes
Qualif: \$125K net worth w/\$30K liquid

Showhomes ■ ▼

Nashville, Tenn.
showhomes.com
Home-management and staging services
Began: 1986, Franchising: 1994
Units: US: 53, CAN: 0, FOR: 0, CO: 0
Cost: \$49.8K-\$96K, Rty: 10%
Financing: Yes
Qualif: \$250K net worth w/\$30K liquid

Thriveworks ▼

Lynchburg, Va.
thriveworks.com
Counseling, life coaching
Began: 2008, Franchising: 2013
Units: US: 12, CAN: 0, FOR: 0, CO: 8
Cost: \$29.1K-\$71.3K, Rty: 3%
Financing: No

TECH

ELECTRONICS REPAIRS

CPR-Cell Phone Repair ■ ▼ ♦

Independence, Ohio
cellphonerepair.com
Electronics repairs and sales
Began: 2004, Franchising: 2007
Units: US: 188, CAN: 15, FOR: 1, CO: 3
Cost: \$24.6K-\$228.5K, Rty: 5.8-8%
Financing: Yes
Qualif: \$150K net worth w/\$85K liquid

Device Pitstop

Minnetonka, Minn.
devicepitstop.com
Electronics resales and repairs
Began: 2013, Franchising: 2013
Units: US: 10, CAN: 0, FOR: 0, CO: 1
Cost: \$178K-\$243K, Rty: 5%
Financing: Yes

Digital Doc

Owensboro, Ky.
digitaldocrepair.com
Electronics repairs and accessories
Began: 2010, Franchising: 2012
Units: US: 19, CAN: 0, FOR: 0, CO: 0
Cost: \$70.5K-\$150.1K, Rty: 6%
Financing: Yes
Qualif: \$150K net worth w/\$50K liquid

Experimac

West Palm Beach, Fla.
experimac.com
Electronics resales and repairs
Began: 2009, Franchising: 2014
Units: US: 2, CAN: 0, FOR: 0, CO: 1
Cost: \$136.8K-\$275.1K, Rty: 6%
Financing: Yes
Qualif: \$49.5K net worth

iDropped ♦

Scranton, Pa.
idropped.com
Electronics repairs
Began: 2012, Franchising: 2014
Units: US: 1, CAN: 0, FOR: 0, CO: 5
Cost: \$67.7K-\$129.9K, Rty: 6%
Financing: Yes
Qualif: \$200K net worth w/\$40K liquid

Staymobile Franchising

Columbia, S.C.
staymobile.com
Electronics repairs and accessories
Began: 2009, Franchising: 2012
Units: US: 15, CAN: 0, FOR: 0, CO: 0
Cost: \$98K-\$164K, Rty: 7%
Financing: No
Qualif: \$250K net worth w/\$50K liquid

MISCELLANEOUS TECH BUSINESSES

CMIT Solutions ■

Austin
cmiffranchise.com
IT and business services for small businesses
Began: 1994, Franchising: 1998
Units: US: 151, CAN: 1, FOR: 0, CO: 0
Cost: \$126.3K-\$174.4K, Rty: 0 to 6%
Financing: Yes
Qualif: \$350K net worth w/\$100K liquid

Computer Troubleshooters ■ ▼

Independence, Ohio
comptroub.com
Technology consulting for small businesses
Began: 1997, Franchising: 1997
Units: US: 106, CAN: 18, FOR: 201, CO: 0
Cost: \$33K-\$82.9K, Rty: \$605/mo.
Financing: No
Qualif: \$100K net worth w/\$45K-\$80K liquid

TeamLogic IT

Mission Viejo, Calif.
teamlogicit.com
IT managed services for businesses
Began: 2004, Franchising: 2005
Units: US: 68, CAN: 1, FOR: 0, CO: 0
Cost: \$84.3K-\$137.3K, Rty: 7%
Financing: Yes
Qualif: \$350K net worth w/\$50K liquid

TechVoo

Elmhurst, Ill.
pcrepairfranchise.com
Computer sales and service
Began: 2005, Franchising: 2014
Units: US: 0, CAN: 0, FOR: 0, CO: 2
Cost: \$93.7K-\$145.3K, Rty: 7.5%
Financing: No
Qualif: \$100K-\$250K net worth
w/\$50K-\$100K liquid



BUSINESS *opportunities*

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KEY

DEALERSHIPS/ DISTRIBUTORSHIPS

Individuals or businesses are granted the right to buy wholesale and sell retail the products of Business XYZ, but are not entitled to use XYZ's trade name. An authorized Apple Computer dealer, for instance, may have an Apple sign in his window, but he cannot call his business Apple Computer. While the terms *dealers* and *distributors* are often used interchangeably, there is a slight difference: A distributor may sell to a number of dealers, while a dealer usually sells to a retailer or consumer.

LICENSING OPPORTUNITIES

Trademark/product licensees receive access to the seller's trade name as well as to specific methods, equipment, technology or products. If Business ABC has a special method for detailing cars, it will teach you its method and provide you with the necessary equipment and supplies to set up your own business. You may or may not call your business ABC, but you become an independent licensee.

NETWORK MARKETING/ DIRECT SALES BUSINESSES

Individuals sell products through their networks of friends, neighbors, co-workers and so on. In some instances, they may gain additional commissions by recruiting other agents.

VENDING MACHINES

The seller provides the machines and the locations to place them, and the buyer restocks or services the machines along a specific route.

■: Homebased

◆: Kiosk opportunity

⊕: Add-on business

D: Dealership/distributorship

L: Licensing opportunity

\$K: Thousands

\$M: Millions

FINANCING: In-house
financing available?

--: Information not provided



DEALERSHIPS & LICENSING OPPORTUNITIES

AUTOMOTIVE

AUTO REPAIR & MAINTENANCE SERVICES

Crack Eraser ■ ◆ +

Colorado Springs, Colo.
crackeraserprokits.com
Windshield repair L
No. of licensees: 150
Cost: \$1K-\$4K, Financing: No

Detail Plus Car Appearance Systems ■ +

Portland, Ore.
detailplus.com
Auto appearance services, automatic car wash L
No. of licensees: 300
Cost: \$500-\$500K+, Financing: Yes

LocationLube ■

East Sandwich, Mass.
locationlube.com
Mobile oil-change services L
No. of licensees: 704
Cost: \$10K, Financing: Yes

The Paint Bull ■ +

Saginaw, Mich.
paintbull.com
Auto restoration L
No. of licensees: 500
Cost: \$5K, Financing: Yes

Premier Paint 2000 ■ +

Spring Hill, Kan.
premierpaint2000.net
Auto chip and scratch repair L
No. of licensees: 250
Cost: \$6.99K-\$49K, Financing: No

AUTO SALES/MARKETING

AutoPlus Window Stickers ■

Fort Myers, Fla.
autoplusnet.com
Used-car window stickers L
No. of licensees: 428
Cost: \$99-\$459, Financing: Yes

OnSight Solutions ■ +

Albany, N.Y.
eonsight.com
Graphic and mobile marketing for auto dealers L
No. of licensees: 12
Cost: \$10K-\$20K, Financing: No

TRUCK-BED LINERS

Creative Material Technologies Ltd. ■ +

Palmer, Mass.
clearbedliner.com
Clear truck-bed liners D
No. of licensees: --
Cost: \$9.8K+, Financing: Yes

Scorpion Truck Bed Linings ■ +

Cloverdale, Ind.
scorpioncoatings.com
Spray-on truck-bed liners, window film D
No. of licensees: 2,500+
Cost: \$199+, Financing: Yes

BUSINESS SERVICES

ADVERTISING/MARKETING SERVICES

Advanced Telecom Services ■

King of Prussia, Pa.
84444.com
SMS marketing D
No. of licensees: 150
Cost: \$1.5K, Financing: No

Best Loyalty Plans ■

Oak Forest, Ill.
bestloyaltyplans.net
Discount-program stickers for business cards D
No. of licensees: 0
Cost: \$0, Financing: No

GenoroCity.com ■ +

Wilmington, Del.
genorocity.com
Digital coupons L
No. of licensees: --
Cost: \$25K, Financing: Yes

National Discount Cards ■

Oak Forest, Ill.
nationaldiscountcards.net
Discount cards D
No. of licensees: 0
Cost: \$0, Financing: No

Newton Manufacturing ■ +

Newton, Iowa
newtonmfg.com
Promotional products D
No. of licensees: 600+
Cost: \$200, Financing: Yes

Online Community Magazines ■ ◆ +

Holly Springs, Ga.
onlinecommunitymagazines.com
Online business directories L
No. of licensees: 7
Cost: \$100, Financing: No

Perks Nearby ■ +

Huntington, N.Y.
perksnearby.com
Daily-deal websites L
No. of licensees: 150
Cost: \$3.99K, Financing: Yes

Signature Greetings ■

Raleigh, N.C.
signaturegreetings.net
Direct-mail advertising,
greeting-card mailings L
No. of licensees: 80
Cost: \$5.99K, Financing: Yes

Today's Senior Magazine ■

Eureka, Calif.
todayssr.com
Magazine for seniors L
No. of licensees: 3
Cost: \$3.1K, Financing: Yes

YourCityGuide.net ■

Louisville, Ky.
yourcityguide.net
Local city directories L
No. of licensees: 75
Cost: \$140, Financing: No

YourDiscountWebsite.com ■

Louisville, Ky.
yourdiscountwebsite.com
Local discount card program L
No. of licensees: 15
Cost: \$200, Financing: No

MISCELLANEOUS BUSINESS SERVICES

Employer's Edge ■

Parker, Colo.
theemployersedge.com
Employee assessment, training
and performance management D
No. of licensees: 8
Cost: \$7K-\$19K, Financing: Yes

International Mergers and Acquisitions ■ +

Scottsdale, Ariz.
ima-world.com
Business consulting L
No. of licensees: 15
Cost: \$15K, Financing: Yes

Mailbox Store Developers

Las Vegas
themailboxstores.com
Postal and business services L
No. of licensees: 3,500
Cost: \$30K, Financing: Yes

Packaging & Shipping Specialists +

Lubbock, Texas
packship.com
Mail and copy service centers, signs L
No. of licensees: 940
Cost: \$91K-\$138K, Financing: Yes

Shred-Tech ■ +

Cambridge, Ontario
shred-tech.com
Mobile document destruction L
No. of licensees: --
Cost: \$75K, Financing: Yes

Sign Biz

Dana Point, Calif.
signbiz.com
Signs L
No. of licensees: 204
Cost: \$45K-\$195K, Financing: Yes

360 Solutions ■ +

Waco, Texas
360solutions.com
Business consulting and training D
No. of licensees: 500+
Cost: \$2.5K-\$7.5K, Financing: Yes

CHILDREN'S BUSINESSES

PERSONALIZED CHILDREN'S PRODUCTS

Jiff-e-Books ■ +

Austin
jiff-e-books.com
Personalized children's books L
No. of licenses: 500+
Cost: \$495, Financing: No

Patty-Cakes International ■

Montgomery, Ala.
patty-cakes.com
Baby handprint/footprint bronzed keepsakes L
No. of licenses: 85
Cost: \$499, Financing: No

Pawprints ■

Morro Bay, Calif.
pawprintsmb.com
Ceramic impressions of children's handprints and footprints L
No. of licenses: 142
Cost: \$4K, Financing: No

MISCELLANEOUS CHILDREN'S BUSINESSES

Child Shield U.S.A. ■

Arlington, Va.
childshieldusa.com
Children's safety products and services D
No. of dealers: 2,000+
Cost: \$349-\$1.7K, Financing: No

Healthy Hands Cooking ■ +

Irmo, S.C.
healthyhandscooking.com
Children's cooking classes, parties, camps L
No. of licenses: 185
Cost: \$500-\$1K, Financing: No

Kid-Fit ■ +

Monrovia, Calif.
kid-fit.com
Preschool fitness programs L
No. of licenses: 40
Cost: \$9.99K-\$19.99K, Financing: Yes

Little Scientists ■

Milford, Conn.
little-scientists.com
Science education products and services L
No. of licenses: 5
Cost: \$25K, Financing: Yes

Preschoolgym ■

Alpharetta, Ga.
preschoolgym.com
Children's fitness programs L
No. of licenses: 8
Cost: \$3K, Financing: Yes

Rhythm & Rhyme Tyme ■

Windsor, Colo.
mistermarty.com
Children's music education L
No. of licenses: 0
Cost: \$10K, Financing: Yes

FINANCIAL SERVICES

TAX PREPARATION

The Income Tax School ■ +

Glen Allen, Va.
theincometaxschool.com
Income-tax services L
No. of licenses: 500+
Cost: to \$5K, Financing: No

Los Taxes ■ +

Brooklyn, N.Y.
lostaxes.com
Tax preparation D
No. of dealers: 50
Cost: \$20K, Financing: Yes

Tax In The Box ■ ◆

Cincinnati
taxinthebox.biz
Tax preparation L
No. of licenses: 1
Cost: \$5K, Financing: Yes

MISCELLANEOUS FINANCIAL SERVICES

Blue Coast Savings ■ +

Key West, Fla.
bluecoastsavings.com
Business financial services D
No. of dealers: 252
Cost: \$21.9K, Financing: No

Charter Financial ■ +

Houston
brokeropp.com
Note brokerage D
No. of dealers: 600
Cost: \$195, Financing: No

ClaimTek Systems ■

Irvine, Calif.
claimtek.com
Medical-claims processing, medical billing L
No. of licenses: 810
Cost: \$15K-\$35K, Financing: Yes

Commercial Capital Training Group ■

Albany, N.Y.
commercialcapitaltraining.com
Commercial finance L
No. of licenses: 400
Cost: \$25K, Financing: No

Cost Analysts Enterprises ■ +

Greensboro, N.C.
costanalystsenterprises.com
Utility and telephone cost recovery L
No. of licenses: 28
Cost: \$7.5K, Financing: No

Global 1 Wholesale Merchant Services ■

Las Vegas
global1wms.com
Merchant services, credit-card processing, cash advance D
No. of dealers: 37
Cost: \$2.99K, Financing: No

Global Financial Training Program ■

New York, N.Y.
globalbrokersystems.com
Loan brokerage D
No. of dealers: 500
Cost: \$19.95K, Financing: Yes

Loan Consultants ■ +

Los Angeles
viewclb.com
Loan brokerage D
No. of dealers: 1,200
Cost: \$13.8K, Financing: Yes

Loan Consultants (Consulting) ■ +

Los Angeles
viewbfc.com
Business finance consulting D
No. of dealers: 1,200
Cost: \$13.8K, Financing: Yes

FOOD

DELIVERY SERVICES

Dine-In Delivery ■

Denver
dine-in-delivery.com
Restaurant meal-delivery service L
No. of licenses: 105
Cost: \$17.5K, Financing: Yes

Food Dudes Delivery ■ +

St. Cloud, Minn.
fooddudesdelivery.com
Restaurant delivery and marketing D
No. of dealers: 5
Cost: \$0, Financing: No

RESTAURANTS

CafeBellas

Winnetka, Ill.
cafebellas.com
Pop-up cafes L
No. of licenses: 0
Cost: \$100K-\$150K, Financing: Yes

Emack & Bolio's Ice Cream & Yogurt ■ +

Brookline Village, Mass.
emackandbolios.com
Ice cream, frozen yogurt, smoothies, chocolates D
No. of dealers: 40
Cost: \$75K-\$150K, Financing: No

HungryGenius Holdings ■ +

San Diego
daddyodiner.com
Burgers, fries, malts L
No. of licenses: 0
Cost: \$350K, Financing: No

Modular Diners +

Atlanta
modulardiners.com
Stainless steel diners L
No. of licenses: --
Cost: \$395K-\$1M+, Financing: No

MISCELLANEOUS FOOD BUSINESSES

AmeriCandy ■ ◆ +

Louisville, Ky.
americandybar.com
Chocolate and confections D
No. of dealers: 0
Cost: \$50K, Financing: Yes

Calico Cottage ■ ◆ +

Amityville, N.Y.
calicocottage.com
Fudge D
No. of dealers: 5,000+
Cost: to \$10K, Financing: Yes

Concessions Manufacturing ■ ◆ +

Grove, Okla.
kettlepopcorn.net
Kettle popcorn L
No. of licenses: 200+
Cost: \$12K-\$38K, Financing: Yes

Florida Orange Groves Winery

St. Petersburg, Fla.
floridawine.com
Tropical wine store D
No. of dealers: 10
Cost: to \$50,000, Financing: No

Frozen Functions ■ +

Cumming, Ga.
frozenfunctions.com
Ice-cream-machine event catering D
No. of dealers: 0
Cost: \$3K, Financing: No

Lil' Orbits ■ ◆ +

Champlin, Minn.
lilorbits.net
Doughnuts, fast food L
No. of licensees: 15,000
Cost: \$5.5K, Financing: No

Occasionography ■ +

Spring Hill, Fla.
occasionography.com
Personalized candy bars, bottled water, mints, invitations D
No. of dealers: 6,000+
Cost: \$495, Financing: Yes

Peggy Lawton Kitchens ■

East Walpole, Mass.
Business snack route L
No. of licensees: 3
Cost: \$70K, Financing: No

Vino Slush Wine Slush Mix ■ ◆ +

Cincinnati
vinoslush.com
Wine slushie mix and bread-dipping mixes D
No. of dealers: 63
Cost: \$119, Financing: No

GIFTS & NOVELTIES

Candlefun ■ +

Indianapolis
candlefun.com
Specialty carved candles D
No. of dealers: 100
Cost: \$433, Financing: No

Designer Perfume Reproductions ■ ◆ +

Phoenix
designerperfumereproductions.com
Perfumes D
No. of dealers: 1
Cost: \$6K-\$7K, Financing: No

Faces 'N Cups ■ ◆ +

Las Vegas
facesncups.com
Personalized photo products L
No. of licensees: 745
Cost: \$1.99K, Financing: Yes

Fine Art Impressions

Palm Springs, Calif.
artmogul.net/now
Art imaging services L
No. of licensees: 7
Cost: \$220K, Financing: No

Graffiti Graphics/Puzzled Over Gift Ideas ■

Victoria, British Columbia
puzzlemachine.com
Custom jigsaw puzzles L
No. of licensees: 540
Cost: \$9.1K, Financing: No

Natures Garden Fragrance Oils & Supplies ■ +

Wellington, Ohio
naturesgardencandles.com
Candle, soap and cosmetics-making classes and supplies L
No. of licensees: 100,000
Cost: \$0, Financing: No

Personal Touch Products ■ ◆ +

La Verne, Calif.
personaltouchproducts.com
Personalized gifts D
No. of dealers: 500+
Cost: \$249-\$995, Financing: No

Signature Engraving Systems ■ ◆ +

Holyoke, Mass.
signature-engravers.com
Engraving L
No. of licensees: --
Cost: \$10K, Financing: Yes

HOME IMPROVEMENT

HOME STAGING

Staging Diva ■ +

Toronto
stagingdiva.com
Home staging L
No. of licensees: 10,000
Cost: \$1K, Financing: No

Transformations Staging School ■

Jacksonville, Fla.
transform-us.com
Home staging L
No. of licensees: 550
Cost: \$1.5K/2.5K, Financing: Yes

MISCELLANEOUS HOME-IMPROVEMENT BUSINESSES

Bio Green USA ■ +

Greensboro, Ga.
biogreenusa.com
Environmentally friendly fertilization L
No. of licensees: 60
Cost: \$50K, Financing: No

Blind Brokers Network ■ +

Mission Viejo, Calif.
blindbrokersnetwork.com
Blinds and shutters L
No. of licensees: 300+
Cost: \$399, Financing: No

DogWatch ■

Natick, Mass.
dogwatch.com
Hidden-fence pet-containment system D
No. of dealers: 200
Cost: \$20K-\$30K, Financing: No

1867 Confederation Log & Timber Frame ■

Bobcaygeon, Ontario
confederationloghomes.com
Log and timber-frame homes D
No. of dealers: 20
Cost: \$20K, Financing: No

Engrave-A-Crete +

Mansfield, Mo.
engraveacrete.com
Decorative concrete engraving D
No. of dealers: 200+
Cost: \$5K-\$56K, Financing: No

Gold Cast Products ■

Smackover, Ark.
goldcastproducts.com
Stone-veneer products D
No. of dealers: 130
Cost: \$12K-\$20K, Financing: No

K-Guard Leaf Free Gutters ■ +

Westerville, Ohio
kguard.com
Leaf-free gutter system L
No. of licensees: 43
Cost: \$30K-\$100K, Financing: Yes

Organizers Direct ■

Scottsdale, Ariz.
organizersdirect.com
Garage and closet organizing system D
No. of dealers: 250+
Cost: \$1K+, Financing: No

Rollerwall ■ +

Rockville, Md.
rollerwall.com
Pattern-painting system L
No. of licensees: 500+
Cost: \$100, Financing: No

Starscapes International ■

Reno, Nev.
virtual-planetarium.com
Ceiling-art system L
No. of licensees: 2,000+
Cost: \$3.5K, Financing: Yes

Use What You Have Interiors Decorator Training ■ +

New York
redecorate.com
Interior design services L
No. of licensees: 838
Cost: \$1K/2.5K, Financing: No



The Window Source ■

Gettysburg, Pa.
thewindowsource.net
Replacement windows and doors D
No. of dealers: 39
Cost: \$40K-\$50K, Financing: No

Wizard Industries ■

Burnaby, British Columbia
wizardindustries.com
Retractable door and window screens D
No. of dealers: 30
Cost: \$18K, Financing: No

MAINTENANCE

BLINDS CLEANING

Blind Butler ■ +

Mission Viejo, Calif.
blindbutler.com
Blinds, shades and shutters cleaning, repairs and sales L
No. of licensees: 1,500+
Cost: \$2.99K, Financing: No

Dirtyblinds.com ■ +

Lancaster, N.Y.
dirtyblinds.com
Ultrasonic blind cleaning L
No. of licensees: 350+
Cost: \$16K-\$68K, Financing: Yes

Morantz Ultrasonics ■ +

Philadelphia
ultrasonicmachines.com
Ultrasonic blind cleaning and fire restoration L
No. of licensees: 4,000+
Cost: \$8K-\$70K, Financing: Yes

BUSINESS OPPORTUNITIES

CARPET CLEANING

Purent ■

Ash Flat, Ark.
purentusa.com
Carpet-cleaning-machine rental and delivery D
No. of dealers: --
Cost: \$1.99K, Financing: No

Rotovac ■

Redmond, Wash.
rotovac.com
Carpet cleaning L
No. of licensees: --
Cost: \$2.99K, Financing: Yes

Von Schrader ■

Racine, Wis.
vonschrader.com
Carpet, upholstery, wall and ceiling cleaning L
No. of licensees: --
Cost: \$900, Financing: Yes

MISCELLANEOUS MAINTENANCE BUSINESSES

The BBQ Cleaner ■ +

Hackensack, N.J.
thebbqcleaner.com
Barbecue-grill cleaning L
No. of licensees: 113
Cost: \$20K, Financing: Yes

Caltex International Ltd. ■

Syracuse, N.Y.
caltexinternational.com
Interior and exterior surface cleaning, mold remediation L
No. of licensees: 1,025
Cost: \$15K-\$20K, Financing: Yes

Ford's RV Refrigeration Training Center ■ +

Benton, Ky.
rvrefrigeration.com
RV refrigerator reconditioning and service L
No. of licensees: 25
Cost: \$10K, Financing: No

Lon Waltenberger Training Services ■ +

Olympia, Wash.
lonwaltenberger.com
Bathtub repair and refinishing L
No. of licensees: 84
Cost: \$2.5K-\$4K, Financing: No

Maid Services of America ■

Cartersville, Ga.
maidservicesofamerica.com
Cleaning services L
No. of licensees: 401
Cost: \$1K-\$5K, Financing: Yes

National Pro Clean ■

Colorado Springs, Colo.
nationalproclean.com
Commercial cleaning L
No. of licensees: 1,100
Cost: \$379, Financing: No

Reliable Appliance & Dryer Vent Service ■ +

Stratford, Conn.
dryerventcleaningbusiness.com
Dryer-vent cleaning L
No. of licensees: 51
Cost: \$500-\$1K, Financing: No

Restoration Preservation Conservation Products ■ +

Stuart, Fla.
restorationproduct.com
Wax, polish, restoration products D
No. of dealers: 200+
Cost: to \$500, Financing: No

This Old Grout & Stone ■ +

Chandler, Ariz.
thisoldgrout.com
Stone, tile and grout cleaning, restoration and protection L
No. of licensees: 150
Cost: \$1.5K, Financing: No

Winch Enterprises ■ +

Calgary, Alberta
cleanlots.com
Parking-lot cleanup L
No. of licensees: --
Cost: \$500, Financing: No

PERSONAL CARE

FITNESS BUSINESSES

Geri-Fit ■

Temecula, Calif.
gerifit.com
Strength-training fitness programs for seniors L
No. of licensees: 39
Cost: \$2.5K, Financing: Yes

Slender You ◆ +

Crossville, Tenn.
slenderyou.com
Fitness salon L
No. of licensees: 2,000+
Cost: \$4K, Financing: Yes

Vanguard Key Clubs

Hampton Falls, N.H.
vanguardkeyclubs.com
24-hour fitness centers L
No. of licensees: 5
Cost: \$300K-\$500K, Financing: No

SENIOR SERVICES

Active Minds ■

Denver
activeminds.com
Learning programs for seniors L
No. of licensees: 1
Cost: Varies, Financing: Yes



Ageless Checkers ■

Seminole, Fla.
Safeguard visits to seniors L
No. of licensees: 642
Cost: \$159, Financing: No

AHI Group ■

Irvine, Calif.
ahi-group.com
Nonmedical home care L
No. of licensees: 230
Cost: \$17.5K, Financing: Yes

MISCELLANEOUS PERSONAL-CARE PRODUCTS/SERVICES

The Blending Bar ◆ +

Mississauga, Ontario
nuworldbotanicals.com
Customized body, bath and skincare products L
No. of licensees: 250
Cost: \$5K-\$10K, Financing: No

BodyTime Wellness ■ ◆ +

Chester, N.J.
bodytimewellness.com
Spa and wellness products D
No. of dealers: 500+
Cost: \$1K, Financing: No

bozoomer ■

Clarkston, Mich.
bozoomer.com
Nutritional supplements L
No. of licensees: 6
Cost: \$1.3K-\$3.8K, Financing: No

Fragrance Blending Bar by Aroma Terra ■ ◆ +

Phoenix
fragranceblendingbar.com
Customized bath and body products D
No. of dealers: 20
Cost: \$5K-15K, Financing: No

Nail Taxi ■ +

Woodbridge, Va.
nailtaxi.com
Mobile nail boutique L
No. of licensees: --
Cost: \$2K-\$8K, Financing: No

RECREATION

TRAVEL AGENCIES

Oasis/New2Travel ■

Boca Raton, Fla.
oasisagent.com
Travel agency D
No. of dealers: 600+
Cost: \$2.99K, Financing: Yes

Tix Travel & Ticket Agency ■ ◆ +

Oldsmar, Fla.
tix.business
Travel agency; concert, sports and theater tickets D
No. of dealers: 500
Cost: \$3.5K, Financing: Yes

MISCELLANEOUS RECREATION BUSINESSES

Active Hawaiian Surf Simulators ■ ◆ +

Honolulu
surfsimulatorevents.com
Surf-simulator rentals L
No. of licensees: 6
Cost: \$4.99K, Financing: Yes

GTAA-Golf Tournament Association of America ■

Scottsdale, Ariz.
gtaaweb.org
Golf tournament consulting L
No. of licensees: 25
Cost: \$1.5K, Financing: Yes

Mini-Golf ■ +

Jessup, Pa.
minigolfinc.com
Miniature-golf courses L
No. of licensees: 3,330
Cost: \$6.9K, Financing: No

Trampoline Park Equipment by Fun Spot +

Hartwell, Ga.
trampolineparkequipment.com
Trampoline park equipment L
No. of licensees: --
Cost: \$1.2M, Financing: No

RETAIL

Discount Party Store Developers

Las Vegas
dpstores.com
Discount party stores L
No. of licensees: 3,500
Cost: \$30K, Financing: Yes

Dollar Store Services

Las Vegas
dollarstoreservices.com
Dollar stores L
No. of licensees: 3,500
Cost: \$30K, Financing: Yes

Game Start Stores

Elgin, S.C.
gamestartstores.com
Video game stores L
No. of licensees: 14
Cost: \$90K, Financing: No

Laga Handbags ■

Long Beach, Calif.
laga-handbags.com
Embroidered handbags and accessories D
No. of dealers: 100
Cost: \$499, Financing: No

Liberty Opportunities

Conway, Ark.
libertydollarstore.com
Dollar, party and fashion-accessory stores D
No. of dealers: 2,870
Cost: \$54.9K, Financing: Yes

Teen Store Developers

Las Vegas
teenstoredevelopers.com
Retail stores aimed at teens L
No. of licensees: 3,500
Cost: \$20K, Financing: Yes

SERVICES

DENTAL-HANDPIECE REPAIRS

Handpiece Express ■

Novato, Calif.
handpieceexpress.com
Dental-drill repair L
No. of licensees: 30
Cost: \$35K, Financing: No

Orion Repair ■

Kissimmee, Fla.
orionrepair.com
Dental-handpiece repairs L
No. of licensees: 275
Cost: \$500-\$19K, Financing: Yes

LAUNDROMATS

Express Laundry Centers

Oshkosh, Wis.
continentalgirbau.com
Coin-operated laundry L
No. of licensees: --
Cost: \$50K-\$250K, Financing: Yes

Milnor Laundry Systems +

Kenner, La.
milnorcoin.com
Coin-operated laundry L
No. of licensees: 1,000+
Cost: Varies, Financing: Yes

MISCELLANEOUS SERVICES

Birdseye Global Tracking ■

Tarpon Springs, Fla.
birdseyetracking.com
GPS tracking products and services D
No. of dealers: 4
Cost: \$59.9K, Financing: Yes

The Christmas Lady ■ +

San Luis Obispo, Calif.
christmasconcepts.com
Christmas decoration rentals L
No. of licensees: 810
Cost: \$1.5K, Financing: Yes

Divorce With Dignity Network ■ +

San Rafael, Calif.
peacefuldivorcebusiness.com
Divorce legal services L
No. of licensees: 11
Cost: \$9K-\$50K, Financing: Yes

Elegant Weddings by Donna ■ ◆ +

Austin
elegantweddingsbydonna.com
Wedding and gift services L
No. of licensees: 2,456
Cost: \$5K-\$25K, Financing: Yes

My-Alarm ■ ◆ +

Lutz, Fla.
my-alarm.com
Text-alert security-alarm systems D
No. of dealers: 50+
Cost: \$1K+, Financing: Yes

The Plant Lady ■ +

San Luis Obispo, Calif.
green-concepts.com
Interior-plant rentals L
No. of licensees: 810
Cost: \$1.5K, Financing: Yes

Spectrum Unlimited ■ +

San Francisco
clientbirthday.com
Personalized birthday greetings L
No. of licensees: 10,000+
Cost: \$200, Financing: No

Storkdelivery.com ■ +

River Vale, N.J.
storkdelivery.com
Yard-sign rentals L
No. of licensees: 72
Cost: \$999, Financing: Yes

Thorvie International ■ +

Green Bay, Wis.
thorvie.com
Saw and tool sharpening L
No. of licensees: 650+
Cost: \$6.99K, Financing: No

NETWORK MARKETING/ DIRECT SALES

AMSOIL ■

Superior, Wis.
amsoil.com
Synthetic lubricants
No. of associates: --
Cost: \$30-\$75, Financing: No

Dudley Products Cosmetics ■

High Point, N.C.
dudleyq.com
Hair-care and cosmetic products
No. of associates: 150
Cost: \$49, Financing: Yes

Nerium International ■

Addison, Texas
neriumopp.com
Anti-aging cream
No. of associates: --
Cost: \$499, Financing: No

Wachters' Organic Sea Products ■

Daly City, Calif.
wachters.com
Nutritional, personal-care
and environmental products
No. of associates: 220,000
Cost: \$54, Financing: No

VENDING MACHINES

HealthyYou Vending ■

Kaysville, Utah
healthyyouvending.com
Healthful snack, beverage
and entree vending machines
No. of dealers: 5,600+
Cost: \$25K-\$200K, Financing: No

Naturals2Go Healthy Vending ■

Idaho Falls, Idaho
naturals2go.com
Healthful-food vending machines
No. of dealers: 309
Cost: \$25K, Financing: Yes

Red Hot Vend ■

San Francisco
redhotvend.com
Adult novelty and convenience-item
vending machines
No. of dealers: 1
Cost: \$20K+, Financing: Yes

U-Turn Vending ■

Idaho Falls, Idaho
uturn-vending.com
Bulk candy vending machines
No. of dealers: --
Cost: \$7.9K, Financing: Yes

Vending Machine Sales ■

Des Moines, Iowa
vendingpriceline.com
Soda and snack vending machines
No. of dealers: 500+
Cost: Varies, Financing: Yes



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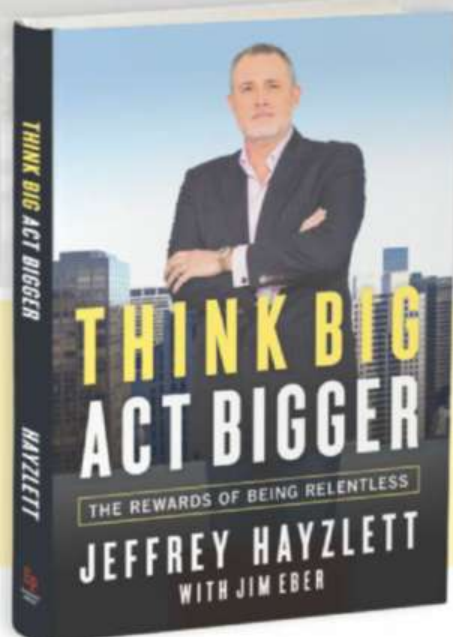
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MYTH #1

OUTLINE IT ALL FIRST.

Business schools emphasize planning, planning and more planning. "In academics, there's a clear and straightforward way to win," says Kristin Smith, former CEO of Code Fellows, a Seattle-based software programming school. "But entrepreneurship isn't linear."



MYTH #2

YOU CAN ANALYZE YOUR WAY TO A GOOD IDEA.

Data is king in academia, but "so many smart folks who go into entrepreneurial ventures forget to get out of their heads and into the world," says Katherine Long, a University of Pennsylvania Wharton School alum who started a seven-figure business, Bethesda, Md.-based Illustria. "It's not formulaic."



MYTH #6

HARD WORK IS ALL THAT MATTERS.

While business schools tout the benefits of single-mindedness and dedication, wellness experts emphasize the importance of entrepreneurs maintaining outlets for relaxation and stress relief. For Tanner Agar, CEO of The Chef Shelf, a Fort Worth, Texas-based e-tailer of gourmet food products, that meant moving into the offices of a tech incubator filled with other young 'treps. "It's nice to have the camaraderie," he says. "Without them, it would be so much harder."

MBA B.S.

We asked entrepreneurs to share what they consider to be the biggest lies perpetuated by the country's business programs.

—MICHELLE GOODMAN

MYTH #3

PAY YOUR DUES.

Abby Falik, a Harvard Business School grad, chose to forgo a corporate job and go it alone. "I've been struck by how many of my classmates, now five-plus years into corporate jobs, are seriously questioning the paths they were encouraged to take coming out of business school," says the founder of Oakland, Calif.-based nonprofit Global Citizen Year.

MYTH #5

YOU NEED TO MAKE MONEY BEFORE YOU CAN INDULGE YOUR PASSION.

"There was no reason to postpone something I was passionate about," says Falik, who started Global Citizen Year right after graduating—raising \$8.5 million in grants and donations, and \$5.5 million in tuition and program fees—to send nearly 500 high school grads on bridge years in Latin America and Africa.

MYTH #4

YOU NEED TO RAISE INSTITUTIONAL FUNDS.

When you're in the early stages of building a company, your focus should be on understanding your market, learning what customers want (and how much they'll pay), differentiating yourself from competitors and proving your concept. "All those things are more important than saying, 'I got \$5 million,'" says Bob Gillespie, a serial entrepreneur with an MBA from the University of Chicago Booth School of Business.





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