

Entrepreneur's

# startups

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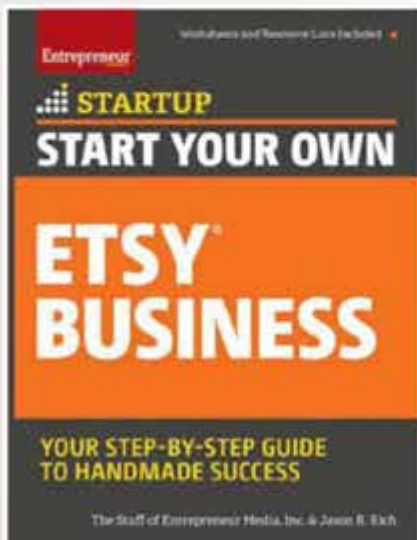
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# THE BAR BET THAT PAID OFF

Ten years of perseverance takes a self-serve beer company to success.

**BY JOE KEOHANE**



Josh Goodman was on “a problem-solving quest.” Pushing 30, he had lost his enthusiasm for his career in IT staffing and was looking for business ideas. One night, he met some friends at a crowded bar in Baltimore but couldn’t get a beer. It happened again the next time they went out. And again. Goodman thought, *There’s got to be a better way to get a drink.* He envisioned a simple solution: a self-serve beer tap system, where customers could fill up a debit card, pour their own drinks, and be charged by the ounce. Like an ATM, but for beer. This was 2007. “I thought I’d be sipping mojitos on an island in the Caribbean by 2013 or ‘14,” he says. And the entrepreneurial gods laughed and laughed.

What followed was a 10-year odyssey of malfunctioning tech, unreliable partners, and cruel breaks, culminating in the lesson all company founders must eventually learn:

Even the simplest ideas can be maddeningly complex, and only the most persistent entrepreneurs survive.

Goodman's journey unfolded in phases. During phase one, he heard about a small company in Atlanta that built a similar system to what he'd envisioned. He started a firm called Innovative Tap Solutions and struck a deal to sell its technology. The upside of this was that Goodman got practice convincing skittish local authorities that the product wouldn't result in mayhem. (The system cut off after five beers and required drinkers to go to a bar employee to reactivate it, making it no different from ordering a pitcher of beer.) The downside was that in order to install it, bar owners had to rip up their floors to run tap lines, an outlay of time and money no one was willing to make for an unproven technology. He went 0 for 150.

On to phase two. Goodman sunk \$10,000 of his own money into developing a "mobile draft table," a self-contained unit on wheels that required no renovations. But as he was searching for manufacturing partners, he heard about an Irish company, Ellickson, that was looking to sell its own mobile draft table in the U.S. It had a deal with beverage giant Diageo, which gave the product credibility. Goodman ditched his own table, got in touch with Ellickson in 2009, flew to Ireland, and wound up launching its U.S. operations. His small team sold 174 units, but the product was plagued by technical problems. "For lack of a better word, it



sucked," he says. Ellickson shut down the division in 2012.

Phase three! Fed up with working for someone else, Goodman restarted his company and named it PourMyBeer. He partnered with a number of small firms around the world—in California, Austria, China—that wanted to sell their self-serve beer systems in the U.S. Anticipating that the American market could become crowded soon, he invested heavily in SEO so he'd top the rankings when people searched "self-serve beer."

For a while, things looked pretty good. PourMyBeer landed dozens of clients, including some big ones like MGM, Aria, and Caesars Palace casinos. It even wound up on the widely watched reality show *Bar Rescue*. There was only one problem: "The technology from California and China consistently failed," Goodman says. Worse, their units were badly engineered and their tech support was nil, forcing Goodman's small team to service the things themselves. By 2014, PourMyBeer was on the brink. Goodman's business partner quit for a job that could actually pay him. Goodman

sunk into depression. *Why is this happening?* he wondered. *I'm not a bad person.*

Still, he kept at it. "You don't lose faith for two reasons," he says now. "Number one: You believe in your idea. And number two: You bet your entire life savings on it, so you don't want to think it could be a bad choice."

Which brings us to phase four. Goodman considered what he'd learned. He had a good idea and a track record of promoting and selling it. He dominated in SEO. He knew how to win over regulators. The problem throughout had been the technology. So he decided to develop his own. It would have to be clean, simple, affordable, durable, and so easy to install, a child could do it. He also realized he needed to stop thinking of his product as disruptive to bars, and start thinking about it as disruptive anywhere people want a drink. During his visits to Las Vegas, Goodman had learned that virtually anything—coffee, cocktails, kombucha—could be served through a keg-based system. So he partnered with his only reliable vendor from the

previous debacle, Austrian company Redl GastroSystems, to develop this new product. When it was done, he made a video of his 6-year-old installing one.

PourMyBeer's new unit hit the market in spring 2015 and did \$650,000 in sales that year. In 2016, it hit \$1.2 million. Goodman estimates he's on track to hit \$4 to \$5 million this year. Customer acquisitions are up 400 percent; distributors have signed on in Argentina, the Netherlands, Brazil, and other countries; and the company is getting 50 leads a week. PourMyBeer has landed major restaurant groups, Thomson Cruise Lines, Marriott Hotels, and the U.S. Marine base at Okinawa—all through its website. (That SEO work paid off.) And each installation brought more referrals. A contact at Aria moved over to hospitality giant HMS Host and got PourMyBeer into Chicago and Milwaukee airports. "We get emails from people as they're sitting there using our system, saying, 'This is phenomenal. I want to bring it back to our area. Call me,'" Goodman says.

"It's the tipping point," he continues. "We've crossed the chasm." So does that mean it's finally time for those mojitos on the beach? Not quite. "I don't feel like I deserve a pat on my back yet," he says. "I feel like I'm just getting started."



**"YOU DON'T LOSE FAITH FOR TWO REASONS. ONE, YOU BELIEVE IN YOUR IDEA. TWO, YOU BET YOUR ENTIRE LIFE SAVINGS ON IT."**



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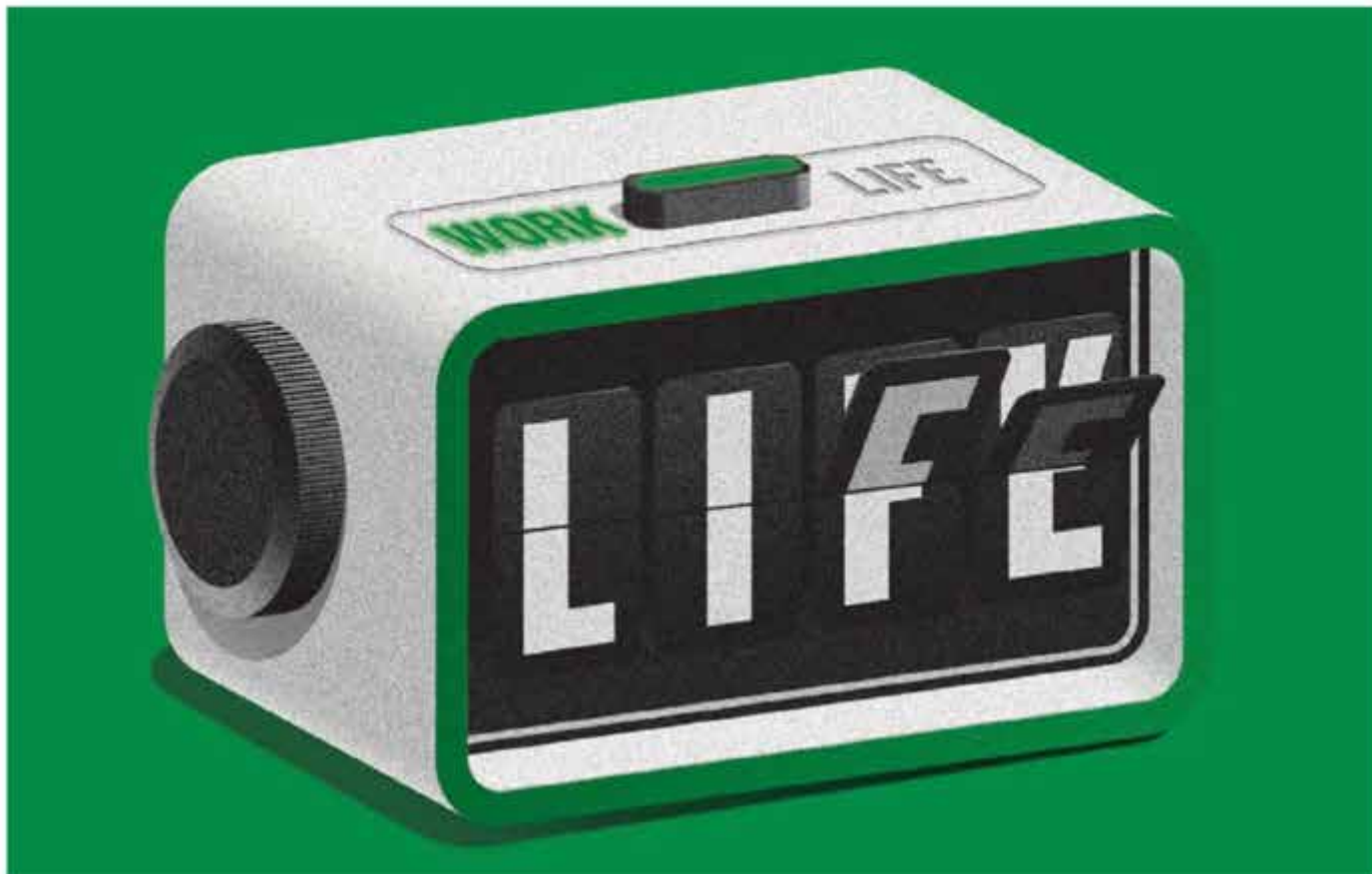
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# IT'S ABOUT TIME

Entrepreneurs don't waste time. They maximize it. Here, seven successful leaders explain how.



## ESTABLISH A ROUTINE

"I have a set routine I never break: Get up, walk to a coffee shop, have an espresso. It gets my brain ready to prepare for everything I am doing that day. When I'm home, I take my son, and when I'm traveling, I get to explore a new place." —*Shane Patrick Quinlan, CEO, compliance management software company Convercent*

"At 6 A.M., five days a week, I ride for an hour on a stationary trainer. The meditative state I achieve while working out always sparks new ideas, so I've started capturing those thoughts after my rides, either with Siri notes or old-fashioned pen and paper." —*Neil Grimmer, founder and CEO, personalized nutrition brand Habit*

"The Keurig is set to go on at 5:30. I like to have my coffee and check emails before I wake up my children for school. I use this precious time to organize orders, plan warehouse priorities for the day, and check in on production. This allows me to go into my day feeling proactive and ready." —*Sara Stein, cofounder, gift brand Sisters of Los Angeles*

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# FRONT-LOAD YOUR WEEK

How working more on Monday and less on Friday allowed **SONNY CABERWAL**, head of digital business development at Newell Brands, to focus more on his family.

**A FEW YEARS AGO**, I began laying out my week on a spreadsheet—all 168 hours of it—to see how I allocate my time. It's an eye-opening exercise. About 30 percent is sleep, and 30 percent is work. Then family and friends get 25 percent, and the rest is learning and general maintenance. I also realized I wasn't always making the most of those hours; I was squandering time, which is the one thing I can't get more of. For example, I have three young children—but getting home to put them to bed at 8 P.M. wasn't quality time. I'd rather be around from 3 to 8 P.M. And sometimes I was so busy working on my own projects that I had no time to relax.

So I came up with an experiment. I'd compartmentalize my time to make sure I spent quality hours on the things that

mattered. The big one: Rather than work a normal workweek, I'd divide it up—the first four days at work in New York, and then Friday through Sunday at home in North Carolina. I'd front-load the week with work, then dwindle down to spend more time with family and friends: 18 work hours on Monday, 14 on Tuesday, 10 on Wednesday, 6 on Thursday, and 4 on Friday. When you add it up, that means more family time than if I just went home for dinner every night. It also means more-focused work time.

When I did this, I also saw that there are more things I want to do than there is time in the day. So I combine interests. For example: If you want to learn how to play guitar, do it with a friend. Now you're pursuing a personal development goal and a social goal at the same time.

This also taught me to be realistic about where I waste my time; just checking your phone can be a crippling little time suck.

At the end of each week, I spend an hour auditing the days. Did I use time right? Is this experiment still worth it? So far, it's working really well.

Some people have said this sounds like I'm taking the fun out of life—that there's no room for serendipity. But honestly, you can schedule for that, too; you just need to know how many hours you have for it. And this, as I see it, is part of the reason to be an entrepreneur: It gives you the freedom to spend your time the best way you can. It might not always feel that way, because you're beholden to your customers, or your team, or your investors. But you can take control. That's the whole point.

## BE MORE PRODUCTIVE ON THE ROAD

Having to leave your home base inevitably messes with your ability to get work done. **ALEXIS OHANIAN**, cofounder of Reddit and Initialized Capital, explains how he tricks his mind and body into believing he's enjoying all the comforts of home—no matter where in the world he is.

### THINK AHEAD.

"If I'm traveling through time zones, I prep my body by taking on that eating schedule 24 hours before I get there. I don't have time to feel jet-lagged."

### SETTLE IN.

"Great Wi-Fi is key—I've even brought my Eeros with me on trips where I'm staying in Airbnbs. If I'm in a hotel, I make sure there's a decent gym and a great café nearby. Having a small routine on the road helps it feel less foreign."

### HYDRATE.

"I stay awake on international flights and pound water so I'm adjusted when I land. It's a hard reset. My colleagues hate it because I get a ton of emailing done without distractions."



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## GET STARTED



## ACHIEVE INBOX BLISS

Let your emails pile up, or fight to reach inbox zero? **RACHEL BLUMENTHAL** and **ADAM TISHMAN**, entrepreneurs from different schools of thought, explain the reasoning behind their email-management methods.



### INBOX INFINITY

The day I realized my email was not my to-do list but just other people's to-do list for me, I had this incredible realization: Constantly managing an inbox is like doing someone else's homework! The minute I stopped running my day based on my email, I immediately became more effective. And it's

not about ignoring messages; being responsive is really important, and it's indicative of your work ethic. Of course, there's a line between knowing your priorities and being responsive. I start every day with a list of the three to five critical things I need to do and slot them into my calendar. When I feel like I'm on track to achieve them, I'll check my

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email. I delete anything I know is marketing and then look for priority messages that require a decision on a deadline. Anything else, I leave it bold. It's not that those messages aren't important, but I can deal with them later, so it's fine for them to pile up. Not obsessing over my inbox keeps me calm and has helped me prioritize my time and focus on what's important, rather than constantly playing catch-up.

*Rachel Blumenthal is founder and CEO of children's clothing subscription service Rockets of Awesome.*

## "I SLEEP BETTER WITHOUT THAT STRESS. AND BETTER SLEEP MEANS A BETTER, MORE PRODUCTIVE TOMORROW."



### INBOX ZERO

If that little red dot on my phone's email icon has anything higher than a number 5 in it, it causes me major stress. And I'm at a point in my life—and business—where removing stress is a priority. For a long time, I'd manage my inbox by moving important messages into a starred folder, with plans to deal with them later. But that just trapped them

in email purgatory, and knowing they were in there was a constant distraction. So about six months ago, I started doing a nightly inbox purge at 10. It really takes only about 15 minutes now that I'm in a rhythm. (Plus, since so much of our internal communication is done via Slack these days, I don't have as many company messages floating around.) I delete what I can and respond

to what just needs a short answer. Anything that deserves more attention than I can muster at the end of the day, I save for tomorrow—but that's never more than a few messages. I sleep better without that stress. And better sleep means a better, more productive tomorrow.

*Adam Tishman is cofounder and CEO of mattress company Helix.*



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# FUNDING THAT FITS

Entrepreneurs get creative about funding their businesses—while maintaining control of their vision

**BY CLINT CARTER**



You want numbers? Peter Dering has numbers. Peak Design, the camera accessories company he bootstrapped in 2011 with \$25,000 from savings, has now raised more than \$14 million. It has generated 90 to 100 percent growth for five years straight. But here's the most exciting number: Dering still owns 100 percent of the company.

"The traditional model is to give away equity before anything about the business is determined," he says. "I didn't consider that." Instead, Peak Design grew via crowdfunding. A Kickstarter presale campaign for each of its six product launches secured a healthy cash injection at every pivotal moment and helped build a rabid fan base. Its most recent campaign raised \$6.7 million.

It's not that VCs are a bad option. But, many entrepreneurs say, equity investors are better suited for startups with whiz-bang proprietary technology and a realistic strategy to scale and sell quickly. That's not everyone's goal, of course—and entrepreneurs should find growth vehicles that work for

their company, says Anand Sanwal, CEO and cofounder of the data-analytics company CB Insights. "Folks overestimate the value of raising money because of the validation it provides," he says. "But when you take VC money, you're married to their model."

Today, fund-raising options are many. There's crowdfunding, of course. Then there's a growing number of equity crowdfunding platforms like Wefunder, which allows private companies to raise money from tiny investors. It launched last year and has already reported investments of \$25 million spread across 76 companies. That includes Texas brewery Hops & Grain, which wanted a new taproom and used Wefunder to raise \$1 million in less than two months—some from its fans, who might even spend more on beer to boost the value of their investment. "Thirty-one percent of our investors put down \$100," says Nick Tommarello, CEO of Wefunder. "They're not expecting to get rich, but they're happy to see their investment pay off."

Other platforms supply information instead of cash, like TrendSeeder, which focuses on the fashion, beauty, and wellness industries. "You can think of us as a sweat-equity fund," founder Avani Patel says. It does take a small equity stake—far less than what you'd expect to relinquish to a VC—and in exchange gives startups access to mentors and investors.

As for Peak Design, Dering now (happily) turns down regular offers from private equity funds. "If we had a bunch of investors, we'd be forced to grow even faster," he says. "The point is to have a job that facilitates the enjoyment of life. And part of that is financial freedom."



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# A PERFECT FIT

In a growing crop of women-only coworking spaces, members are harnessing community, inspiration, and success.

**BY KATE ROCKWOOD**



Picture a hip, energetic coworking space. Now erase the beer kegs and

Ping-Pong table, and conjure, instead, pale pink walls, cozy reading nooks, oversized bathrooms with stocked showers, and a library full of books by lady writers. Welcome to the world of women-only and women-centric workspaces.

“Members say they’re so much more productive, and they feel like there’s less pressure in an environment without men,” says Audrey Gelman, cofounder of The Wing. The first location, a 3,500-square-foot space in New York’s Flatiron District, opened last October, attracting

members ranging from fashion designer Jenna Lyons to actress and model Hari Nef. The waiting list for membership is hovering around 8,000, and The Wing is planning three new locations, for SoHo, Brooklyn, and Washington, D.C. (When the D.C. location was announced, it got 1,000 applications within 24 hours.)

The Wing is not the only entrant into this booming new sector. There’s Shecosystem in Toronto, Paper Dolls in Los Angeles, and Rise Collaborative Workspace in St. Louis. In San Diego, Felena Hanson opened Hera Hub after noticing that local coworking options tended to be all suits or all bros. “I wanted a space that supported women,” she says.

“It’s a demographic that was badly ignored.”

Appealing to women includes, of course, the interior design, but it has to be more than skin-deep, Hanson says. Hera Hub, which has expanded to six locations, including Stockholm, has an angel investment arm for female entrepreneurs. The Wing’s programming recently included a film series, a fireside chat with U.S. Senator Kirsten Gillibrand, and a dumpling-making class with the founders of Mimi Cheng’s restaurant.

“Women are constantly managing and juggling,” Hanson says. “With a women-centric space, they’re able to be open and candid in a supportive setting.”

## Other Spaces to Suit Your Personality

### MATURE

“A lot of coworking companies seem built to fulfil the fantasies of male 20-something engineers,” says Jamie Hodari, **INDUSTRIOUS**’s CEO. Industrious offers inclusivity instead. The company’s 12 locations across the country have or kate rooms for nursing moms to pump milk, and, she says, “our region’s director in New York took three hours to help a member prepare for her citizenship test.”

### LOW-COMMITMENT

**CROISSANT** is an app that allows remote workers to “rent” desks at established coworking spaces in New York, Boston, San Francisco, Los Angeles, Berlin, and London, among other cities. It offers monthly subscription plans that range from \$29 to \$249, depending on the city.

### FANCY!

**BUSINESS DISTRICT** is for professionals who care more about the flagship office’s Instagram-worthy home in an L.L. Pk-designed building than free beer. Matt LoGuidice founded the Boston-based company after overseeing his East Coast property management business out of a shared space in Los Angeles. “I couldn’t find a center in the niche I wanted—a space that feels more like a boutique hotel,” he says.

### PROFESSIONAL

“We became the destination for those who ‘graduate’ from coworking spaces as their business grows,” says Vic Memera, **TECHSPACE**’s CEO. The office sport a slick, aesthetic—more corporate office than startup—and cater to teams rather than individuals camped out on sofas.



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# BUILD A POWER NETWORK

To expand their professional connections, entrepreneurs are seeking smaller and smaller crowds.

**BY JENNIFER MILLER**



In 2008, Sol Orwell, cofounder of nutrition company [Examine.com](#), was at a loss. He was attending a big digital marketing conference in Seattle, hoping to expand his network, but the event was so packed that he didn't know where to start. His friend had no such hesitation. He told Orwell he was going to "meet some friends." Twenty minutes later, he returned holding a stack of 40 business cards. "At the time, I was blown away," recalls Orwell, who thought his friend was a networking genius. "But now I think, *Did he do anything more than have short conversations?*"

Today Orwell has a much different idea of successful networking. He still attends large conferences, but now he builds relationships by hosting informal monthly dinners of six to 12 entrepreneurs. And every Friday, he parks himself at a coffee shop in his hometown of Toronto and invites entrepreneurs to join him.



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## SHOUT OUT

Orwell is not alone in questioning the conventional approaches to networking. Because frankly, those approaches—abetted by technology and hype—don't work that well. The rise of digital communication means your entrepreneurial hero is just a tweet or an email away, but it also means successful entrepreneurs are bombarded by networking requests. And the boom in massive, circus-like conferences makes forming real connections harder.

But in the past decade, small-scale, invite-only events for entrepreneurs—from monthly dinner salons of fewer than a dozen people to upscale weekend retreats that cap out at 150 guests—have begun to redefine networking. Entrepreneurs are willing to spend

anywhere from \$1,000 to \$12,500 for access to smart, like-minded people who are also in search of reciprocal relationships. As Orwell explains, these get-togethers are “a lot more welcoming” than the huge conventions. “There won't be ‘wantrepreneurs,’ but people you can have actual conversations with,” he says.

Shane Parrish, whose productivity and decision-making newsletter, *Farnam Street*, has a devoted following of more than 140,000 subscribers, was one of those businesspeople frustrated by the state of networking. (He estimates he personally gets 300 networking requests a month.) So in 2014, he started offering annual three-day workshops. These events, which cost about \$2,300, are open to the public

but are strictly capped at 50 people. Even just a few more, Parrish says, makes it harder for attendees to break out of their comfort zones. When they do break out, he says, the payoff is significant. “Everyone is struggling through similar problems, but they're smart and they're not your friends, so they're not telling you what you want to hear,” he says.

Parrish also hosts much smaller and costlier retreats for 10 people in places like Hawaii and Paris, in which each participant has one hour to troubleshoot some problem—be it personal or business-related—with the group. “To me, that's real networking,” Parrish says. “You're getting to understand people and their context so you can help them.”

The organizers behind these

sorts of small-scale conferences say the ideas exchanged from this casual back-and-forth are a lot more useful than the promised “content” that many large conferences advertise. “You don't get value from big-name speakers,” says Jayson Gaignard, the founder of MastermindTalks, an invite-only community for entrepreneurs, which includes an annual three-day conference of roughly 150 people. If you want to sit there as someone talks at you, Gaignard says, “listen to a podcast at the gym.”

MastermindTalks has become famous for its exclusivity (“a lower acceptance rate than Harvard” boasts Gaignard's LinkedIn profile) and price tag (about \$12,500), and so participants have come to expect at least some access to the superstars of their profession. Gary

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Vaynerchuk, James Altucher, and Damien Escobar have all attended, but their appearances—unannounced until the last minute—feel impromptu and informal. As Gagnard explains, standing around and drinking beers while peppering Vaynerchuk, the marketing guru, with questions is a much different experience than listening to him give a talk from a podium.

James Clear, who pens a popular newsletter on human potential and runs eight-person retreats in Sedona, Ariz., Breckenridge, Colo., and other destinations, eschews big names altogether. “I want people to feel like they’re with peers,” he says. Clear organizes his retreats around a specific theme or profession and is highly selective in terms of whom he invites.

Referrals, it seems, are how

most people gain access to these events. And how do they get referred? Orwell says this happens by building relationships, over time, with people who either lead these retreats or have attended them. “People just try to rush everything,” he says. “They try to befriend everyone. Instead, follow the people you really find interesting, and that will naturally let you have conversations with them.” Once you’ve formed a genuine bond with someone who is connected, he says, you’re more likely to be referred.

It’s a chicken-and-egg problem, to be sure: You need to connect to the right people in order to be invited to a conference that will help you connect to the right people. But because these events tend to be very small, hosts say they have to be

very particular about whom they invite in order to ensure a positive experience. “If there are 100 people and there’s one annoying person, you can move on,” Clear says. “But in a retreat for three or four days with eight people, one person can really ruin the chemistry.” Therefore, he invites only people he has met in person or with whom he has had multiple Skype calls.

Gagnard is even more methodical. When considering new invitees—again, usually through referrals—he either meets with them personally or has a 30-minute “triage” call, in which he “gathers intel” about the individual, and subscribes to “all updates” on every member’s Facebook feed, which he says “helps me keep a pulse on anything and everything about them.” Once accepted,

attendees fill out two forms totaling 80 questions. This helps Gagnard connect people with overlapping strengths and needs. “If you’re having trouble with culture in your business and there’s someone who’s really killing it with culture, I’ll seat them next to you,” he says.

For the most part, event hosts say their guests come to share their expertise and learn something in return. Yes, there’s a professional ROI; attendees might partner in new projects, pass along contacts, and cross-promote each other’s work. But they also fill an existential need. “Entrepreneurship is a lonely venture,” Clear says. “It makes sense that these conferences would be popping up in this space.” Or as Gagnard explains it, “Ways to connect are abundant; community is scarce.”



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# A HIRE CALLING

An entrepreneur in need of new employees worries about making a bad choice.

BY ADAM BORNSTEIN



 I run a small business and need to hire in order for us to grow. What's the best approach for bringing on the right people? —**SHANE, Toronto**

**SHANE**, the strength of your team is the strength of your business. But the opposite is also true—hiring the wrong people can pull down your operation and cost you money. When I was in the corporate world, I tried to buy an all-star team. I focused mostly on résumés and achievements. It didn't work out too well. Later, when I started my own business, I couldn't afford to buy that kind of team. That forced me to focus on the bigger, tougher question: What actually makes a good employee?

Uncovering the answer made me better at finding the right talent. I learned that, though prior job titles are indicative, great hiring is really about identifying passion. It may seem like you can only learn about someone over time, but I found that asking better, more specific questions during the interviewing process can reveal a lot.

That means no more “Why should we hire you?” or “Where do you see yourself in five years?” Instead, get a little more personal. You already know the hole you want a candidate to fill in your company. To gain insight, ask how you will fill a void in their life. Did they previously have a bad manager or hit a growth ceiling at their last job? Can this be addressed in your company?

You also need to ensure that a potential employee sees value in being part of your team. Here, what they tell you (“I love your company!”) is less important than what they ask. Invested employees will want to know what success will look like in their position, what you want them to add to the business. They're interested in growth and future opportunity. If your potential hire appears introverted, flip the

question. Ask for specific examples of what inspired them to apply.

This line of inquiry will help you gauge how well candidates understand your company and their potential role in it. You can also throw a curveball to test them. Dev Basu, founder of PoweredbySearch, Toronto's fastest-growing digital marketing agency (936 percent growth in five years!), likes asking, “How would you beat us if you were a competitor?”

You also want to assess key qualities like the ability to respond to criticism, speed of work, and communication style. For these, I recommend creating a test prior to the interview process—something that requires the candidate to share their opinions or expertise—and request a quick turnaround. Does the applicant ask for more time or miss a deadline? Those are red flags. Then, during the interview, criticize or disagree with some of their answers and see how they react. This will be an important test of how you'll be able to work together, as conflict and disagreement are inevitable in any workplace.

Finally, when you're ready to make an offer, be prepared to think beyond salary. You may need to sweeten an offer with nonmonetary perks, like ample vacation or the ability to work from home sometimes. “The best employees aren't just looking for more pay,” Basu says. “They are looking for a sense of belonging and purpose.” When they find that, it makes them happy. And when they're happy, they tend to stick around.

*Adam Bornstein is the founder of Pen Name Consulting, a marketing and branding agency.*

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# Steady as She Goes

## **TYLER HANEY**

knew how to pace herself on the running track.

But as she's learning with her hit athleisure brand, Outdoor Voices, pacing a business is just as important—and a lot trickier.

**BY MICHAEL ANDOR BRODEUR**





In 2015, Tyler Haney showed up at the Crosby Street Hotel for one of the biggest pitches of her life. She was meeting David Fialkow, of General Catalyst, to add him to a Series A funding round for her startup clothing brand, Outdoor Voices. And she was bringing two unexpected things to the table: a photo of *Girls* star Lena Dunham jogging in head-to-toe Outdoor Voices wear, and a shiner.

The night before, Haney, a former track star, was jogging her usual route down Manhattan's West Side Highway, her favorite place to clear her mind, and a spiritual path of sorts for her company: It was on this same road, four years earlier, when Haney first hatched the idea for Outdoor Voices. This time, however, she tripped over a dog.

"So I have this shot of Lena and I'm like, 'Here's a win,' and"—pointing to her eye—"Here's a loss," Haney recalls with a laugh. "It was perfect."

It also worked. The meeting, which resulted in a \$7.5 million round led by General Catalyst, sent the right message about the brand—a line of apparel with an emphasis on a playful, "human, not superhuman" approach to everyday fitness—and about Haney as a competitor: "I'm out there, I'm determined, and I'm running so hard that I fall on my face."

The trail Haney blazed is paying off. Outdoor Voices is jockeying for position in what seems like an impossibly tight race of major players in the athleisure space—Nike, Under Armour, and Lululemon chief among them. Since launching in January 2013, Outdoor Voices has grown from a collection of five samples and a few bolts of technical fabrics stored under Haney's bunk bed into a thriving e-commerce business with a brick-and-mortar retail presence in five cities, a staff of 70-plus people, more than \$29 million in venture backing, and high-profile supporters like French designer and A.P.C. founder Jean Touitou and Goop founder and actress Gwyneth Paltrow.

In August, the company named a new chairman of its five-person board: former J.Crew CEO Mickey Drexler, who also led its most recent \$9 million round of funding. His investment in activewear might seem surprising, but the conspicuously understated design and unique feel of Outdoor Voices—designed to maximize cool in several senses and minimize intimidation—has drawn support from all corners of fashion. The brand has even done flash collaborations with

fashion-world names like A.P.C. and Leandra Medine (author of the blog *Man Repeller*), quietly granting Outdoor Voices a level of runway cachet not often bestowed upon what were once known as "gym clothes."

All this forward momentum took time to build, and as any runner knows, sustaining the right pace is a matter of heart over lungs, and endurance over speed, especially on an uphill climb. Haney's past life as a track star hasn't just fueled the passion she has for her product; it's shaped the way she leads her company—keeping your stride, anticipating every step, not letting the hurdles trip you up, and, most important, not sweating whom you're up against.

Now, as her company enters a new phase and an ambitious expansion plan, she'll have to remember those lessons more than ever. Creating a brand is hard;

**Haney was bringing two unexpected things to the table: a photo of *Girls* star Lena Dunham jogging in head-to-toe Outdoor Voices wear, and a shiner.**

accelerating requires a new set of skills entirely. "Being naive is ultimately helpful when you're starting a company that you say is going to be the next Nike," she says. "I had zero to lose, and that's what kind of kept me going."

### On Your Mark...

Growing up in Boulder, Colo., Haney, 29, was "the ultimate tomboy," sporting short hair and Nike everything. She played on the boys YMCA basketball team (scoring only one basket—for the other team) and the boys soccer team, rode horses, and ran track. In fifth grade, she quickly established herself as the fastest in class while running laps around the school for PE class—notably defeating a particularly fleet-footed boy named Alec. She savors this memory.

By the time Haney reached high school,

she was performing well enough on horseback and in hurdles (which she picked up by hopping broomsticks in her backyard) to inspire Olympic fantasies in each. A number of colleges saw the same potential, attempting to recruit her, but something else was calling to her.

"Since I was little, I've been into color and design and material," she says. Her father owned a small screen-printing and embroidery shop that had given her some scattered hands-on experience with crafting bits of clothing. As graduation drew closer, she became more apprehensive about committing to a "singular, sports-star focus." Plus, after such a long run in Boulder, she was craving new inspiration, a change of scenery, a different starting line.

Drawn to the energy of the East Coast from a visit to Boston during her senior year, Haney moved there for a year "on a whim," slinging margaritas at the Border Cafe in Harvard Square; hobnobbing with students, tourists, and the occasional Patriot (she credits the late Junior Seau with giving her an early push toward entrepreneurship); and plotting her next step. More and more, she was thinking about a career in design. And like so many others harboring that same dream, she decided, *I've got to go to New York.*

Haney enrolled in a design and management program at Parsons School of Design, an institution synonymous with upstart fashionistas making it work. But she had different plans: "I really did think I was going to go to [well-regarded design company] IDEO and think about how to design airports better." She learned to problem-solve and communicate through design and picked up practical skills, from mastering Adobe to drafting pitch decks.

Outside of school, though she no longer competed on the track, she kept running. It was one of the few things that came with her from Boulder, but in New York, she struggled to find the same seamless integration of recreation into everyday life. "I remember at the end of school, jogging down the West Side Highway," she says. "I was going on, like, a 1.2-mile jog—very recreationally paced. I remember thinking about how activity had changed for me, very drastically, as I'd aged. In high school it was all about beating Jenny the hurdler to the left who was always beating me." Now it was just about getting outside, connecting with friends, or going solo and "moving my body for my mind."

The athlete in Haney had always understood fitness as a function of the

everyday, the reward of a life lived actively. Meanwhile, the newly refined designer in her wanted to know why she was still dressed for the Olympics.

Like most of her fellow joggers, Haney was outfitted in the now ubiquitous black spandex, perforated neon, and muscle contouring of tellingly named “performance” apparel—the bulk of which seems more appropriate for the podium than a Pilates class. “I looked down and thought, *I’m not going fast. There’s some dissonance here in what I’m wearing and what I’m doing,*” she says. “At that moment I wanted to create for myself a uniform for activity that didn’t have the loudness or the high-intensity, big-muscle connotations.”

All around her, Haney could see her market, and it extended well past the West Side Highway to include anyone (read: any body) who felt benched in advance by the intense vibe of contemporary activewear. The idea was all she could think about. But she needed a product.

“I knew nothing about this,” she says. “And I was going to learn everything.”

### Running Down a Dream

By day, Haney worked at a fashion startup incubator called Launch Collective; by night, she googled. She researched materials and blends, the science behind them, the factories that made them, the vendors who sold them, the trade shows where those vendors gathered, and, ultimately, directions to Utah. In 2013 she persuaded her father to accompany her to the annual Outdoor Retailer trade show in Salt Lake City. After driving through a hailstorm, shaking dozens of hands, and feeling hundreds of swatches from around the world, she knew her obsession was official.

Haney returned to New York and started filling her room with reams of fabric that satisfied three criteria: good with sweat, long-lasting, and comfortable in motion. She sketched an initial set of ideas and embarked on a search for local pattern-makers to execute her designs. After much trial and error (and some very wonky leggings), she developed five staple pieces that continue to form the basis of what Outdoor Voices calls kits: a compression top, a compression bottom, a jogger pant, and two tops. Each item is what Haney considers a “core essential,” and each a vision of chic minimalism that defines the line to this day.

Haney handcrafted dozens of kits for her friends and family. “Take this and go do things,” she instructed, and then asked for



**“It dawned on me: It’s crazy there’s no activewear brand in Austin. At that moment, I said, ‘This is going to be the land of Outdoor Voices in the future.’”**

their unvarnished feedback: Did it look good? Did it fit? How did they feel wearing it? Friends reported feeling more confident in her clothes, less intimidated to work out, and, most important, more likely to be active. This reinforced the name she’d dreamed up for her new brand: Outdoor Voices, a playful flip of a childhood directive from her mother to use her “indoor voice.” And her early instructions evolved into a company mantra; the phrase **DOING THINGS** is now embroidered on its ball caps.

Haney’s designs for Outdoor Voices were taking shape, but not without some snags. She set out to hire a lead designer, but her first applicant backed out when she realized Haney wanted to compete directly with the industry’s major players. “I’m like, ‘Come on; don’t you get it?’ And she was like, ‘You’re crazy. You want to go up against

Nike and Lululemon? You’re insane.”

That “no” set Haney off. She quit her job and doubled down. “I thought, *Well, if I’m not going to be able to find a designer, I’d better learn how to make patterns and learn more about production.*”

She found a factory just outside Los Angeles, in El Monte, that could execute the tricky technical stitches her pieces required and would entertain her “tiny orders” of just a few hundred units. By January 2014, Haney had shipped limited orders to small boutiques like Couverture & The Garbstore in London; ByGeorge in Austin, Tex.; and Fivestory in New York City. Outdoor Voices was evolving organically, even settling into something of a steady clip.

Then J.Crew buyer Tracy Georgiou called. She had spotted Outdoor Voices pieces in London and wanted product for J.Crew’s “Discover” series of featured brands. Suddenly, Haney found herself on the hook for 11,000 units. She turned to family and friends for help. “I was scraping together pennies,” she says. “I had put all my savings into [the business] to accomplish this first production run. So we scraped together the money, and every single day I was in that factory watching.”

The finished line was on shelves in spring 2014—the first activewear line ever carried by J.Crew—and it fit snugly into the brand’s cool-classic aesthetic. The kits were hits, flying off shelves online and in select stores. “We were like, ‘OK, we have a real thing,’” Haney says. “Let’s go after this.”

### Hitting Her Stride

J.Crew had given Outdoor Voices a sizable audience but also left it with a problem. The startup wasn’t connecting directly with the customer; the orders were all going through J.Crew. “After that order shipped, we said, ‘You know what? Let’s put up a site.’ And we started, from a word-of-mouth perspective, just driving people to it: ‘You want the kit? Just go to OutdoorVoices.com.’” She gave her e-commerce strategy the same voice her clothing had: easy, simple, friends bringing along friends.

Haney employed a version of this approach with investors as well. To ensure the e-commerce operation and her inventory would meet the sudden uptick in demand, she assembled an initial \$1.1 million in seed funding through a group of seven investors—all either friends (like Sweetgreen cofounder Nic Jammet, of SWTLF Ventures, whom Haney befriended at the company’s New York flagship location next to her first office) or friends of friends (like Fialkow, of General



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Catalyst). This initial boost was enough for Outdoor Voices to hit the ground running.

Around this time, a love interest gave Haney opportunity to visit Austin, where she'd enjoy some Veracruz tacos and have her mind blown (by both the city and the tacos). Austin's organic culture of recreation seemed like untapped potential. "It dawned on me: *It's crazy there's no activewear brand in Austin,*" she says. She got to thinking about how symbiotic cities have been for the largest companies in her space—Nike in Beaverton, Oreg., and Under Armour in Baltimore—and saw a chance to plant her flag. "At that moment, I said, "This is going to be the land of Outdoor Voices in the future." By October 2014, she'd opened her first retail outpost there, a tiny flagship in an 800-square-foot bungalow tucked into a residential neighborhood on Blanco Street. You actually have to leave a busy commercial strip (and walk past a Lululemon) to find it.

"One thing we've really focused on since the beginning is making things very human," Haney says. "You go where you feel comfortable in your neighborhood." As such, the cottage on Blanco feels kind of like a clubhouse, not least of all because of

the community jogging clubs, yoga sessions, and dog walks it hosts.

The store led to another important realization for the brand: Despite all the talk of the death of retail, having a brick-and-mortar presence can be a real boon, especially when your business is so tactile. "What we found interesting is that people liked the kits online but wanted to touch and feel the fabric. That was super important," Haney says. "So as we opened the store, online [sales] in Austin and then in Texas really took off. We hear it all the time—the combination of physical and online is much more powerful than just one in isolation."

Outdoor Voices was finding its voice in a crowded market; now Haney needed to amplify it. But she quickly saw that funding her company beyond that initial seed wouldn't be a jog in the park. "The Series A was, like, taking every meeting I possibly could," she says, recalling about 70 meetings that ended in "no."

This resistance took many forms. Some simply offered cockeyed looks at "this young girl who says she wants to go up against Kevin Plank [of Under Armour]." Others struggled with the product itself. "At the

time, I only had women's product, so pitching to male investors was tough. They were just like, 'I don't get it. How's this different from another pant?'" Tech investors struggled with the idea of getting involved with physical product, full stop. "You have *yarns*?" she says, laughing, channeling the reactions she got. "Are you kidding me? No way?"

She began troubleshooting her pitch, looking for where she wasn't connecting. One problem: She had been squarely focused on product, talking about how it outperformed Nike. But Outdoor Voices also needed to form an emotional connection with customers. "I started to focus in on positioning around recreation, building a brand around approaching activity with moderation and ease and humor and delight—activity with a smile on your face," she says. "Remember back to your YMCA days? That's the kind of activity that we want to capture."

She also started leaving plenty of product at meetings with investors, suspecting it would find its way back to their wives. "Early on, I didn't show up with product," she says, "which was dumb. Having really good product and getting it



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on the wives of a lot of these investors is where I started to see success.”

Haney’s “human, not superhuman” approach to fitness apparel made her brand as approachable to wary investors as her product was to first-time joggers. In October 2015, Outdoor Voices successfully closed on that \$7.5 million Series A round. The next month, it opened a permanent store in Nolita in New York. The city’s fashion world quickly took notice, with mentions in *Vogue* and *W*. A collaboration with the minimalist French label A.P.C. gave the company a share of the spotlight at A.P.C.’s first-ever appearance at New York Fashion Week in early 2016.

Within a year, Outdoor Voices stores were following the Austin location’s clubhouse model, popping up in neighborhood spots such as Manhattan’s Upper East Side and Knox-Henderson in Dallas. And this past summer, another round of pop-ups appeared in downtown Aspen, Colo., and The Grove in L.A. Those temporary ventures quickly turned permanent—a test-the-waters expansion plan. “I call them all ‘stores’ because we have yet to shut down a pop-up,” Haney says with a smile.

## Going the Distance

Haney moved her corporate headquarters full-time to Austin in 2016, and when I visited this past summer, she was busy moving into a space more than double the size. As Haney darted between snipping a top into a crop for a photo shoot and finalizing details for the weekend jet-ski outing for staff and friends, her Austin employees were packing. The design team already had its corner of the office cordoned off, the walls covered with mood boards and racks of inspirational pieces for future lines geared toward hiking and dancing. Experimentation and sawdust were in the air. Tacos were on the table.

Fresh off the addition of Drexler to the team and another \$9 million funding boost, Outdoor Voices is set to hit 400 percent growth over last year, with two more stores slated to open on the West Coast this fall. But Haney knows well the importance of properly pacing herself and her company, settling into a groove and finding not just any growth, but the right growth.

“You read about these unicorns,” she says, “and as a competitive person, you think, *If I’m not that, I’m not successful*, but you have to start thinking about what

success actually means. I want the most growth possible, but ultimately the priority is the team’s well-being.”

Haney has also grown more comfortable distributing her dream through others—delegating responsibility and learning what it takes to lead. There, too, her humane vision for the brand has proved useful. “There are big confidence pits. You screw up, and you have to be transparent about those screwups,” she says. “Being open and acknowledging when you really sucked at something in front of the staff is humbling, but it also makes you grow.”

She understands, both as an athlete and an entrepreneur, that winning, more than anything, means showing up—even when decisive victory is far from assured. The athleisure trend seems to have plenty of runway left, and with the likes of Adidas, Athleta, and Fabletics (among others) getting in on the action, that tight race is starting to look like a marathon mob.

Haney remains undaunted. She knows she can go further. “From a positioning standpoint, we’ve carved out the space for ourselves,” she says. “I’m still very in it. If I’m going to play in this space, I’m going to be the best. We’re going to be the best.” □

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# IN A STUDY PUBLISHED IN 1992,

researchers Nalini Ambady and Robert Rosenthal at Harvard University tested the power of first impressions by examining students' perceptions of their professors. For the experiment, Ambady and Rosenthal showed muted, 10-second video clips of professors teaching to participating undergrads, who rated the teachers on 15 dimensions of effectiveness, including warmth,

optimism, and professionalism, all based entirely on nonverbal cues. Ambady and Rosenthal looked at the results and wondered if they could change the ratings by shortening the clips. So they cut them from 10 seconds to five seconds. The ratings didn't change. They cut them to two seconds. Nothing changed. They concluded that we make a snap judgment in the first two seconds of meeting someone, and we rarely adjust it—even when we get more information.

We decide if we like and trust someone before we have even heard him or her speak. But here's the most interesting part: Ambady and Rosenthal took the ratings from each of these clips and compared them with the actual student evaluations of the same teachers after an entire semester of classes. Again, they were surprisingly similar. Teachers who got poor rankings from the two-second clips also got low ratings from students who took their classes. Those teachers agonized over their curriculum and teaching methods, and even spent time bonding with students. But in the end, it didn't matter. The students decided how effective their teachers were within seconds.

Behold the power of a first impression.

Intimidated? Don't be. My research suggests entrepreneurs can easily hack those first few seconds and make a great and lasting impression. It just comes down to four skills.



## SKILL 1 PUT YOUR HANDS UP!

I'm a TED Talk junkie, and I've often wondered why some talks generate enormous traffic and some fall flat, even if the talks themselves are equally interesting. Could it have to do with first impressions? To find out, I designed an experiment. I had a team of coders analyze hundreds of hours of TED Talks, looking for differences between the least and most viewed videos. We counted hand gestures and measured vocal variety, smiling, and body movement.

Here's what we found: The most popular TED Talkers used hand gestures to instantly build trust with their audience. The most popular used an average of 465 hand gestures (yes, our coders counted every single one). The least popular TED Talkers used an average of 272 hand gestures. And TED superstars Temple Grandin, Simon Sinek, and Jane McGonigal topped the charts, with more than 600 hand gestures in just 18 minutes.

This effect isn't specific to TED Talks. More than 30 years ago, researchers Robert Gifford, Cheuk Fan Ng, and Margaret Wilkinson found that, among other aspects, job



candidates who used more hand gestures in their interviews were more likely to get hired.

Why do hand gestures have such an impact? They can show intention. Think back to the caveman days. When a stranger approached our caveman ancestors, the best way to tell if the stranger had good or bad intentions was to look at their hands. Were they carrying a rock or a spear? Then as the stranger introduced themselves, our ancestors watched their gestures to make sure they weren't going to reach out and attack or steal precious belongings. My theory: Even though we aren't often subjected to physical harm today, this ancient survival mechanism remains.

When someone can see your hands, they feel more at ease

and are more likely to befriend you. I have found that the absolute easiest thing you can do to improve your first impression is to keep your hands visible. So when you walk into a room or are waiting to meet someone, keep your hands out of your pockets. Pockets are *murderers* of rapport. Don't let desks, purses, or laptops block them, either. And never, ever skip a handshake. The moment we have skin-to-skin touch with someone, our body produces something called oxytocin. Researcher Paul Zak discovered the power of this little hormone to facilitate trust. In one experiment, he was able to manipulate the trust of participants simply by giving them a dose of oxytocin. Think about that. They don't call it the connection hormone for nothing.

## SKILL 2 STAND LIKE A WINNER

Projecting an air of confidence is absolutely critical when meeting someone new. Why? It's simple. Because, as humans, we want to be associated with winners, not losers. We want to be led by winners, not losers. And in the first few seconds of an interaction, we're looking for indications of confidence. We're trying to decide if the person we are speaking with looks like a winner or a loser. And that person is looking for the exact same thing in us.

So what does a winner look like? Researchers Jessica Tracy and David Matsumoto wanted to find out. To do this, they compared how various sighted and blind Olympic athletes behaved after they won or lost a race. Did those people display the same forms of pride and shame? The answer was yes—across cultures, and regardless of whether an athlete had ever seen other athletes with their own eyes, the behavior of winning and losing was identical. Winners typically raise their arms over their heads, expand their chests, and tilt their heads up toward the sky. Losers bow their heads, slump their shoulders, and pin their arms tightly to their sides.

The fact that athletes instinctively use the same body language shows us how innately programmed we are to nonverbally broadcast victory and defeat. When we're proud, we want people to notice us, so we take up space. When we feel defeated, we try to deflect attention by taking up as little space as possible.

Now, as much as I want you to look like a winner, the traditional winner's pose is a bit much for everyday interactions. Instead, I use something I call the launch stance. This is a slightly toned-down version of the winner's posture. Keep your shoulders down and back; aim your chin, chest, and forehead straight in front of you or slightly up; keep space between your arms and torso—not too much—and, *again*: Keep those hands out of your pockets.

**The most popular TED Talkers used hand gestures to instantly build trust with their audience.**

The least popular TED Talkers used an average of 272 hand gestures.

The most popular TED Talkers used an average of 465 hand gestures.



**TED superstars Temple Grandin, Simon Sinek, and Jane McGonigal topped the charts with 600+ hand gestures in just 18 minutes.**



## SKILL 3 LOOK 'EM STRAIGHT IN THE EYE

Once we decide someone is a winner, we want to know if we should align with them—if, so to speak, they should be on our team. This is the differentiator between a good first impression and a great one. So we ask ourselves questions: *Does this person like me? Would this person respect my opinion? Will this person include me? Will this person help me?* If the answers are no, we'll never warm to that person.

And if you're the one being evaluated, how do you communicate that you're worth aligning with? Easy: eye contact.

One of the most powerful examples of eye contact is in a video done by activist Jae West and her team at Liberators International, an organization that aims "to coordinate, record, and distribute monthly global acts of freedom," and whose YouTube channel is filled with many daring acts of kindness and awareness-raising. The video is called "The World's Biggest Eye Contact Experiment." In this video, strangers are asked to

participate in one minute of sustained eye contact with another stranger. "We were definitely nervous going into it," West says. "It's quite confronting to stare a stranger in the eye and allow yourself to be vulnerable."

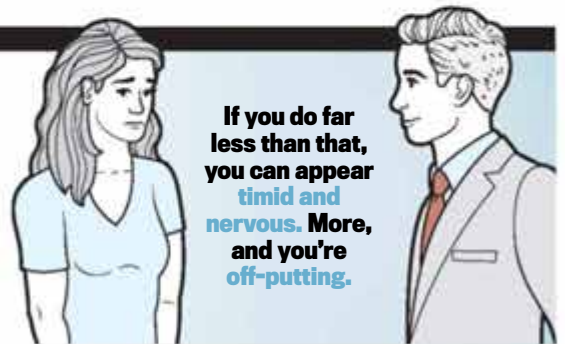
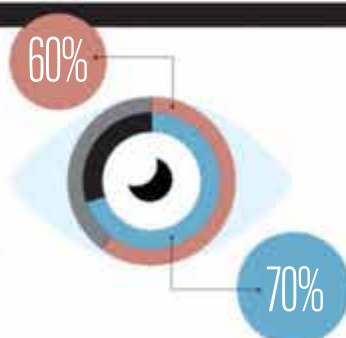
The results were overwhelming. More than 100,000 people participated in the experiment in 156 cities around the world. After just one minute of eye contact, stranger after stranger ended their moment in tears, hugs, and astonishment.

Why is eye contact so powerful? Like a handshake, we're programmed to interpret the right amount of eye contact as a nonverbal signal of goodwill—because when you like someone, you look at them more. Just don't overdo it. Body language experts Barbara and Allan Pease say the ideal is to look someone in the eye 60 to 70 percent of the time you're interacting with them. If you

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do far less than that, you can appear timid and nervous. More, and you're off-putting. But in that sweet spot, you're making a connection that lasts.

**Look someone in the eye 60 to 70 percent of the time you're interacting with them.**



**If you do far less than that, you can appear timid and nervous. More, and you're off-putting.**





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## SKILL 4 TRASH THE SCRIPT

Sometimes we're lazy or plain afraid of tackling new topics in social situations. I get it. We have our scripts—*Where are you from? What do you do?*—and we stick to them. But what's the point of following nearly identical social scripts every time you talk to someone? What's the point of trying to talk to a new client if the conversation is so boring they won't remember it anyway?

Good conversation has tons of sparks: little bursts of pleasure we remember. In the brain, sparks are marked by dopamine, a neurotransmitter released when we feel pleasure. Importantly, that little chemical also helps your long-term memory. "You can think of it like a Post-it Note that reads, 'Remember this!'" says molecular biologist John Medina. "Getting one's brain to put a chemical Post-it Note on a given piece of information means that information is going to be more robustly processed." In other words, being memorable boils down to inducing chemical pleasure in someone. When you produce dopamine during a conversation, you not only give your partner more enjoyment; you are also assigned more significance, which increases your memorability.

How do you trigger dopamine? By asking fresh questions that ignite new ideas, introducing topics we hadn't thought about, and stimulating in-depth discussions. In 2016 my company teamed up with the organizations Mercy Corps, Society for Information Management, and Girls Inc. to better understand this. We randomly partnered more than 300 participants and gave each pair seven slips of paper. On each slip, one of the following questions appeared:

- What's your story?
- How are you?
- What was the highlight of your day?
- What do you do?
- Has anything exciting come up in your life?
- What brings you here?
- What personal passion project are you working on?

Once everyone was seated, we ran them through what was essentially the networking version of speed-dating. When we rang a bell, they picked up one of the slips and had a conversation based on it. After three minutes, we rang another

**WHEN YOU PRODUCE DOPAMINE DURING A CONVERSATION, YOU NOT ONLY GIVE YOUR PARTNER MORE ENJOYMENT; YOU ARE ALSO ASSIGNED MORE SIGNIFICANCE, WHICH INCREASES YOUR MEMORABILITY.**

bell and they rated the quality of that conversation—from 1 (for boring) to 5 (for stellar). We wanted to see which subjects would rank the highest.

And here are the results, in order from most to least interesting.

1. What was the highlight of your day?
2. What personal passion project are you working on?
3. Has anything exciting come up in your life?
4. What's your story?
5. What brings you here?
6. What do you do?
7. How are you?

Notice that the least effective sparkers are the ones people tend to use the most. Coincidence? No. We stick to social scripts out of habit. We use the same dull conversation starters over and over again because they are in our comfort zone. But we need to stop that. Nothing spark-worthy happens in your comfort zone.

All this advice really drives toward one thing: When we meet new people, we have to quickly decide if we want them in our lives. First impressions are a survival mechanism, a way to instinctively react to external stimuli and decide whether you should stay or flee. If you want someone to stay, you need to quickly win them over. Keep your hands visible, make eye contact, stand like a winner, and try nontypical conversation sparkers. That's how you'll turn strangers into acquaintances, acquaintances into friends, and prospects into clients. That's how you become memorable. □

Adapted from *Captivate: The Science of Succeeding with People (Portfolio)*, by Entrepreneur columnist Vanessa Van Edwards.



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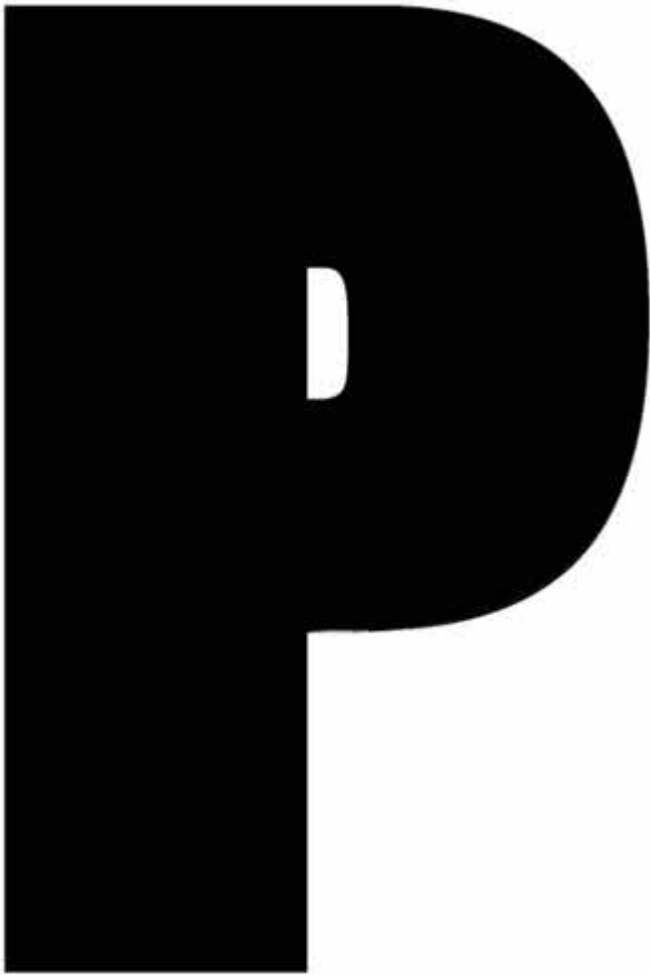


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**PAT SWISHER** WAS A BRASH **YOUNG FRANCHISE TITAN** UNTIL A STRETCH IN **FEDERAL PRISON** CHANGED HIS APPROACH TO **BUSINESS**. BY **GREG LACOUR**

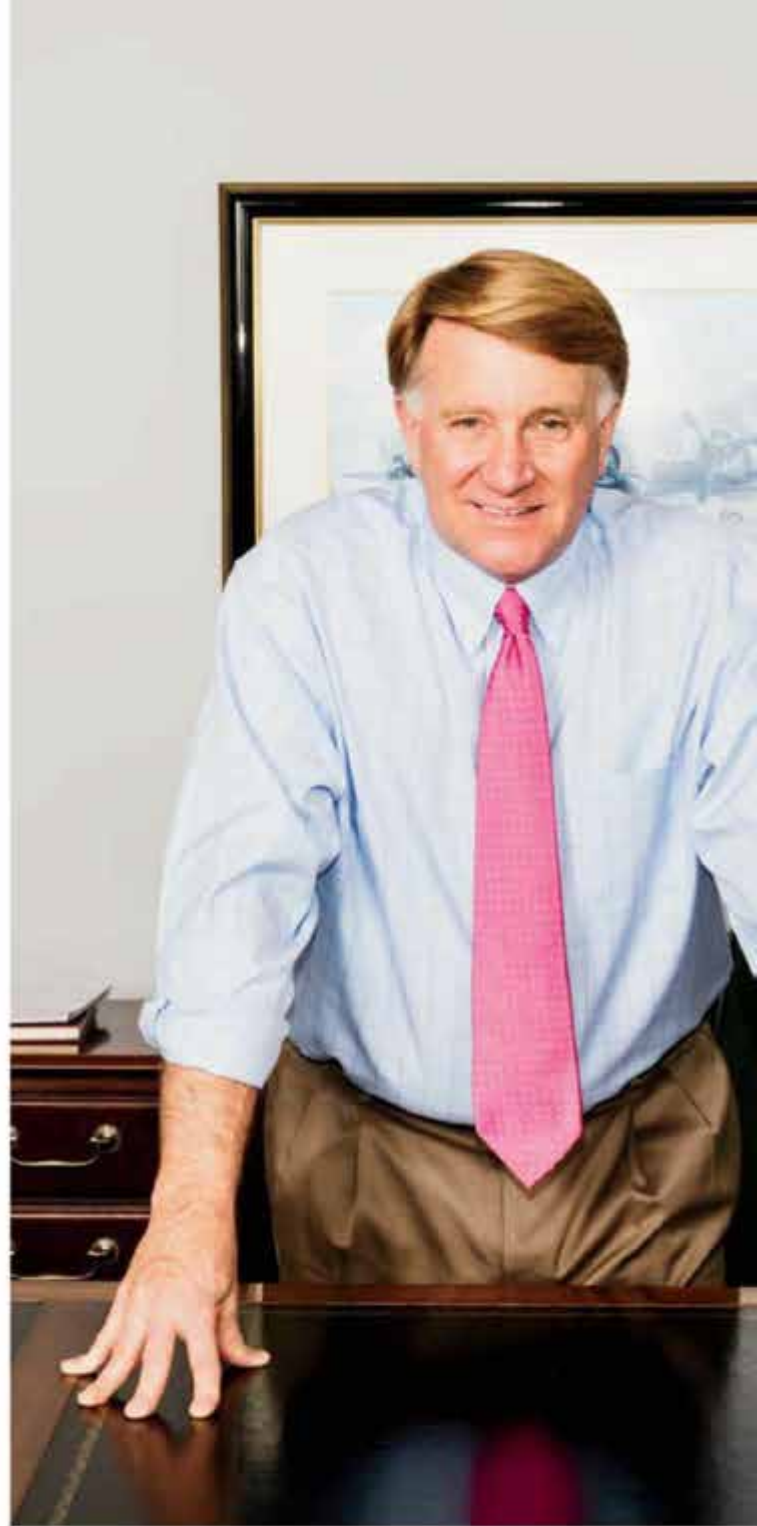




Pat Swisher used to carry himself with a cocky self-assurance. He figured it was his due for being a successful, self-made man. Then he went to jail. “I’ll never forget walking into the dorm,” he says. The first person he met was a huge, heavily muscled inmate with gold teeth. Swisher is a former college football player, but he’s not an intimidating man—about 5-foot-9, with a carefully combed coif of reddish-gold hair. As the inmate approached, Swisher remembers thinking, *This guy’s going to beat the hell out of me.*

Instead, “he put his arm around me and said, ‘I got you, man. If anybody messes with you, tell ‘em to come see me.’” Swisher chokes up at the memory. “It turned out that this was the most genuine, sweetest man I ever met. To this day, I love that man. He didn’t have a dime. All he wanted to do was get out so he could see his son play basketball. Excuse me.” Swisher reaches for a tissue. “So, yeah,” he says, composing himself. “That’s how you learn who you’re dealing with.”

That moment altered the way Swisher, 62, conducts business. A lifelong entrepreneur, he started Swisher Hygiene in 1983 in Charlotte, N.C., a pioneer in franchised hygiene services for commercial restrooms, mainly in restaurants and gas stations. By the early 2000s, he had shepherded the company into operations in 23 countries, serving more than 100,000 clients and with annual revenue of \$22 million from his 140 units. He had a virtual lock on the market, deep-cleaning with proprietary chemicals and treatments to protect surfaces from bacteria, viruses, and odor that soap-and-water cleaning and standard disinfectants couldn’t kill. He was living large. “Big ego, pursuing a fast life and my own plans—you know what I’m talking about,” he says.



**THEN CAME THE FALL.** In the mid-1990s, Swisher Hygiene ran afoul of the Securities and Exchange Commission over alleged accounting fraud (by a firm the company was using to audit its books). Without admitting guilt, Swisher Hygiene paid nearly \$400,000 in fines and penalties. Unfortunately, that investigation led indirectly to the IRS probing Swisher personally. Prosecutors accused him of failing to report nearly \$2 million from his stock sales and of using an offshore trust to hide them, which Swisher denies. (The account had been established on accountants’ advice to protect his children’s assets if he became a lawsuit target, Swisher says.) In a bind, Swisher believed he had no choice but to plead guilty to tax evasion and lying about his assets and liabilities



on a 2000 home mortgage application. In February 2002, a federal judge sentenced him to two and a half years in prison.

“It was tough. It ripped my family apart. It was the worst thing I’ve ever been through in my life,” he says. “But here I am. I didn’t die. If you can survive that, you can pretty much survive anything.”

Swisher got out of jail in 2004 and went straight back to his desk. Shortly thereafter he got an offer to sell his share of Swisher Hygiene for \$8.1 million to business mogul Wayne Huizenga of Waste Management, Blockbuster, and AutoNation fame. He sold. Swisher spent the next few years working as a franchise consultant, but the experience wasn’t satisfying. Commercial hygiene may sound like an unlikely passion, but he was itching for another

shot at his old business. In 2009, he founded Enviro-Master, yet another company that specializes in franchised hygiene services for commercial restrooms. The timing was right: His noncompete clause had expired, and the market was ready for him; Huizenga had moved away from hygiene and toward selling chemicals. In 2011, Enviro-Master began franchising.

Swisher was concerned about how his past might come across to investors and potential partners. “I hadn’t sold franchises in a long time, and I was very nervous,” he says. “And that’s when I just decided, *It is what it is. I’m going to explain what happened to the best of my ability, and then let the cards fall where they may.*”

Some banks and franchisees refused to work with him, but for the most part, the cards fell favorably. “I know Pat had some difficulties, but I have found him to be a man of great integrity and honesty,” says Bruce Krebs of The Entrepreneur’s Source (TES), a franchisor of business ownership and franchise coaching. “He’s a guy who’ll do whatever it takes to help a franchisee grow his business.” Andrew Martin, who co-owned a Swisher Hygiene franchise in Detroit in the 1990s and bought the Orlando-based



**IT WAS TOUGH.** IT RIPPED MY FAMILY APART. **IT WAS THE WORST THING I’VE EVER BEEN THROUGH IN MY LIFE.** BUT HERE I AM. **I DIDN’T DIE.** IF YOU CAN SURVIVE THAT, **YOU CAN PRETTY MUCH SURVIVE ANYTHING.”**

Enviro-Master franchise for central Florida in 2011, had no reservations, either. “I trust Pat. I trust the system,” he says. “He tapped into something a long time ago that still, 25 years later, virtually nobody does.”

On the surface, Swisher’s two businesses look similar, but at their cores, they’re very different. When he was young and brash, Swisher looked only at potential franchisees’ cash reserves, business acumen, and other quantifiable traits. Now he tries to gauge someone’s character, drive, and willingness to learn. He stresses the virtues of perseverance, resiliency, transparency, and humility. These days, when he’s interviewing franchisees, “I’m looking right here,” he says, pointing to his heart.

He has even changed his process for granting franchises, with “Discovery Day,” the formal visit to headquarters by a franchisee candidate for introductions and interviews. Back at Swisher Hygiene, it used to be a purely transactional enterprise. He would even sell franchises without really knowing the buyers. Now, with Enviro-Master, the night before the official visit, Swisher and often his wife join the candidate—and even their family—for dinner. They don’t talk business.

“We’ll get to the business tomorrow. We want to get to know you tonight,” he’ll say. “I wish I had done that before.” He no longer has any interest in someone who wants an Enviro-Master franchise



“FOR 20 YEARS, I BUILT THAT COMPANY, NURTURED IT, BABIED IT, DID WHATEVER I HAD TO DO TO GET TO THAT POINT. SO WHEN I GOT THE OPPORTUNITY TO GET IT BACK? IT WAS LIKE, ‘THANK GOD. COME HOME TO DADDY.’”

forget that. And I said, ‘I won’t, either. So now we’re going to figure it out. Let’s go.’” Swisher extended Whitehurst a \$35,000 line of credit until he could get on his feet. Whitehurst went through training and began making sales calls himself. By the next year, he was earning more than \$12,500 per week in revenue and won the system’s Most Improved Franchise award. In 2015, he won Franchisee of the Year. “I had to learn a totally different skill set for a new industry and market. I learned a lot,” Whitehurst says. “The fact that he believed I could do it, that he saw something in me, meant that I could, and that I just needed to do it.”

This new approach appears to be working. In 2016, Swisher says, he pulled in \$42 million in system-wide sales across all franchisees and \$10.2 million in revenue for the parent company. (Enviro-Master has made *Entrepreneur*’s Franchise 500® list in three of the past four years.) Since the beginning of 2016, the company

has added 27 franchises in the United States and Canada, pushing its total to 72 in 31 states and two provinces.

Best of all, last year, Swisher won something he thought he’d lost forever: Swisher Hygiene’s old book of business. The brand had foundered under Wayne Huizenga for 11 years before he sold it to Ecolab, a Minnesota-based water, hygiene, and energy technology company. Ecolab, in turn, agreed to sell it back to Swisher in 2016 for an undisclosed amount. This was a circle Swisher had spent more than a decade trying to close. Now the client list was back in his hands, which was all the sweeter because of everything he had been through to get it there again.

“Have you ever put your heart and soul into anything and built something, like a house? It was like I physically built a house, and I sold it, and I lived across the street, and I watched this house slowly degrade—the roof fall in, the shingles fall off, the grass grow up in the yard,” he says, reunited at last. “It’s your baby, and you’re watching this thing implode. For 20 years, I built that company, nurtured it, babied it, did whatever I had to do to get to that point. So when I got the opportunity to get it back? It was like, ‘Thank God. Come home to Daddy.’” □

as a side business. Breaking bread helps him weed out people. Once he and his team met with a prospect in the Northeast who wanted to buy the entire system. He had the money. But over their meal, while Swisher spoke openly about his prison experience and what it taught him, the man was sending text messages. Swisher cut short the visit.

Swisher is also relishing his role as a mentor to his franchisees, sharing the hard lessons he has learned about resiliency and perseverance. Take Clay Whitehurst. He bought his Enviro-Master franchise in early 2012 after spending the previous two decades as a banker. Within a year, he was in deep trouble. Sales were far harder than he’d thought, he had no experience, and his hires weren’t getting the job done. By summer, he couldn’t make payroll. Whitehurst drove to Charlotte for a hard talk with Swisher. “I was in despair,” Whitehurst recalls. “I felt like I was trying all the things, but it didn’t seem to be happening.”

Old Swisher might have told his franchisee to snap out of it. New Swisher decided to dig deeper. “I looked right at Clay,” Swisher says, “and at this point, he’s crying—and I said, ‘Clay, are you going to quit?’ And he looked right at me and said, ‘Never.’ I’ll never





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Know the risks so you can reap the rewards.

**BY JON MARCUS**

# WHEN FRANCHISES FALTER, OPPORTUNITY KNOCKS



# AH, THAT SMELL!

The scent of featherlight, just-out-of-the-fryer doughnuts covered in a sugary glaze. The aroma so good it drew lines of single-minded devotees, zombie-like, to the wholesale factory during the only time they were allowed to buy them—between midnight and 4 A.M., through a window cut into the wall. Even the name was delicious: *Krispy Kreme*.

That's how the iconic company started, in Winston-Salem, N.C., in the 1930s. How it nearly ended, decades later, is a case study in how franchises can stumble. First there was the sale, in the 1970s, to an international conglomerate so big it peddled everything from luggage to bras to window treatments. For the new parent company, a doughnut chain was a handy way to unload products made by its other myriad divisions, including soup and ice cream—which it actually sold at Krispy Kreme outlets. To cut costs, it even committed the sacrilege of changing the doughnut recipe.

Saviors emerged in 1982, when outraged franchisees banded together to buy back the company. But 18 years later, when the new owners took it public, the brand got sidelined again while scrambling to satisfy Wall Street's demand for higher earnings, fast. It responded to this pressure by abandoning its famous neon-clad promise of "Hot doughnuts now," making some of its signature



product in central kitchens and trucking it to stores, and by selling cold doughnuts—cold Krispy Kreme doughnuts!—everywhere from 7-Elevens to gas stations to supermarkets, effectively competing against its own franchisees.

Meanwhile, the head office kept the balance sheet looking as hot as the doughnuts had once been. This was done in part by requiring franchisees to buy equipment and the doughnut mix from corporate's own manufacturing and distribution division—which came to account for nearly a third of the company's revenues by 2003, all on the backs of franchisees—and by adding hundreds of

new locations (including many in New England, which were routed by a local religion known as Dunkin' Donuts). So while revenues were reported to be rising, same-store sales remained ominously flat.

The holes in this strategy became apparent as franchisees filed for bankruptcy protection, stores were shuttered, and Krispy Kreme's stock price plummeted from a high of nearly \$50 in 2003 to \$6 only two years later.

And yet...Krispy Kreme is still among us. Better than that, the company is again flourishing, nabbing an impressive 18 spot on *Entrepreneur's* 2017 Franchise 500® list. The story of how Krispy Kreme and

other companies got from peak to valley to peak again is more than the tale of firms that faltered, recovered, and thrived. It's an object lesson in how companies of all sorts can avoid hitting the skids, how prospective franchisees can avoid companies that are heading for trouble, and most important, how with the right leadership and timing, even the most damaged brands can be revived and made stronger and more profitable.

## LESSON 1

### GET YOUR HANDS DIRTY

Julie Hall remembers the day she had to work the fry-o-lator at McDonald's. She hadn't signed up for the job; she was a public relations pro with past experience representing Dunkin' Donuts, Baskin-Robbins, Au Bon Pain, and others. But when her company took on the Golden Arches as a client, Hall and all her colleagues were required to work in a store for a week. *I went to college for this?* she recalls thinking as she made yet another batch of fries. But looking back on it now, she says, "It was the best experience I could have had, because I understood the challenges the people in the store had. It was brilliant."

Ask any franchising expert for advice, and they'll tell you this: If you're a franchisor, hire people with experience and make sure they get down into the trenches every now and again; if you're a franchisee, buy into systems run by leaders who truly understand their franchisees' challenges. These are pieces of advice that seem so obvious, they're hardly worth mentioning. But they are worth mentioning, and here's why: Despite what the International Franchising Association estimates is its \$1.6 trillion annual economic impact in the United States, "nobody teaches" franchising in business school, says Joe Mathews, CEO of the consultancy Franchise Performance Group. "It's not on anybody's radar screen."

That's not entirely true. There are franchising schools, and an industry of consultants for hire to help companies at critical times. But compare that to the reams of academic studies and serious researchers who study the minutiae of other industries and produce well-educated graduates who are practically bred for success atop certain kinds of companies and you see just how underreported franchising is. One of the most comprehensive studies of the industry, by a professor from Case Western Reserve University's Weatherhead School of Management, looked at 157 franchise businesses in

27 industries over 12 years—and it dates back to the 1990s.

This means that few future business leaders are schooled in mastering the franchise model. Instead, franchises are often led by people who were successful in other realms—like those who debuted the concepts in the first place. "What you see is someone who comes up with a great idea for a restaurant. They're hearing more about franchises, so they say, 'This idea is great. I can make money by having other people do the same thing and pay me royalties,'" says Scott Ratchick, a lawyer in Atlanta who represents franchisees. "Well, sure, they know how to run their restaurant. But they have no earthly idea how to run a franchise operation."

And sometimes franchises are managed by people who were successful in completely unrelated industries, which doesn't necessarily translate to being savvy about the business they're in now. Especially if they don't make a point of getting into the trenches like Hall did. A succession of chief financial officers who paraded through Krispy Kreme headquarters, for instance, included one who had worked for a kitchenware retailer and another who was an investment banker. The private equity firm that bought the now-defunct Hollywood Tans installed the former head of a tutoring service as CEO. "I know franchise companies that are being run by attorneys," says Don Welsh, a Sonic Drive-In franchisee

empathize with the challenges of franchising, understand the business on a molecular level, and provide the support their franchisees require.

Leadership can come in other forms, too. Increasingly, successful franchisees have been taking matters into their own hands by organizing themselves into franchisee associations. They protect their interests by, among other things, sharing best practices and helping one another deal with emerging issues corporate may not have a good handle on. If business schools aren't going to study franchising, the thinking goes, franchising will study and educate itself. Strong top-down leadership is critical, but "one of your best tools is a strong franchisee association," says Ratchick, the lawyer in Atlanta.

## LESSON 2

### EVOLVE, BUT WISELY

Krispy Kreme may have undergone a series of damaging changes, straying from its strengths, but some franchises make the opposite, yet equally damaging, mistake: They stay the same for far too long. Sbarro, for example, went through two bankruptcies in three years and has long failed to update its menu or decor, or to move beyond its principal locations in shopping malls, where traffic has been dropping. RadioShack was similarly stagnant, and in 2015 it filed for its first of two bankruptcies.

## If you're a franchisor, hire people with experience and make sure they get down into the trenches every now and again.

in Philadelphia who is also a consultant to franchise companies and partner of Franchise Performance Group. "They don't know anything about the core business."

Franchising certainly isn't void of smart leaders. It has plenty. But all these people tend to have something in common: They've experienced franchising from many angles—working as everything from fry cooks to senior executives—and have developed a personal understanding of exactly what's required to be successful. That's why it's so critical for prospective franchisees to study up on the backgrounds of the people in charge—to ensure that they are credible businesspeople and that they

In the late '90s, Hardee's adopted a try-anything approach, larding its menus with everything from cheap burgers to fried chicken to hot dogs, surrendering any sort of brand identity, before shifting to focus on big burgers and finding lasting success.

How could once-dominant brands fail to change with the times? "What I think a lot of brands don't understand is how to balance heritage with innovation," Hall says. Squaring what people love about your brand and what you need to do to stay relevant is not easy, she admits. The largest franchises, after all, are beloved for their familiarity. They've built something steady, reliable, and time-tested that fans



### LESSON 3

## PARTNER SMART

So, yes, sometimes a brand can go off the rails after a long period of success by hiring the wrong people or messing with the core product. There are other times, however, when a franchisee or franchisor never got the chance to succeed at all. That's because a more elemental mistake had been made: starting with the wrong partner.

The first place this plays out is with financing. Franchisors may need more money to scale up, and franchisees may need it to open new locations. But some investors—particularly private equity firms and some equity investors—may expect immediate results. “That’s antithetical to what a franchisee wants to do, which is look to the long term,” says Robert Purvin, of the American Association of Franchisees and Dealers.

“An operator has a 10-, 15-, 20-year horizon, based on the usual terms of a franchise agreement,” says Joyce Mazero, cochair of the global supply network group at the law firm of Gardere Wynne Sewell in Dallas, and coauthor of the book *Franchise Management for Dummies*. “And the investor has a five-year horizon.” Public companies can come under similar pressure from shareholders.

Haste like this can lead to bad decisions, such as expanding too quickly or

can count on no matter where they are.

The smartest brands are always evolving, experimenting with ways to keep people's attention and stay relevant. “You need to have an innovation team that is really empowered to try new things,” Hall says. Taco Bell, for example, has a food development lab that routinely cranks out crazy ideas—some of which, like the Doritos Locos Tacos, become international phenomena. Other brands rely on their franchisees to help guide innovation, like Domino's, which has unit owners weigh in on new pizza recipes. This helps corporate keep up with changing customer preferences.

Domino's, in fact, is right up there with Krispy Kreme among turnaround successes—all thanks to a willingness to change wisely. In 2009, when consumers ranked its pizza dead last among national chains, tied with Chuck E. Cheese's, the brand responded with a stunningly self-deprecating ad campaign, in which Domino's gave voice to its angry customers. (“Worst excuse for pizza I ever had,” one said, in a review read aloud by a company exec.) That was followed by new recipes, expanded menus, a new name (the “Pizza” was dropped as the company added sandwiches and pasta), a new logo, and a heavy use of social media for promotion. Sales soared.

But even though Domino's seemed to be reinventing itself, its core value proposition remained untouched—quick food, cheap, and with a bit of an irreverent attitude. That's always the key to a successful evolution: adding and improving, not replacing your core.

Today the same tension is playing out with Sonic Drive-In. The franchise made its name as “America's drive-in,” trading on nostalgia for an old mode of food service. That's worked well; Sonic has 3,557 units in 44 states, each ringing up an average of \$1.28 million in annual sales. But one nagging thing has long inhibited growth: the weather. The drive-in concept loses its appeal when the weather turns cold. So for the past few years, the company has been

## The smartest brands are always evolving, experimenting with ways to keep people's attention and stay relevant.

experimenting with the previously unthinkable idea of indoor seating.

Is that a change to its core, or is its core really the food and atmosphere? Opinions vary. “They're diluting the drive-in idea, which was their biggest strength, and that's a mistake 99 percent of franchisors make,” says Welsh of Franchise Performance Group. Then again, in Chesapeake, Va., after one Sonic opened a dining room this year, the owner gushed about it to his local newspaper. Sales were up, he said. His customers had been asking for it for years.

This tension, no doubt, is why Sonic is rolling out its experiment slowly; so it can learn, but safely.

oversaturating a market. Franchisors forced to raise quick cash may be tempted to get it through unfriendly deals with their franchisees—such as leasing or selling them overpriced equipment and ingredients.

Experts say the key is to seek out capital partners who have patient and realistic plans over achievable timelines—value investors and mutual fund managers, for example, who are happy to wait for their returns to play out. Not only are they out there; mutual fund managers with the most patient investment strategies actually tend to outperform their benchmarks, according to research at Rutgers and the University of Notre Dame.



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Krispy Kreme hatched a turnaround plan in 2005, under a revamped board of directors and a new CEO, Stephen Cooper (who had previously led embattled Enron out of bankruptcy). The company began raising cash to repay its creditors, stabilizing the business and keeping it going. In May of last year came word that the chain would be acquired for \$1.35 billion, or \$21 per share,

by JAB Holding Company, the Luxembourg firm that owns Keurig, Einstein Bros. Bagels, Caribou Coffee, and Peet's Coffee & Tea. In other words: a company that knows food service. The deal was completed in July 2016, making Krispy Kreme a private company again, built for the long haul.

After its long and tortured journey, its peaks and its valleys, Krispy Kreme is growing again—but wiser and more judiciously this time, careful not to repeat the mistakes of the past. Which isn't to say





things are boring. Indeed, there may still be some fun ahead. Among other places, the reinvigorated company has seven new locations slated for New England, site of its ugly defeat at the hands of Dunkin' Donuts back in Krispy Kreme's days of heedless expansion. These places still run on Dunkin'—that brand is based in the Boston suburbs and is beloved across the region—but with the right strategy in place, the addictive aroma of Krispy Kreme could signal heated competition soon enough. □

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**Entrepreneur**



# CHANGE DIRECTION

How an audition for *Shark Tank* led this entrepreneur into franchising.

BY LYDIA BELANGER



Bianca Bahri grew up in the franchising world. Her parents owned multiple H&R Block units, and her family's community—Catholic Iraqi immigrants in the Detroit area—was full of entrepreneurs who had used franchising as a way to get settled in America.

"It's all I've ever known," she says. But after she went to business school, she couldn't find a franchise that matched her passions. She's a fitness fanatic, and she wanted to help women who felt uncomfortable working out in front of men. So she decided to strike out on her own. Bahri founded Fit2Fight Studios in Troy, Mich., ran it for two years, and even auditioned for *Shark Tank* in an effort to score the funding and publicity necessary to expand to more locations. But during the audition process, she heard about Burn Boot Camp by coincidence. It was, she realized, the franchise she'd always wanted. Within six months, she closed her company and opened her first Burn Boot Camp location in the same plaza as her old gym.

### What made you decide to abandon your business and franchise instead?

Burn Boot Camp provided an atmosphere where like-minded women could come together, build confidence, and inspire one another through fitness and positive thinking, in a supportive environment. I decided I didn't want to compete with this company; I wanted to join it.

### What was the transition process like?

In August 2016, I was in the middle of auditioning for *Shark Tank* and had to make a video about myself for round two. I sent it to Devan Kline, the CEO of Burn Boot Camp. The company immediately got in touch with me, and within a week, I had flown out to headquarters and begun the process to become a franchisee. Time was tight; I needed to close my old gym on December 1 and open my Burn Boot

Camp by January, because it's a huge time for fitness. We did the build-out in less than 90 days. I was really trying to expedite the process, because my clients were not working out for almost six weeks until we opened.

### How is Burn Boot Camp—and franchising—different?

I felt so alone as a small-business owner. I always had my parents, but they didn't understand fitness. Now I have a franchise coach. I have people I can turn to at headquarters and ask questions. We have forums between all the franchisees. It is just so nice to have that support. And to offer women free childcare is huge—one thing I felt I was missing for my mothers.

### What are your business goals as a franchisee?

My Burn Boot Camp is located in a 7,500-square-foot suite, but I needed only 6,000. I convinced the landlord to split that other 1,500 into another suite, and we put a separate juice bar in there. Right now I have three territories in Michigan for Burn Boot Camp, and we're hoping to launch our second location in Shelby Township next year. I want to continue growing my territories. I would even go out of state.

### What advice do you have for other business owners considering franchising?

Why try to reinvent the wheel? If you find something that is almost exactly like your company, has the same philosophy, and is everything you are but is just ahead of you, why not just join it? I love the originality of creating your own startup, but it's not easy. I truly believe that if you follow your path, it'll take you where you need to go.



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sharing their one coach. Very soon the demand was much greater than they could fulfill with just their personal R.V. and ShareMyCoach.com Privately Owned RV Rentals was born.

ShareMyCoach is exactly that... it's people sharing their personal coaches. The sharing economy has boomed in the past few years and ShareMyCoach Franchising seemed a perfect fit for fast expansion. "In a nutshell, we are a property manager for people's RV's." With over 10 million RV's in the US, most of these are just sitting in storage or a driveway somewhere. While most R.V. purchasers intend to use their R.V. often, the average usage is really only about 25 days out of the year. The rest of the time they are just deteriorating. "Yes, owners are able to rent their own coach out from a website but we have found the owners we work with do not want to deal with the small details and renters."

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## For ShareMyCoach Information:

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# THE AMERICAN DREAM IS ALIVE IN VEGAS

A refugee comes to the U.S., builds a drive-in burger mini-empire.

BY LYDIA BELANGER



You never know whom you'll find working at Checkers. Take Nick Nasrollahi, a part-owner of seven locations. He fled his home country of Iran in 1985, when he was 18—making a seven-day journey across the mountainous desert on foot, by camel, and eventually in the back of a sympathetic smuggler's pickup truck. He almost didn't make it. A group of soldiers detained him on day three and took his money. On day six, they left him in an underground bunker with nothing to eat but a rotten orange. The smuggler got him out, though, and by donning a woman's burqa that completely covered him, Nasrollahi snuck past Pakistani border guards. He sought asylum in Pakistan and soon made it to the U.S., where he built a career in the quick-service-restaurant industry. Nasrollahi spent 20 years at Jack in the Box, holding 11 different positions in Los Angeles and Las Vegas before looking into franchising himself in 2007.

**When you got to the U.S., you tried both pro soccer and computer science. How did you wind up in quick-service food?**

I was a competitive soccer player in Iran. I tried out for professional indoor soccer here, but the money wasn't great. I was working as an assistant at Jack in the Box

and studying computer science. My manager said, "You have a lot of potential, and if you switch to business management, you're going to make a lot more." The industry was, for me, a pass-through. But plans don't always work out the way you thought they would. Sometimes they work out better.



**Why Checkers and Rally's?**

They were the best fit. They had a better development model, were less expensive, and had a smaller footprint. I was pleased with the management and executives of Checkers corporate. They've been very fair and transparent. Also, there were no Checkers locations in Las Vegas, so we didn't have any franchise restrictions as far as where we could build.

**How did you familiarize Las Vegans with Checkers?**

We advertised in local newspapers, did direct mailing, and got involved with scholarship programs with a nearby high school. It was about getting in front of and joining the community, and serving great food at the right price.

**In 2007, you agreed to open 20 locations. Ten years later, you have only seven. What happened?**

Unfortunately, 2008 happened. Small-business lending after Dodd-Frank was as real as a unicorn. We had to do self-funding for our first location and then

pursue private equity to build the next six. Since 2009, when we opened our first unit, we've opened a location every year.

**What's the growth plan now?**

We're planning Rally's locations in Southern California, and more Checkers locations in Las Vegas, including some at fueling-station complexes and in Nevada casino markets. Hopefully a larger expansion in Nevada and Arizona will come after that. We're going to end up with way more than 20 locations.

**How has your personal history influenced your business philosophy?**

Accept that life brings many changes and many challenges. If you expect the unexpected, you get disappointed the least. But if you always think everything is going to be peachy keen, there is going to be disappointment. You can imagine, after everything I've gone through in my life, when somebody says, "Oh my God, I've run out of product, I'm so stressed," you know I'm laughing inside.

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# FRANCHISE

## 1,313 WAYS TO CALL YOURSELF BOSS

LISTINGS COMPILED BY  
Tracy Stapp Herold

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# W

elcome to the most comprehensive list of franchise and non-franchise opportunities we've ever assembled. As the more than 1,300 companies listed here show, there are plenty of business enterprises to suit almost anyone's passion. From children's entertainment and development to food or fitness or technology, opportunity awaits. Dive in and find yours.

The companies listed on these pages are seeking ambitious and hardworking people who yearn to be their own boss. And many are willing to help; hundreds of them offer qualified candidates financing through in-house or third-party programs. With so many options to consider, there's bound to be a business that matches your interests and passions.

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 listed on the following pages was provided by the companies and has not been verified for accuracy. We present this listing as a service to our readers. For more information on buying a franchise visit [Entrepreneur.com/franchise](http://Entrepreneur.com/franchise). Go to [Entrepreneur.com/bizopp](http://Entrepreneur.com/bizopp) to learn about non-franchise opportunities.

## Automotive

### APPEARANCE SERVICES

#### Alta Mere The Automotive Outfitters/SmartView Window Solutions

Auto, residential, and commercial window tinting, electronic auto accessories, auto imaging

**BEGAN:** 1986, Franchising: 1993  
**UNITS:** US: 13, CAN: 0, INTL: 0, CO: 0  
**COST:** \$152.4K-\$208.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$225K net worth w/\$50K-\$60K liquid

#### BumperDoc Franchises

Auto body repair, detailing, window tinting, windshield repair and replacement

**BEGAN:** 2003, Franchising: 2008  
**UNITS:** US: 13, CAN: 0, INTL: 0, CO: 1  
**COST:** \$151.3K-\$290.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$40K liquid

#### CAP Solutions

Auto detailing, reconditioning, and cleaning

**BEGAN:** 2008, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$57.7K-\$96.6K, Rty: 9.5%  
**FINANCING:** No  
**QUALIF:** \$10K-\$150K net worth w/\$5K-\$50K liquid

#### Colors On Parade

Mobile auto paint and dent repair

**BEGAN:** 1989, Franchising: 1991  
**UNITS:** US: 229, CAN: 0, INTL: 0, CO: 10  
**COST:** \$33.8K-\$103K, Rty: 7-30%  
**FINANCING:** Yes  
**QUALIF:** \$10K-\$500K net worth w/\$10K-\$200K liquid

#### Dent Doctor

Paint-free dent repair, auto appearance services

**BEGAN:** 1986, Franchising: 1990  
**UNITS:** US: 11, CAN: 1, INTL: 0, CO: 1  
**COST:** \$62.3K-\$163.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$20K liquid

#### Drive N Style

Auto restoration and appearance services

**BEGAN:** 1985, Franchising: 1993  
**UNITS:** US: 61, CAN: 0, INTL: 0, CO: 0  
**COST:** \$75.5K-\$85.4K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$115K net worth w/\$20K liquid

#### Interior Magic

Auto appearance reconditioning

**BEGAN:** 2003, Franchising: 2004  
**UNITS:** US: 50, CAN: 0, INTL: 0, CO: 0  
**COST:** \$33.1K-\$100.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$15K-\$45K liquid

#### Maaco Franchising

Auto painting and collision repair

**BEGAN:** 1972, Franchising: 1972  
**UNITS:** US: 451, CAN: 19, INTL: 0, CO: 0  
**COST:** \$375.1K-\$487.1K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$140K liquid

#### Tint World

Auto accessories, audio/video, security, window tinting, appearance services

**BEGAN:** 1982, Franchising: 2007  
**UNITS:** US: 54, CAN: 2, INTL: 1, CO: 0  
**COST:** \$108.2K-\$199.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$200K net worth w/\$50K-\$60K liquid

#### Ziebart

Auto appearance and protection services

**BEGAN:** 1959, Franchising: 1963  
**UNITS:** US: 75, CAN: 87, INTL: 201, CO: 12  
**COST:** \$227K-\$450K, Rty: 5%/8%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

## KEY

- Home-based mobile
- Kiosk/express option
- Franchise can be started for less than \$50K

**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

**INTL:** 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



## OIL-CHANGE SERVICES

### Express Oil Change & Tire Engineers

Oil changes, tire services, tune-ups, repairs

**BEGAN:** 1979, Franchising: 1983  
**UNITS:** US: 108, CAN: 0, INTL: 0, CO: 110  
**COST:** \$1.7M-\$2.3M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$350K liquid

### Grease Monkey Franchising

Oil changes, preventive maintenance

**BEGAN:** 1978, Franchising: 1979  
**UNITS:** US: 163, CAN: 0, INTL: 61, CO: 78  
**COST:** \$164.2K-\$335.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$60K liquid

### Jiffy Lube International

Oil changes, preventative maintenance

**BEGAN:** 1979, Franchising: 1979  
**UNITS:** US: 1,918, CAN: 168, INTL: 3, CO: 0  
**COST:** \$219K-\$400K, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$450K net worth w/\$150K liquid

### Valvoline Instant Oil Change

Oil changes

**BEGAN:** 1986, Franchising: 1988  
**UNITS:** US: 729, CAN: 0, INTL: 0, CO: 347  
**COST:** \$162.3K-\$2.3M, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$600K-\$1M net worth w/\$300K-\$800K liquid

## RENTALS/SALES

### J.D. Byrider

Used-auto sales and financing

**BEGAN:** 1979, Franchising: 1989  
**UNITS:** US: 137, CAN: 0, INTL: 0, CO: 27  
**COST:** \$675.5K-\$3.5M, Rty: 2.5%  
**FINANCING:** Yes  
**QUALIF:** \$1M-\$1.5M net worth w/\$1M-\$1.5M liquid

### Nextcar

Auto rentals

**BEGAN:** 2003, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 17  
**COST:** \$188.3K-\$719.6K, Rty: \$33/car/mo.  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

### Priceless Rent-A-Car

Auto rentals

**BEGAN:** 1997, Franchising: 1997  
**UNITS:** US: 33, CAN: 0, INTL: 1, CO: 0  
**COST:** \$188.3K-\$719.6K, Rty: \$34/car/mo.  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

### Rent-A-Wreck

Used auto rentals and leasing

**BEGAN:** 1970, Franchising: 1977  
**UNITS:** US: 87, CAN: 0, INTL: 44, CO: 1  
**COST:** \$159.1K-\$459.6K, Rty: \$34/car/mo.  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

## TRANSMISSION REPAIR

### AAMCO Transmissions and Total Car Care

Transmission repair and car care

**BEGAN:** 1963, Franchising: 1963  
**UNITS:** US: 626, CAN: 9, INTL: 0, CO: 0  
**COST:** \$223.6K-\$330.5K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$65K liquid

### Cottman Transmission and Total Auto Care

Transmission repair

**BEGAN:** 1962, Franchising: 1964  
**UNITS:** US: 52, CAN: 2, INTL: 0, CO: 0  
**COST:** \$192.2K-\$230.5K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K-\$75K liquid

### Eagle Transmission

Transmission repair and replacement

**BEGAN:** 1983, Franchising: 1990  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 0  
**COST:** \$221K-\$339.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

### Lifetime Transmissions

Transmission repair and services

**BEGAN:** 2004, Franchising: 2014  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$111.8K-\$150.6K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$100K net worth

### Mr. Transmission/Milex Complete Auto Care

Transmission repair/auto repair

**BEGAN:** 1956, Franchising: 1976  
**UNITS:** US: 99, CAN: 0, INTL: 0, CO: 0  
**COST:** \$204K-\$288.4K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$300K net worth w/\$60K liquid

## WHEELS & TIRES

### Big O Tires

Tires, tire services, auto products

**BEGAN:** 1962, Franchising: 1982  
**UNITS:** US: 387, CAN: 0, INTL: 0, CO: 2  
**COST:** \$259.2K-\$1.2M, Rty: 2-5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### RimTyme

Rent-to-own custom wheels and tires

**BEGAN:** 2005, Franchising: 2007  
**UNITS:** US: 39, CAN: 0, INTL: 0, CO: 0  
**COST:** \$321.3K-\$684.4K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

### RNR Tire Express & Custom Wheels

Tire and wheel sales and rentals

**BEGAN:** 1999, Franchising: 2003  
**UNITS:** US: 83, CAN: 0, INTL: 0, CO: 14  
**COST:** \$324K-\$809.3K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1M-\$100M net worth w/\$500K-\$1M liquid

## WINDSHIELD REPAIR

### Novus Glass

Auto glass repair and replacement

**BEGAN:** 1972, Franchising: 1985  
**UNITS:** US: 234, CAN: 20, INTL: 1699, CO: 41  
**COST:** \$49.97K-\$268.9K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$25K liquid

### SuperGlass

Windshield repair, glass scratch removal, headlight lens repair

**BEGAN:** 1992, Franchising: 1993  
**UNITS:** US: 290, CAN: 5, INTL: 30, CO: 0  
**COST:** \$9.9K-\$31K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$15K net worth w/\$15K liquid

## MISCELLANEOUS REPAIR & MAINTENANCE SERVICES

### Advanced Maintenance

Commercial-fleet maintenance, repair, and management services

**BEGAN:** 2000, Franchising: 2006  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 2  
**COST:** \$117.7K-\$174.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K-\$200K liquid

### Auto-Lab Complete Car Care Centers

Auto repair and maintenance

**BEGAN:** 1987, Franchising: 1989  
**UNITS:** US: 25, CAN: 0, INTL: 0, CO: 0  
**COST:** \$130.8K-\$313.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$400K net worth w/\$250K liquid

### Carstar Franchise Systems

Auto collision repair

**BEGAN:** 1989, Franchising: 1989  
**UNITS:** US: 240, CAN: 250, INTL: 0, CO: 1  
**COST:** \$293.7K-\$801.8K, Rty: to \$3.5K/mo.  
**FINANCING:** No

### Christian Brothers Automotive

Auto repair

**BEGAN:** 1982, Franchising: 1996  
**UNITS:** US: 154, CAN: 0, INTL: 0, CO: 1  
**COST:** \$408.1K-\$477.6K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$75K liquid

### Honest-1 Auto Care

Auto repair and maintenance

**BEGAN:** 2003, Franchising: 2003  
**UNITS:** US: 56, CAN: 0, INTL: 0, CO: 0  
**COST:** \$193.7K-\$507.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

### Meineke Car Care Centers

Auto repair and maintenance

**BEGAN:** 1972, Franchising: 1972  
**UNITS:** US: 868, CAN: 43, INTL: 46, CO: 0  
**COST:** \$123.1K-\$572.4K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$110K liquid

### Merlin 200,000 Mile Shops

Auto repair, maintenance, and tires

**BEGAN:** 1975, Franchising: 1975  
**UNITS:** US: 38, CAN: 0, INTL: 0, CO: 0  
**COST:** \$251.2K-\$408K, Rty: 6.9%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$110K liquid

### Midas International

Auto repair and maintenance

**BEGAN:** 1954, Franchising: 1956  
**UNITS:** US: 1,194, CAN: 150, INTL: 877, CO: 13  
**COST:** \$184.1K-\$433.1K, Rty: 3-5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

### Precision Tune Auto Care

Auto repair and maintenance, tires, engine diagnostics

**BEGAN:** 1975, Franchising: 1978  
**UNITS:** US: 211, CAN: 0, INTL: 70, CO: 43  
**COST:** \$127K-\$253.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### Trundle

Wheel repair

**BEGAN:** 2001, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$19.7K-\$39.3K, Rty: \$300-\$1.5K/mo.  
**FINANCING:** No

## MISCELLANEOUS AUTO BUSINESSES

### Fleet Clean USA ●

Mobile commercial-fleet washing  
**BEGAN:** 2009, Franchising: 2013  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 0  
**COST:** \$100.9K-\$346.4K, Rty: 8.5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$100K liquid

### Headlights 20/20 USA ● ●

Headlight restoration  
**BEGAN:** 2007, Franchising: 2013  
**UNITS:** US: 2, CAN: 0, INTL: 1, CO: 1  
**COST:** \$22.4K-\$91.9K, Rty: \$300/mo.  
**FINANCING:** Yes  
**QUALIF:** \$25K-\$100K net worth w/\$25K-\$100K liquid

### Line-X

Spray-on truck-bed liners, truck accessories, protective coatings  
**BEGAN:** 1993, Franchising: 1999  
**UNITS:** US: 409, CAN: 68, INTL: 75, CO: 2  
**COST:** \$118K-\$279.5K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$115K-\$250K net worth w/\$30K-\$60K liquid

### Mighty Auto Parts

Wholesale distribution of auto parts  
**BEGAN:** 1963, Franchising: 1970  
**UNITS:** US: 103, CAN: 3, INTL: 1, CO: 4  
**COST:** \$134.1K-\$302.4K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$100K liquid

## Business Services

### ADVERTISING/ MARKETING SERVICES

#### America's Coupon Mailer ●

Direct-mail advertising  
**BEGAN:** 2010, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$67.2K-\$107.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$40K-\$50K liquid

#### BirthdayPak ●

Direct-mail advertising  
**BEGAN:** 2009, Franchising: 2014  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 0  
**COST:** \$34.9K-\$135.8K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

#### City Publications ●

Publications for affluent homeowners  
**BEGAN:** 2002, Franchising: 2004  
**UNITS:** US: 87, CAN: 2, INTL: 0, CO: 0  
**COST:** \$43.7K-\$267.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$250K liquid

#### Coffee News ● ●

Weekly newspapers distributed at restaurants  
**BEGAN:** 1988, Franchising: 1994  
**UNITS:** US: 507, CAN: 211, INTL: 116, CO: 5  
**COST:** \$9.8K-\$10.8K, Rty: \$25-\$80/wk.  
**FINANCING:** Yes

#### Homes & Land ● ●

Real estate marketing magazines  
**BEGAN:** 1973, Franchising: 1984  
**UNITS:** US: 169, CAN: 25, INTL: 0, CO: 15  
**COST:** \$47.5K-\$116K, Rty: 10.5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

#### Local Door Coupons ● ●

Coupons, marketing services  
**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 39, CAN: 0, INTL: 0, CO: 1  
**COST:** \$26.5K-\$38K, Rty: 9%  
**FINANCING:** Yes  
**QUALIF:** \$12K liquid

#### Locals Love Us ●

Local online advertising  
**BEGAN:** 2005, Franchising: 2014  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 0  
**COST:** \$51.4K-\$81.1K, Rty: 9%  
**FINANCING:** Yes  
**QUALIF:** \$75K-\$100K net worth w/\$30K-\$50K liquid

#### Money Mailer Franchise ●

Direct-mail advertising  
**BEGAN:** 1979, Franchising: 1980  
**UNITS:** US: 183, CAN: 0, INTL: 0, CO: 48  
**COST:** \$87K-\$106.6K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$100K liquid

#### Natural Awakenings ●

Lifestyle magazines  
**BEGAN:** 1993, Franchising: 1999  
**UNITS:** US: 90, CAN: 0, INTL: 0, CO: 1  
**COST:** \$61.8K-\$75.3K, Rty: 7%  
**FINANCING:** Yes

#### Our Town America ●

Direct-mail advertising to new movers  
**BEGAN:** 1972, Franchising: 2004  
**UNITS:** US: 58, CAN: 0, INTL: 0, CO: 0  
**COST:** \$74.8K-\$105.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$180K net worth w/\$75K liquid

#### Premier Weddings ● ●

Wedding magazines  
**BEGAN:** 2016, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 5  
**COST:** \$2.9K-\$20.9K, Rty: \$350/mo.  
**FINANCING:** No

#### RSVP Publications ● ●

Direct-mail advertising  
**BEGAN:** 1985, Franchising: 1998  
**UNITS:** US: 89, CAN: 0, INTL: 0, CO: 0  
**COST:** \$44.4K-\$176K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$30K-\$90K net worth w/\$30K-\$90K liquid

#### The Scout Guide ●

City guides  
**BEGAN:** 2011, Franchising: 2013  
**UNITS:** US: 60, CAN: 0, INTL: 0, CO: 3  
**COST:** \$52K-\$62K, Rty: 10%  
**FINANCING:** No

#### Tapinto.net ●

Local online news sites  
**BEGAN:** 2008, Franchising: 2013  
**UNITS:** US: 57, CAN: 0, INTL: 0, CO: 2  
**COST:** \$7.3K-\$13.5K, Rty: 10%  
**FINANCING:** No

#### Town Money Saver ● ●

Direct-mail advertising  
**BEGAN:** 1992, Franchising: 2005  
**UNITS:** US: 50, CAN: 0, INTL: 0, CO: 0  
**COST:** \$5.7K-\$17K  
**FINANCING:** No

#### Valpak Direct Marketing Systems ●

Direct-mail and digital advertising  
**BEGAN:** 1968, Franchising: 1988  
**UNITS:** US: 123, CAN: 6, INTL: 0, CO: 17  
**COST:** \$80.6K-\$200.8K  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K liquid

#### The Waiting Game ● ●

Free monthly waiting-room publication  
**BEGAN:** 2009, Franchising: 2011  
**UNITS:** US: 21, CAN: 3, INTL: 0, CO: 4  
**COST:** \$9.2K-\$11.1K, Rty: \$150-\$250/mo.  
**FINANCING:** Yes  
**QUALIF:** \$6K-\$9K net worth w/\$6K-\$9K liquid

#### Welcomemat Services ●

Direct-mail advertising to new movers  
**BEGAN:** 2003, Franchising: 2010  
**UNITS:** US: 54, CAN: 0, INTL: 0, CO: 9  
**COST:** \$58.8K-\$87.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$115K net worth w/\$3.5K-\$44.8K liquid

## BUSINESS BROKERAGES

#### First Choice Business Brokers ● ●

Business brokerages  
**BEGAN:** 1994, Franchising: 2005  
**UNITS:** US: 17, CAN: 0, INTL: 1, CO: 1  
**COST:** \$55.2K-\$132.7K, Rty: 7-10%  
**FINANCING:** Yes

#### Murphy Business & Financial ●

Business brokerage, business valuations, franchise sales, commercial real estate  
**BEGAN:** 1994, Franchising: 2006  
**UNITS:** US: 135, CAN: 11, INTL: 0, CO: 1  
**COST:** \$57.5K-\$116.7K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

#### Sunbelt Business Brokers

Business brokerage  
**BEGAN:** 1979, Franchising: 1993  
**UNITS:** US: 121, CAN: 30, INTL: 36, CO: 1  
**COST:** \$52.5K-\$110.8K, Rty: \$600/mo.  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$50K liquid

#### Transworld Business Advisors ● ●

Business brokerages, franchise consulting  
**BEGAN:** 2007, Franchising: 2007  
**UNITS:** US: 171, CAN: 2, INTL: 21, CO: 0  
**COST:** \$64.6K-\$86.9K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$44.5K net worth w/\$44.5K liquid

#### We Sell Restaurants ●

Restaurant brokerages  
**BEGAN:** 2004, Franchising: 2011  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 2  
**COST:** \$59.9K-\$95.7K, Rty: 15%  
**FINANCING:** No  
**QUALIF:** \$50K liquid

## BUSINESS COACHING/ CONSULTING

#### ActionCoach ● ●

Business coaching  
**BEGAN:** 1993, Franchising: 1997  
**UNITS:** US: 146, CAN: 21, INTL: 605, CO: 2  
**COST:** \$47.96K-\$466.8K, Rty: \$1.95K-\$2.6K/mo.  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$55K-\$75K liquid

#### The Alternative Board (TAB) ●

Peer advisory boards, business coaching  
**BEGAN:** 1990, Franchising: 1996  
**UNITS:** US: 115, CAN: 18, INTL: 69, CO: 15  
**COST:** \$45.4K-\$94.5K, Rty: 10-50%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$70K liquid

#### CEO Focus ● ●

Peer consulting groups for small-business owners  
**BEGAN:** 2001, Franchising: 2007  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 1  
**COST:** \$41.5K-\$63K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$35K liquid

**Franchise Creator** ● ●

Franchise consulting

**BEGAN:** 2011, Franchising: 2013  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$23.3K-\$25.6K  
**FINANCING:** Yes  
**QUALIF:** \$20K net worth w/\$20K liquid

**FranNet** ● ●

Franchise consulting

**BEGAN:** 1987, Franchising: 2006  
**UNITS:** US: 55, CAN: 6, INTL: 5, CO: 0  
**COST:** \$44.3K-\$81.4K, Rty: 10-30%  
**FINANCING:** Yes  
**QUALIF:** \$30.5K-\$47.6K liquid

**The Growth Coach** ●

Business and sales coaching for SMBs

**BEGAN:** 2002, Franchising: 2003  
**UNITS:** US: 76, CAN: 1, INTL: 14, CO: 0  
**COST:** \$55.1K-\$85K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$40K liquid

**Real Leadership Coaching** ●

Business coaching

**BEGAN:** 2007, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$74.6K-\$122K, Rty: 5%+  
**FINANCING:** No  
**QUALIF:** \$150K-\$10M net worth w/\$75K-\$250K liquid

**Renaissance**

**Executive Forums** ●

Executive peer groups, business consulting and coaching

**BEGAN:** 1994, Franchising: 1994  
**UNITS:** US: 26, CAN: 1, INTL: 0, CO: 0  
**COST:** \$64.1K-\$126.6K, Rty: 20%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$100K liquid

▶ **PRINTING/MARKETING SERVICES**

**Allegra Marketing-Print-Mail**

Printing, marketing, mail, signs, promotional products

**BEGAN:** 1976, Franchising: 1977  
**UNITS:** US: 241, CAN: 22, INTL: 0, CO: 4  
**COST:** \$202.3K-\$558K, Rty: 1.5-6%  
**FINANCING:** No  
**QUALIF:** \$400K net worth w/\$200K liquid

**AlphaGraphics**

Digital publishing, internet services, printing, marketing, and communications

**BEGAN:** 1970, Franchising: 1980  
**UNITS:** US: 256, CAN: 0, INTL: 25, CO: 0  
**COST:** \$260.8K-\$394.4K, Rty: 7-3%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$150K liquid

**Better Deal Printing** ● ● ●

Printing, promotional products, apparel

**BEGAN:** 2001, Franchising: 2015  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$5K-\$79.8K, Rty: 7-6%  
**FINANCING:** Yes  
**QUALIF:** \$10K net worth w/\$5K liquid

**Minuteman Press International**

Printing, graphics, and marketing services

**BEGAN:** 1973, Franchising: 1975  
**UNITS:** US: 708, CAN: 77, INTL: 2, CO: 0  
**COST:** \$64.2K-\$164.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

**PIP Marketing, Signs, Print**

Printing, signs, marketing services

**BEGAN:** 1965, Franchising: 1968  
**UNITS:** US: 66, CAN: 0, INTL: 2, CO: 0  
**COST:** \$227.98K-\$277.98K, Rty: 0.25-6.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$125K-\$150K liquid

**Proforma** ● ●

Printing and promotional products

**BEGAN:** 1978, Franchising: 1985  
**UNITS:** US: 627, CAN: 45, INTL: 3, CO: 0  
**COST:** \$4.7K-\$39.7K, Rty: 5-8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Sir Speedy Print Signs Marketing**

Printing, signs, marketing services

**BEGAN:** 1968, Franchising: 1968  
**UNITS:** US: 160, CAN: 2, INTL: 77, CO: 0  
**COST:** \$227.98K-\$277.98K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$450K net worth w/\$125K-\$150K liquid

▶ **PROPERTY MANAGEMENT**

**All County Property Management Franchise**

Property management

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 42, CAN: 0, INTL: 0, CO: 1  
**COST:** \$59.7K-\$89.4K, Rty: 7%  
**FINANCING:** No

**Eye On Your Home** ● ●

Second-home property management

**BEGAN:** 2010, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$27.6K-\$37.6K, Rty: \$350/mo.  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$25K liquid

**Keyrenter Property Management**

Residential property management

**BEGAN:** 2007, Franchising: 2014  
**UNITS:** US: 19, CAN: 0, INTL: 0, CO: 3  
**COST:** \$50.4K-\$92.9K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Nexus Property Management**

Property management

**BEGAN:** 2012, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$50.4K-\$106.3K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K liquid

**Property Management Inc.** ● ● ●

Commercial, residential, and association property management

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 200, CAN: 0, INTL: 3, CO: 1  
**COST:** \$19.9K-\$86.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$500K net worth w/\$45K-\$55K liquid

**Real Property Management**

Property management

**BEGAN:** 1986, Franchising: 2005  
**UNITS:** US: 268, CAN: 10, INTL: 0, CO: 3  
**COST:** \$86.8K-\$113.8K, Rty: 7%+  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$90K liquid

▶ **SHIPPING SERVICES**

**InXpress** ●

Shipping services

**BEGAN:** 1999, Franchising: 2000  
**UNITS:** US: 80, CAN: 12, INTL: 250, CO: 0  
**COST:** \$79.3K-\$169.2K, Rty: 30%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$75K liquid

**Unishippers Global Logistics** ● ●

Shipping services

**BEGAN:** 1987, Franchising: 1987  
**UNITS:** US: 206, CAN: 0, INTL: 0, CO: 109  
**COST:** \$45K-\$421.4K, Rty: 15%/18.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$75K liquid

▶ **SIGNS**

**Advanced Multi Sign**

Sign sales, installation, and repairs

**BEGAN:** 1998, Franchising: 1998  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$76.8K-\$99.1K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$29.9K net worth w/\$29.9K liquid

**FastSigns International**

Signs, graphics

**BEGAN:** 1985, Franchising: 1986  
**UNITS:** US: 552, CAN: 27, INTL: 39, CO: 0  
**COST:** \$182.3K-\$267.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$80K liquid

**Image360**

Signs, graphics, displays, digital imaging

**BEGAN:** 1986, Franchising: 1987  
**UNITS:** US: 303, CAN: 4, INTL: 5, CO: 4  
**COST:** \$179.1K-\$360.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

**Signarama**

Signs

**BEGAN:** 1986, Franchising: 1987  
**UNITS:** US: 413, CAN: 44, INTL: 284, CO: 0  
**COST:** \$94.3K-\$272.3K, Rty: to 6%  
**FINANCING:** Yes  
**QUALIF:** \$49.5K net worth w/\$49.5K liquid

**SpeedPro Imaging**

Graphics and large-format imaging

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 127, CAN: 48, INTL: 0, CO: 0  
**COST:** \$315.2K-\$377.7K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$150K liquid

▶ **STAFFING/RECRUITING**

**All About People Staffing**

Temporary and direct-hire staffing

**BEGAN:** 2002, Franchising: 2014  
**UNITS:** US: 17, CAN: 0, INTL: 0, CO: 1  
**COST:** \$269.5K-\$295.1K, Rty: 6.25%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$300K liquid

**AtWork Group**

Temporary, temp-to-hire, and direct-hire staffing

**BEGAN:** 1990, Franchising: 1992  
**UNITS:** US: 62, CAN: 0, INTL: 0, CO: 28  
**COST:** \$99.5K-\$174.5K, Rty: 2.6-6.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**Express Employment Professionals**

Staffing, HR solutions

**BEGAN:** 1983, Franchising: 1985  
**UNITS:** US: 721, CAN: 38, INTL: 13, CO: 0  
**COST:** \$130K-\$206K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

**Fortune Personnel Consultants (FPC)**

Executive recruiting

**BEGAN:** 1959, Franchising: 1973  
**UNITS:** US: 64, CAN: 1, INTL: 0, CO: 1  
**COST:** \$91.2K-\$135K, Rty: 7-8%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K-\$100K liquid

## Global Recruiters Network

Executive search services

**BEGAN:** 2003, Franchising: 2003  
**UNITS:** US: 173, CAN: 2, INTL: 0, CO: 0  
**COST:** \$94.4K-\$135.8K, Rty: 8.5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$200K liquid

## Jomsom Staffing Services ●

Temporary and permanent staffing, employment services

**BEGAN:** 2008, Franchising: 2012  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$84.1K-\$133.3K, Rty: 5-10%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

## Labor Finders

Industrial staffing

**BEGAN:** 1975, Franchising: 1975  
**UNITS:** US: 169, CAN: 0, INTL: 0, CO: 24  
**COST:** \$122.99K-\$210.9K, Rty: 3.5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$35K liquid

## Link Staffing Services

Staffing, HR solutions

**BEGAN:** 1980, Franchising: 1994  
**UNITS:** US: 33, CAN: 0, INTL: 0, CO: 7  
**COST:** \$99.5K-\$174K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$250K net worth w/\$80K-\$160K liquid

## MRINetwork

Executive and professional staffing

**BEGAN:** 1957, Franchising: 1965  
**UNITS:** US: 488, CAN: 0, INTL: 67, CO: 0  
**COST:** \$66.6K-\$99.8K, Rty: 3-9%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

## Patrice & Associates ●

Hospitality recruiting

**BEGAN:** 1989, Franchising: 2008  
**UNITS:** US: 55, CAN: 0, INTL: 0, CO: 1  
**COST:** \$84.95K-\$93.9K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth

## PrideStaff

Staffing

**BEGAN:** 1978, Franchising: 1995  
**UNITS:** US: 72, CAN: 0, INTL: 0, CO: 3  
**COST:** \$112.6K-\$237.5K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$450K net worth w/\$60K-\$125K liquid

## Redwood Healthcare Staffing

Healthcare staffing

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$136.7K-\$179.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$300K liquid

## Remedy Intelligent Staffing

Staffing

**BEGAN:** 1965, Franchising: 1987  
**UNITS:** US: 133, CAN: 0, INTL: 0, CO: 0  
**COST:** \$151.8K-\$258.3K, Rty: Varies  
**FINANCING:** No  
**QUALIF:** \$30.4K-\$51.7K liquid

## Sanford Rose

### Associates International ●

Executive search and recruiting

**BEGAN:** 1959, Franchising: 1970  
**UNITS:** US: 70, CAN: 0, INTL: 2, CO: 0  
**COST:** \$108.3K-\$143.6K, Rty: 6-7%  
**FINANCING:** Yes

## Spherion Staffing

Staffing, recruiting

**BEGAN:** 1946, Franchising: 1956  
**UNITS:** US: 183, CAN: 0, INTL: 0, CO: 0  
**COST:** \$100.4K-\$167.8K  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$100K liquid

## TRAINING PROGRAMS

### Berlitz Language Centers

Language, intercultural, and business training

**BEGAN:** 1878, Franchising: 1889  
**UNITS:** US: 2, CAN: 5, INTL: 113, CO: 304  
**COST:** \$164K-\$307K, Rty: 7.5%  
**FINANCING:** No  
**QUALIF:** \$100K-\$1M net worth w/\$50K-\$400K liquid

### Crestcom International ●

Leadership development and sales training

**BEGAN:** 1987, Franchising: 1991  
**UNITS:** US: 45, CAN: 11, INTL: 143, CO: 1  
**COST:** \$85.3K-\$101.7K, Rty: 1.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$2.5M net worth w/\$75K liquid

### Dale Carnegie Training ●

Workplace training and development

**BEGAN:** 1912, Franchising: 2000  
**UNITS:** US: 95, CAN: 8, INTL: 127, CO: 2  
**COST:** \$19.7K-\$174.5K, Rty: 12%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K-\$200K liquid

### Leadership Management ● ●

Leadership and organization training and development

**BEGAN:** 1965, Franchising: 1965  
**UNITS:** US: 117, CAN: 20, INTL: 326, CO: 0  
**COST:** \$20K-\$27.5K, Rty: 6%  
**FINANCING:** Yes

## Sandler Training

Sales and sales-management training

**BEGAN:** 1967, Franchising: 1983  
**UNITS:** US: 170, CAN: 20, INTL: 73, CO: 0  
**COST:** \$91.5K-\$108.5K, Rty: to \$1.2K/mo.  
**FINANCING:** No  
**QUALIF:** \$200K-\$400K net worth w/\$88.2K-\$105.8K liquid

## MISCELLANEOUS BUSINESS SERVICES

### AmSpirit Business Connections ● ●

Professional networking referral groups

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 2  
**COST:** \$33.2K-\$46.1K, Rty: 7%  
**FINANCING:** No

### Barmatrix USA ●

Food and liquor inventory-control services

**BEGAN:** 1999, Franchising: 2007  
**UNITS:** US: 9, CAN: 4, INTL: 0, CO: 0  
**COST:** \$66.6K-\$99.9K, Rty: \$28/audit  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$50K liquid

### Cartridge World

Printers, cartridges, and printer services

**BEGAN:** 1997, Franchising: 1997  
**UNITS:** US: 380, CAN: 2, INTL: 573, CO: 0  
**COST:** \$70.3K-\$153.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$75K-\$150K net worth w/\$40K-\$50K liquid

### Office Evolution

Virtual office services, coworking spaces, executive-suite and conference-room rentals

**BEGAN:** 2003, Franchising: 2012  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 7  
**COST:** \$150.5K-\$530K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$150K liquid

### Relocation Strategies

Corporate transition consulting, project management

**BEGAN:** 1993, Franchising: 2001  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 1  
**COST:** \$62.5K-\$88.2K, Rty: 3-6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$30K liquid

### Schooley Mitchell ●

Telecom and merchant services consulting

**BEGAN:** 1983, Franchising: 1997  
**UNITS:** US: 105, CAN: 20, INTL: 0, CO: 1  
**COST:** \$54K-\$64.3K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$75K liquid

## Sculpture Hospitality ● ●

Bar and restaurant management solutions

**BEGAN:** 1987, Franchising: 1990  
**UNITS:** US: 291, CAN: 27, INTL: 51, CO: 5  
**COST:** \$43.4K-\$57.1K, Rty: \$15/audit  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$30K liquid

## Sondermind

Office space, marketing support, and business management services for mental health professionals

**BEGAN:** 2013, Franchising: 2013  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 4  
**COST:** \$56.8K-\$195.5K, Rty: 6%/8%  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$100K liquid

## TEAM Franchise ● ●

Professional networking referral groups

**BEGAN:** 2002, Franchising: 2011  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 2  
**COST:** \$13.9K-\$46K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$10K liquid

## Total Reporting ● ●

Employment screening

**BEGAN:** 2004, Franchising: 2015  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$35.8K-\$47.8K, Rty: 10%  
**FINANCING:** No  
**QUALIF:** \$35K-\$50K liquid

## Universal Business Consultants ● ●

Professional networking referral groups

**BEGAN:** 1989, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$38K-\$47K, Rty: 10%  
**FINANCING:** No  
**QUALIF:** \$40K-\$50K liquid

## Venture X

Coworking spaces

**BEGAN:** 2012, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$683.6K-\$1.3M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$700K net worth w/\$400K liquid

## Yesco ●

Sign and lighting service and maintenance

**BEGAN:** 1920, Franchising: 2011  
**UNITS:** US: 52, CAN: 5, INTL: 0, CO: 49  
**COST:** \$65K-\$352.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$150K liquid

## Children's Businesses

### CHILD CARE

#### Adventure Kids Playcare

Childcare/entertainment centers

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 4  
**COST:** \$344.3K-\$589K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

#### Building Kidz School

Preschool/educational childcare

**BEGAN:** 2002, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 10  
**COST:** \$158.1K-\$431.5K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$100K liquid

#### Children's Lighthouse

Childcare

**BEGAN:** 1996, Franchising: 1999  
**UNITS:** US: 44, CAN: 0, INTL: 0, CO: 2  
**COST:** \$635.5K-\$4.5M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$600K-\$950K net worth w/\$300K-\$500K liquid

#### College Nannies, Sitters and Tutors

Nanny-placement, babysitting, tutoring

**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 142, CAN: 0, INTL: 0, CO: 0  
**COST:** \$151.5K-\$228K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$60K liquid

#### Creative World School Franchising

Childcare centers

**BEGAN:** 1970, Franchising: 2000  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 7  
**COST:** \$1.6M-\$3.99M, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth w/\$500K-\$600K liquid

#### Discovery Point Franchising

Childcare

**BEGAN:** 1988, Franchising: 1990  
**UNITS:** US: 47, CAN: 0, INTL: 0, CO: 3  
**COST:** \$373.7K-\$3.4M, Rty: \$5.4K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$500K liquid

#### Genius Kids ●●

Preschool, daycare, public-speaking enrichment programs

**BEGAN:** 2001, Franchising: 2011  
**UNITS:** US: 28, CAN: 0, INTL: 0, CO: 6  
**COST:** \$224.9K-\$574.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$250K liquid

#### Goddard Systems

Preschool/educational childcare

**BEGAN:** 1986, Franchising: 1988  
**UNITS:** US: 464, CAN: 0, INTL: 0, CO: 0  
**COST:** \$611.9K-\$734.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$750K-\$2M net worth w/\$150K liquid

#### Kiddie Academy

Educational childcare

**BEGAN:** 1981, Franchising: 1992  
**UNITS:** US: 187, CAN: 0, INTL: 0, CO: 1  
**COST:** \$459.3K-\$4.3M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$550K-\$1M net worth w/\$200K-\$550K liquid

#### KidsPark

Hourly childcare

**BEGAN:** 1988, Franchising: 2003  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 2  
**COST:** \$185K-\$340K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$45K-\$65K liquid

#### KLA Schools

Preschool/childcare

**BEGAN:** 2007, Franchising: 2009  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 4  
**COST:** \$511.5K-\$2.1M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$200K liquid

#### The Learning Experience Academy of Early Education

Preschool/educational childcare

**BEGAN:** 1979, Franchising: 2003  
**UNITS:** US: 143, CAN: 0, INTL: 0, CO: 32  
**COST:** \$493.5K-\$3.6M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

#### Lightbridge Academy

Childcare/early learning

**BEGAN:** 1997, Franchising: 2011  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 13  
**COST:** \$525.7K-\$728.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$200K liquid

#### London Day School Franchising

Early childhood education

**BEGAN:** 2008, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$253.9K-\$363.98K, Rty: 7.5%  
**FINANCING:** No

#### Montessori Kids Universe

Educational childcare

**BEGAN:** 1988, Franchising: 2013  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 0  
**COST:** \$425K-\$800K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$125K-\$150K liquid

#### Pinnacle Montessori

Educational childcare

**BEGAN:** 2009, Franchising: 2015  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 0  
**COST:** \$3.2M-\$5.3M, Rty: 6%  
**FINANCING:** No

#### Primrose School Franchising

Educational childcare

**BEGAN:** 1982, Franchising: 1988  
**UNITS:** US: 353, CAN: 0, INTL: 0, CO: 0  
**COST:** \$716.7K-\$5.8M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$480.6K-\$699.5K liquid

#### Rainbow Station

Preschool, after-school recreation, day camp, care for mildly ill children

**BEGAN:** 1988, Franchising: 1999  
**UNITS:** US: 10, CAN: 0, INTL: 8, CO: 1  
**COST:** \$3.8M-\$6.5M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$2M-\$2.5M net worth w/\$1M-\$1.5M liquid

#### SeekingSitters Franchise System ●

Babysitting-referral services

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 34, CAN: 0, INTL: 0, CO: 70  
**COST:** \$59.2K-\$91K, Rty: 5%  
**FINANCING:** Yes

#### Sitting Made Simple ●●

Babysitting-referral service

**BEGAN:** 2008, Franchising: 2015  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 0  
**COST:** \$48.5K-\$63.1K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$50K net worth

### CHILDREN'S ENRICHMENT PROGRAMS

#### AbraKadoodle ●●

Art-education programs

**BEGAN:** 2002, Franchising: 2004  
**UNITS:** US: 42, CAN: 0, INTL: 178, CO: 2  
**COST:** \$37.8K-\$80.5K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K liquid

#### Bach to Rock

Music schools

**BEGAN:** 2007, Franchising: 2011  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 6  
**COST:** \$340.5K-\$507K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

#### Bricks Bots & Beakers ●●

Science, technology, engineering, and math camps, classes, parties

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 2  
**COST:** \$17.6K-\$27.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$25K liquid

#### Bricks 4 Kidz ●●

Lego-engineering classes, camps, parties

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 496, CAN: 66, INTL: 97, CO: 2  
**COST:** \$34.5K-\$52.8K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$50K net worth w/\$30K liquid

#### Chef It Up!/Chef It Up 2 Go! ●●

Cooking parties, classes, and events for children and adults

**BEGAN:** 2003, Franchising: 2005  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 3  
**COST:** \$16.4K-\$61K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$10K liquid

#### the Coder School

Coding classes for ages 7 to 18

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 3  
**COST:** \$87.6K-\$170.7K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$50K liquid

#### CompuChild ●●

Science, technology, engineering, art, and math classes

**BEGAN:** 1994, Franchising: 2001  
**UNITS:** US: 35, CAN: 0, INTL: 0, CO: 1  
**COST:** \$18.3K-\$33K, Rty: \$150+/mo.  
**FINANCING:** No  
**QUALIF:** \$50K net worth w/\$8K-\$17.5K liquid

#### Drama Kids International ●●

After-school drama classes and summer camps

**BEGAN:** 1979, Franchising: 1989  
**UNITS:** US: 71, CAN: 0, INTL: 162, CO: 0  
**COST:** \$28.8K-\$49.5K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$25K-\$40K liquid

#### Engineering for Kids ●●

Math, science, technology, and engineering activities

**BEGAN:** 2009, Franchising: 2011  
**UNITS:** US: 134, CAN: 4, INTL: 32, CO: 1  
**COST:** \$27.2K-\$93.6K, Rty: 7%  
**FINANCING:** Yes

#### e2 Young Engineers ●

Engineering enrichment programs

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 12, CAN: 1, INTL: 72, CO: 3  
**COST:** \$36.4K-\$59.2K, Rty: 7%+  
**FINANCING:** No  
**QUALIF:** \$35K net worth w/\$33.5K liquid

## Gymboree Play & Music

Parent/child play and learning programs

**BEGAN:** 1976, Franchising: 1978  
**UNITS:** US: 148, CAN: 8, INTL: 576, CO: 6  
**COST:** \$120.9K-\$279.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$270K net worth w/\$90K liquid

## High Touch-High Tech

Science activities for schools/parties

**BEGAN:** 1990, Franchising: 1993  
**UNITS:** US: 139, CAN: 15, INTL: 9, CO: 28  
**COST:** \$61.3K-\$66K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$39.5K-\$61.3K liquid

## Hobby Quest

Enrichment programs, camps, workshops, parties

**BEGAN:** 2003, Franchising: 2012  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 3  
**COST:** \$38.9K-\$53.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

## Ho Math Chess Tutoring Center

After-school math, chess, and puzzle learning programs

**BEGAN:** 1995, Franchising: 2004  
**UNITS:** US: 3, CAN: 3, INTL: 5, CO: 1  
**COST:** \$31.6K-\$31.6K  
**FINANCING:** No  
**QUALIF:** \$25K net worth w/\$10K liquid

## iCode School

Computer programming, robotics, and creative arts training for ages 7 to 17

**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$231K-\$321K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$1M net worth w/\$100K-\$300K liquid

## IslandTime Treasures

Art-based science, engineering, and math classes

**BEGAN:** 2011, Franchising: 2012  
**UNITS:** US: 12, CAN: 0, INTL: 1, CO: 1  
**COST:** \$13K-\$25.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$75K net worth w/\$10K-\$20K liquid

## KidzArt

Art-education programs, products, and services

**BEGAN:** 1997, Franchising: 2002  
**UNITS:** US: 48, CAN: 1, INTL: 7, CO: 0  
**COST:** \$21.4K-\$29K, Rty: 8%  
**FINANCING:** Yes

## LearningRx

Learning enhancement, cognitive training, reading training

**BEGAN:** 1986, Franchising: 2003  
**UNITS:** US: 75, CAN: 0, INTL: 0, CO: 1  
**COST:** \$83.5K-\$198K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$37K-\$78K liquid

## Little Medical School

Healthcare-themed after-school and summer-camp programs

**BEGAN:** 2010, Franchising: 2014  
**UNITS:** US: 33, CAN: 0, INTL: 1, CO: 3  
**COST:** \$36.4K-\$53.2K, Rty: \$300-\$750+/mo.  
**FINANCING:** No  
**QUALIF:** \$200K net worth w/\$50K liquid

## Mad Science Group

Science education and entertainment programs

**BEGAN:** 1985, Franchising: 1995  
**UNITS:** US: 85, CAN: 22, INTL: 39, CO: 1  
**COST:** \$70.3K-\$104.96K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$23.5K liquid

## Nutty Scientists

Science enrichment and entertainment programs

**BEGAN:** 1996, Franchising: 1997  
**UNITS:** US: 10, CAN: 2, INTL: 263, CO: 5  
**COST:** \$52.7K-\$265.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$300K net worth w/\$45K liquid

## One River School of Art & Design

Art classes and camps for all ages

**BEGAN:** 2012, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$204.8K-\$296K, Rty: 9%  
**FINANCING:** No  
**QUALIF:** \$1M net worth w/\$500K liquid

## Parker-Anderson Enrichment

Enrichment programs

**BEGAN:** 2005, Franchising: 2014  
**UNITS:** US: 8, CAN: 0, INTL: 1, CO: 1  
**COST:** \$37.4K-\$109.5K, Rty: 10%  
**FINANCING:** Yes

## Professor Egghead

Science and engineering classes, camps, and parties for ages 4 to 10

**BEGAN:** 2007, Franchising: 2013  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 0  
**COST:** \$27.3K-\$39K, Rty: \$500/mo.  
**FINANCING:** No  
**QUALIF:** \$30K net worth w/\$30K liquid

## RoboThink

Science, technology, engineering, and math programs

**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 8, CAN: 0, INTL: 3, CO: 2  
**COST:** \$40.7K-\$110.5K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$30K net worth w/\$30K liquid

## Romp n' Roll

Recreational and enrichment classes, camps, parties

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 5, CAN: 0, INTL: 85, CO: 3  
**COST:** \$240.1K-\$347.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

## School of Rock

Music education

**BEGAN:** 1998, Franchising: 2005  
**UNITS:** US: 151, CAN: 5, INTL: 16, CO: 16  
**COST:** \$136.9K-\$339.1K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

## Snapology

STEM educational programs

**BEGAN:** 2010, Franchising: 2015  
**UNITS:** US: 23, CAN: 0, INTL: 2, CO: 1  
**COST:** \$34.5K-\$185K, Rty: \$500-\$600/mo.  
**FINANCING:** Yes  
**QUALIF:** \$24K-\$40K liquid

## STEM For Kids

Engineering, computer programming, and robotics programs for ages 4 to 14

**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 5, CAN: 0, INTL: 2, CO: 5  
**COST:** \$19.9K-\$81.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$20K liquid

## Taste Buds Kitchen

Cooking events for children and adults

**BEGAN:** 2007, Franchising: 2013  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 1  
**COST:** \$205.1K-\$357.9K, Rty: 9%  
**FINANCING:** Yes

## Young Rembrandts Franchise

Drawing classes for ages 3 to 12

**BEGAN:** 1988, Franchising: 1997  
**UNITS:** US: 91, CAN: 7, INTL: 5, CO: 0  
**COST:** \$41.3K-\$48.1K, Rty: 8-10%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$40K liquid

## Zaniac

Science, technology, engineering, and math after-school programs and camps

**BEGAN:** 2012, Franchising: 2013  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 2  
**COST:** \$219.5K-\$378K, Rty: 5%+  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$75K-\$100K liquid

## CHILDREN'S ENTERTAINMENT

### ClimbZone Franchising

Climbing-wall family entertainment centers

**BEGAN:** 2014, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$1.9M-\$2.98M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** Up to \$1M net worth

### the Coop Franchise Group

Play and party spaces

**BEGAN:** 2008, Franchising: 2015  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$130.5K-\$283.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$8K-\$15K liquid

### Funtopia

Indoor playgrounds

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 3, CO: 4  
**COST:** \$62.71K-\$1.3M, Rty: 6%  
**FINANCING:** Yes

### GameTruck Licensing

Mobile video-game theaters

**BEGAN:** 2006, Franchising: 2008  
**UNITS:** US: 72, CAN: 0, INTL: 0, CO: 0  
**COST:** \$147.6K-\$312.6K, Rty: 7%  
**FINANCING:** Yes

### JungleQuest

Indoor ziplines, rope courses, and rock climbing for ages 5 to 13

**BEGAN:** 1994, Franchising: 2013  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$311.5K-\$492.6K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$340K liquid

### Monkey Bizness Franchising

Indoor play and party centers

**BEGAN:** 2003, Franchising: 2006  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 2  
**COST:** \$328K-\$668.5K, Rty: 3-6%  
**FINANCING:** No  
**QUALIF:** \$250K liquid

### Monkey Joe's Parties & Play

Family entertainment centers

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 51, CAN: 0, INTL: 0, CO: 0  
**COST:** \$458.4K-\$755.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

### Scooter's Jungle

Children's entertainment centers

**BEGAN:** 2002, Franchising: 2007  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$591.95K-\$871.4K, Rty: 4.5-6%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$200K liquid

### Sugar Plum Parties

Birthday party venues

**BEGAN:** 2008, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$89.9K-\$149.9K, Rty: 9.5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$105K liquid

### CHILDREN'S FITNESS

#### Amazing Athletes ●●

Educational sports programs

**BEGAN:** 2002, Franchising: 2006  
**UNITS:** US: 96, CAN: 0, INTL: 0, CO: 0  
**COST:** \$30.9K-\$43.9K, Rty: \$40+/mo.  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$15.5K liquid

#### Aqua-Tots Swim Schools

Swimming lessons

**BEGAN:** 1991, Franchising: 2007  
**UNITS:** US: 65, CAN: 1, INTL: 6, CO: 1  
**COST:** \$493.2K-\$1M, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1.5M net worth w/\$350K liquid

#### British Swim School USA ●

Swimming lessons for ages 3 months and older

**BEGAN:** 1981, Franchising: 2011  
**UNITS:** US: 44, CAN: 0, INTL: 1, CO: 1  
**COST:** \$82.2K-\$127.7K, Rty: 10%  
**FINANCING:** Yes

#### D-BAT Academies

Indoor baseball and softball training, batting cages, merchandise

**BEGAN:** 1998, Franchising: 2007  
**UNITS:** US: 31, CAN: 0, INTL: 0, CO: 1  
**COST:** \$315.2K-\$611.6K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$5M net worth w/\$75K-\$200K liquid

#### Goldfish Swim School Franchising

Infant and child swimming lessons

**BEGAN:** 2006, Franchising: 2008  
**UNITS:** US: 45, CAN: 0, INTL: 0, CO: 1  
**COST:** \$1.3M-\$2.9M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$750K-\$1.5M net worth w/\$450K-\$600K liquid

#### HappyFeet Legends International ●●

Soccer programs for ages 2 to 18

**BEGAN:** 1989, Franchising: 2007  
**UNITS:** US: 142, CAN: 6, INTL: 17, CO: 3  
**COST:** \$22.5K-\$29.4K, Rty: 8-10%  
**FINANCING:** Yes  
**QUALIF:** \$18.3K-\$23.2K liquid

#### Hi-Five Sports Clubs/Hi-Five Sports Zones ●

Youth sports camps, leagues, and classes

**BEGAN:** 1990, Franchising: 2015  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 4  
**COST:** \$28.8K-\$567.1K, Rty: 8.5%  
**FINANCING:** No  
**QUALIF:** \$25K net worth w/\$25K liquid

#### i9 Sports ●

Youth sports leagues, camps, and clinics

**BEGAN:** 2002, Franchising: 2003  
**UNITS:** US: 132, CAN: 0, INTL: 0, CO: 1  
**COST:** \$59.9K-\$69.9K, Rty: 7.5%  
**FINANCING:** No  
**QUALIF:** \$50K liquid

#### JumpBunch ●●

Mobile children's sports and fitness programs

**BEGAN:** 2002, Franchising: 2002  
**UNITS:** US: 50, CAN: 0, INTL: 1, CO: 0  
**COST:** \$45.8K-\$59.3K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$75K net worth w/\$42K liquid

#### Kidokinetics ●●

Mobile children's fitness programs

**BEGAN:** 2000, Franchising: 2006  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 10  
**COST:** \$42.9K-\$57K, Rty: 7%  
**FINANCING:** No

#### Kids In Sports Franchising

Children's sports classes, camps, parties

**BEGAN:** 1999, Franchising: 2014  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$202.8K-\$331.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

#### Kidz On The Go ●

Mobile children's fitness programs

**BEGAN:** 1993, Franchising: 2007  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 2  
**COST:** \$100K-\$125K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K-\$100K liquid

#### Kinderdance International ●●

Movement/educational programs

**BEGAN:** 1979, Franchising: 1985  
**UNITS:** US: 101, CAN: 3, INTL: 24, CO: 2  
**COST:** \$17.95K-\$46.1K, Rty: 6-12%  
**FINANCING:** Yes  
**QUALIF:** \$10K net worth w/\$14.95K liquid

#### The Little Gym International

Development/fitness programs

**BEGAN:** 1976, Franchising: 1992  
**UNITS:** US: 202, CAN: 8, INTL: 136, CO: 0  
**COST:** \$185.8K-\$436K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$200K net worth w/\$75K-\$100K liquid

#### Little Kickers ●●

Preschool soccer programs

**BEGAN:** 2002, Franchising: 2004  
**UNITS:** US: 0, CAN: 34, INTL: 217, CO: 1  
**COST:** \$20K-\$35K, Rty: 10%+  
**FINANCING:** Yes

#### LPG Sports Academy ●●

Youth sports programs

**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$8.5K-\$28.5K, Rty: \$200-\$600/mo.  
**FINANCING:** Yes  
**QUALIF:** \$10K net worth w/\$10K liquid

#### My Gym Children's Fitness Center ●●

Early-learning/fitness programs

**BEGAN:** 1983, Franchising: 1995  
**UNITS:** US: 163, CAN: 14, INTL: 326, CO: 0  
**COST:** \$36.8K-\$249.7K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K net worth w/\$35K-\$65K liquid

#### No Limits Martial Arts

Martial arts classes

**BEGAN:** 2011, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$139.8K-\$331.95K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$100K liquid

#### One Sports Nation ●●

Youth sports leagues

**BEGAN:** 2012, Franchising: 2012  
**UNITS:** US: 21, CAN: 0, INTL: 0, CO: 1  
**COST:** \$38.3K-\$89.6K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$45K net worth w/\$38.3K liquid

#### Parisi Speed School

Youth sports performance training

**BEGAN:** 1992, Franchising: 2005  
**UNITS:** US: 95, CAN: 0, INTL: 5, CO: 0  
**COST:** \$100K-\$199K, Rty: \$600/mo.  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

#### RedLine Athletics

Youth athletic training centers

**BEGAN:** 2013, Franchising: 2013  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 2  
**COST:** \$188.3K-\$270.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$75K liquid

#### SafeSplash Swim School ●

Child and adult swimming lessons, parties, summer camps

**BEGAN:** 2005, Franchising: 2014  
**UNITS:** US: 66, CAN: 0, INTL: 31, CO: 24  
**COST:** \$44K-\$1.3M, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$60K-\$300K liquid

#### Skyhawks Sports & Supertots Sports Academy ●●

Sports camps and programs

**BEGAN:** 1979, Franchising: 2007  
**UNITS:** US: 66, CAN: 6, INTL: 0, CO: 66  
**COST:** \$26.6K-\$65.8K, Rty: 9%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K liquid

#### Soccer Shots Franchising ●●

Soccer programs for ages 2 to 8

**BEGAN:** 1999, Franchising: 2005  
**UNITS:** US: 180, CAN: 1, INTL: 0, CO: 9  
**COST:** \$35.6K-\$48.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$35K net worth w/\$20K liquid

#### TGA Premier Junior Golf ●●

Golf enrichment programs

**BEGAN:** 2002, Franchising: 2006  
**UNITS:** US: 51, CAN: 1, INTL: 1, CO: 2  
**COST:** \$21.5K-\$62.8K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$25K net worth w/\$25K liquid

#### TGA Premier Youth Tennis ●●

Tennis enrichment programs

**BEGAN:** 2011, Franchising: 2011  
**UNITS:** US: 41, CAN: 1, INTL: 0, CO: 2  
**COST:** \$21.5K-\$62.8K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$25K net worth w/\$25K liquid

#### Tippi Toes ●

Children's dance classes

**BEGAN:** 2002, Franchising: 2009  
**UNITS:** US: 29, CAN: 0, INTL: 0, CO: 0  
**COST:** \$52K-\$62.5K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$15K liquid

#### Tumbles

Children's fitness and STEAM classes

**BEGAN:** 1988, Franchising: 1993  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 0  
**COST:** \$258.2K-\$337.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$54K liquid

#### Tutu School

Children's ballet schools

**BEGAN:** 2008, Franchising: 2012  
**UNITS:** US: 23, CAN: 0, INTL: 0, CO: 3  
**COST:** \$66.8K-\$133.7K, Rty: 5%  
**FINANCING:** No

### CHILDREN'S RETAIL

#### Bricks & Minifigs

Lego resale stores

**BEGAN:** 2010, Franchising: 2011  
**UNITS:** US: 14, CAN: 1, INTL: 0, CO: 2  
**COST:** \$104.1K-\$227.2K, Rty: 6%  
**FINANCING:** Yes

## Children's Orchard

New and used children's clothing, equipment, accessories

**BEGAN:** 1980, Franchising: 1985  
**UNITS:** US: 27, CAN: 0, INTL: 0, CO: 1  
**COST:** \$159K-\$271K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$80K liquid

## Just Between Friends Franchise Systems

Children's and maternity consignment events

**BEGAN:** 1997, Franchising: 2004  
**UNITS:** US: 152, CAN: 1, INTL: 0, CO: 6  
**COST:** \$32.8K-\$45.4K, Rty: 3%  
**FINANCING:** Yes

## Kid to Kid

New and used children's and maternity clothing and products

**BEGAN:** 1992, Franchising: 1994  
**UNITS:** US: 96, CAN: 1, INTL: 24, CO: 1  
**COST:** \$258.2K-\$448.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$75K liquid

## Learning Express Toys

Specialty toy stores

**BEGAN:** 1987, Franchising: 1990  
**UNITS:** US: 120, CAN: 0, INTL: 0, CO: 0  
**COST:** \$199.9K-\$384.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$125K liquid

## Once Upon A Child

New and used children's clothing, equipment, furniture, toys

**BEGAN:** 1984, Franchising: 1992  
**UNITS:** US: 319, CAN: 38, INTL: 0, CO: 0  
**COST:** \$254.1K-\$390.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

## Rhea Lana's Franchise Systems

Children's consignment events

**BEGAN:** 1997, Franchising: 2008  
**UNITS:** US: 82, CAN: 0, INTL: 0, CO: 3  
**COST:** \$19.1K-\$38.95K, Rty: 1-3%  
**FINANCING:** No  
**QUALIF:** \$10K-\$13.5K liquid

## TUTORING

### Above Grade Level In-Home Tutoring

Tutoring

**BEGAN:** 2009, Franchising: 2009  
**UNITS:** US: 17, CAN: 6, INTL: 0, CO: 0  
**COST:** \$51.7K-\$76.99K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$35K liquid

## Best in Class Education Center

Supplemental education

**BEGAN:** 1988, Franchising: 2011  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 10  
**COST:** \$61.5K-\$99.9K, Rty: 12%  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$30K liquid

## Brainiac Math & English Centers

Tutoring

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$57.7K-\$103.2K, Rty: 2%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$40K liquid

## Club Z! In-Home Tutoring Services

In-home tutoring

**BEGAN:** 1995, Franchising: 1998  
**UNITS:** US: 375, CAN: 10, INTL: 3, CO: 0  
**COST:** \$33.6K-\$57.6K, Rty: 6-8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$40K liquid

## Eye Level Learning Centers

Supplemental education

**BEGAN:** 1976, Franchising: 1976  
**UNITS:** US: 195, CAN: 10, INTL: 420, CO: 835  
**COST:** \$58.1K-\$140.8K, Rty: \$29-36/subject/mo.  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$75K liquid

## Huntington Learning Centers

Tutoring and test prep

**BEGAN:** 1977, Franchising: 1985  
**UNITS:** US: 245, CAN: 0, INTL: 0, CO: 35  
**COST:** \$110.1K-\$225.7K, Rty: 9.5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$60K liquid

## JEI Learning Centers

Individualized supplemental education

**BEGAN:** 1977, Franchising: 1992  
**UNITS:** US: 82, CAN: 9, INTL: 221, CO: 246  
**COST:** \$63K-\$105K, Rty: \$24-\$29/subject/mo.  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K liquid

## Kumon Math & Reading Centers

Supplemental education

**BEGAN:** 1954, Franchising: 1958  
**UNITS:** US: 1,478, CAN: 338, INTL: 23,995, CO: 30  
**COST:** \$69.8K-\$141.4K, Rty: \$32-\$36/student/mo.  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$70K liquid

## Mathnasium Learning Centers

Math tutoring

**BEGAN:** 2002, Franchising: 2003  
**UNITS:** US: 690, CAN: 28, INTL: 64, CO: 11  
**COST:** \$102.8K-\$143.6K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$143.6K net worth w/\$102.8K liquid

## MathWizard

Tutoring

**BEGAN:** 2001, Franchising: 2012  
**UNITS:** US: 17, CAN: 0, INTL: 0, CO: 10  
**COST:** \$17.2K-\$66K, Rty: 12%  
**FINANCING:** No

## Omega Learning Center

Tutoring/private schools

**BEGAN:** 2005, Franchising: 2007  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 0  
**COST:** \$151.2K-\$193.9K, Rty: 10%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$100K liquid

## Salisbury Tutoring Academy Franchise Group

Tutoring and behavior modification

**BEGAN:** 1996, Franchising: 2007  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$35K-\$265.8K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$5K liquid

## Sylvan Learning

Supplemental and enrichment education

**BEGAN:** 1979, Franchising: 1980  
**UNITS:** US: 519, CAN: 77, INTL: 12, CO: 12  
**COST:** \$70.98K-\$159.9K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

## Tutor Doctor

Tutoring

**BEGAN:** 2000, Franchising: 2003  
**UNITS:** US: 293, CAN: 112, INTL: 126, CO: 5  
**COST:** \$68.5K-\$111.7K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$350K net worth w/\$62.5K-\$107.2K liquid

## Tutoring Club

Individualized supplemental education

**BEGAN:** 1991, Franchising: 1999  
**UNITS:** US: 74, CAN: 0, INTL: 0, CO: 13  
**COST:** \$77K-\$142.4K, Rty: 10%  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$50K liquid

## MISCELLANEOUS CHILDREN'S BUSINESSES

### Apex Fun Run

Elementary-school fund-raising programs

**BEGAN:** 2011, Franchising: 2012  
**UNITS:** US: 90, CAN: 0, INTL: 0, CO: 0  
**COST:** \$106K-\$138.7K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$50K liquid

### Ident-A-Kid Franchise

Children's safety products and services

**BEGAN:** 1986, Franchising: 2000  
**UNITS:** US: 115, CAN: 0, INTL: 0, CO: 0  
**COST:** \$34.2K-\$44.4K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$25K liquid

### Tot Squad

Stroller and car seat cleaning, repair, and installation

**BEGAN:** 2011, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 3  
**COST:** \$74.4K-\$183.9K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$40K liquid

## Financial Services

### BUSINESS FINANCIAL SERVICES

#### Expense Reduction Analysts

Business financial consulting

**BEGAN:** 1984, Franchising: 1993  
**UNITS:** US: 154, CAN: 5, INTL: 543, CO: 5  
**COST:** \$66K-\$85.9K, Rty: 15%  
**FINANCING:** Yes

#### The Interface Financial Group - IFG 50/50

Invoice discounting

**BEGAN:** 1972, Franchising: 2014  
**UNITS:** US: 46, CAN: 7, INTL: 15, CO: 0  
**COST:** \$86.8K-\$137.8K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K liquid

#### Lendio Franchising

Small-business financing

**BEGAN:** 2011, Franchising: 2016  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 0  
**COST:** \$40K-\$100K, Rty: Varies  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$60K liquid

#### Liquid Capital

Commercial financing

**BEGAN:** 1999, Franchising: 1999  
**UNITS:** US: 55, CAN: 32, INTL: 6, CO: 2  
**COST:** \$214.3K-\$254K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$230K liquid



### Padgett Business Services

Financial, payroll, consulting, and tax services

**BEGAN:** 1965, Franchising: 1975  
**UNITS:** US: 246, CAN: 117, INTL: 0, CO: 20  
**COST:** \$20.2K-\$99.98K, Rty: 9%+  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$100K liquid

### Payroll Vault Franchising ● ●

Payroll services

**BEGAN:** 2007, Franchising: 2012  
**UNITS:** US: 34, CAN: 0, INTL: 0, CO: 1  
**COST:** \$37.2K-\$82.6K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$100K liquid

### Succentrix Business Advisors ● ●

Accounting, payroll, tax, and advisory services

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 20, CAN: 0, INTL: 0, CO: 1  
**COST:** \$37.6K-\$49.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$100K net worth w/\$25K-\$50K liquid

### Supporting Strategies ●

Bookkeeping and operational support for small businesses

**BEGAN:** 2004, Franchising: 2013  
**UNITS:** US: 60, CAN: 0, INTL: 0, CO: 1  
**COST:** \$77.1K-\$102.4K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

## INSURANCE

### Brightway Insurance

Property and casualty insurance

**BEGAN:** 2003, Franchising: 2007  
**UNITS:** US: 139, CAN: 0, INTL: 0, CO: 1  
**COST:** \$107.7K-\$160.3K, Rty: 15-45%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

### Estrella Insurance ● ●

Auto, home, and business insurance

**BEGAN:** 1980, Franchising: 2008  
**UNITS:** US: 126, CAN: 0, INTL: 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 ●

Insurance and tax-preparation services

**BEGAN:** 1998, Franchising: 2006  
**UNITS:** US: 175, CAN: 0, INTL: 0, CO: 0  
**COST:** \$49.7K-\$107.5K, Rty: 15-25%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

### Just Insurance Brokers

Property and casualty insurance

**BEGAN:** 1993, Franchising: 2014  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 0  
**COST:** \$85.6K-\$159.1K, Rty: 15%  
**FINANCING:** Yes

### Pronto Insurance Franchise ●

Insurance

**BEGAN:** 1997, Franchising: 2009  
**UNITS:** US: 45, CAN: 0, INTL: 0, CO: 124  
**COST:** \$53.1K-\$89.1K  
**FINANCING:** No  
**QUALIF:** \$200K-\$300K net worth w/\$70K-\$100K liquid

### We Insure Group

Insurance

**BEGAN:** 2006, Franchising: 2010  
**UNITS:** US: 79, CAN: 0, INTL: 0, CO: 1  
**COST:** \$61.6K-\$121K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$30K-\$75K liquid

## TAX SERVICES

### Daniel Ahart Tax Service ●

Tax preparation, bookkeeping, and payroll services

**BEGAN:** 2000, Franchising: 2005  
**UNITS:** US: 23, CAN: 0, INTL: 0, CO: 2  
**COST:** \$26.3K-\$44.6K, Rty: 12%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$20K liquid

### Growth Assistance, America's Small Business Success Experts ●

Tax preparation, business consulting, business services, financial planning

**BEGAN:** 1997, Franchising: 2014  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$74K-\$96.5K, Rty: 10%+  
**FINANCING:** Yes  
**QUALIF:** \$40K net worth w/\$40K liquid

### H&R Block ● ●

Tax preparation, electronic filing

**BEGAN:** 1955, Franchising: 1956  
**UNITS:** US: 3,578, CAN: 511, INTL: 119, CO: 6,614  
**COST:** \$31.5K-\$149.2K, Rty: 30%  
**FINANCING:** Yes

### Happy Tax Franchising ● ●

Tax preparation

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 85, CAN: 0, INTL: 0, CO: 0  
**COST:** \$23.4K-\$31.5K, Rty: 10-20%  
**FINANCING:** Yes

### Jackson Hewitt Tax Service ● ●

Tax preparation

**BEGAN:** 1985, Franchising: 1986  
**UNITS:** US: 4,148, CAN: 0, INTL: 0, CO: 1,939  
**COST:** \$44.7K-\$105.4K, Rty: 5-15%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K liquid

### Liberty Tax Service ●

Tax preparation, electronic filing

**BEGAN:** 1972, Franchising: 1973  
**UNITS:** US: 3,551, CAN: 202, INTL: 0, CO: 351  
**COST:** \$58.7K-\$71.9K, Rty: 14%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$50K liquid

### One Stop Tax Services ● ●

Tax preparation

**BEGAN:** 2009, Franchising: 2014  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 11  
**COST:** \$42.1K-\$60.5K, Rty: 14%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$75K net worth w/\$15K-\$20K liquid

### SiempreTax+ ● ●

Tax preparation

**BEGAN:** 2014, Franchising: 2014  
**UNITS:** US: 81, CAN: 0, INTL: 0, CO: 26  
**COST:** \$43.7K-\$71.9K, Rty: 14%  
**FINANCING:** Yes  
**QUALIF:** \$25K net worth w/\$25K liquid

### TaxLeaf.com ●

Tax preparation, bookkeeping, payroll, accounting

**BEGAN:** 1976, Franchising: 2014  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 2  
**COST:** \$69.1K-\$148.3K, Rty: 20-30%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K-\$100K liquid

### Tax Pros

Tax preparation

**BEGAN:** 2009, Franchising: 2015  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 2  
**COST:** \$107.2K-\$156.9K, Rty: 14%  
**FINANCING:** Yes  
**QUALIF:** \$10K liquid

## MISCELLANEOUS FINANCIAL SERVICES

### ACFN, The ATM Franchise Business ● ●

Automated teller machines

**BEGAN:** 1996, Franchising: 2003  
**UNITS:** US: 228, CAN: 11, INTL: 0, CO: 0  
**COST:** \$39.4K-\$64.8K  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

### American Prosperity Group (APG)

Retirement and estate planning, financial services

**BEGAN:** 1991, Franchising: 2006  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 1  
**COST:** \$95.8K-\$127.3K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$270K net worth w/\$100K liquid

### American Title Loans

Vehicle title loans

**BEGAN:** 2006, Franchising: 2013  
**UNITS:** US: 19, CAN: 0, INTL: 0, CO: 8  
**COST:** \$253.3K-\$434.4K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$300K liquid

### Tayne Law Group ●

Debt-resolution legal services

**BEGAN:** 2002, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$83.8K-\$108.97K, Rty: 20% reverse royalty  
**FINANCING:** No

## Food/Full-Service Restaurants

### BUFFET RESTAURANTS

#### CiCi's Pizza

All-you-can-eat pizza buffets

**BEGAN:** 1985, Franchising: 1987  
**UNITS:** US: 403, CAN: 0, INTL: 0, CO: 41  
**COST:** \$217.5K-\$828.1K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$250K liquid

#### Golden Corral Restaurants

Family steakhouses, buffets, and bakeries

**BEGAN:** 1973, Franchising: 1987  
**UNITS:** US: 395, CAN: 0, INTL: 0, CO: 83  
**COST:** \$2.1M-\$6.2M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$2.5M net worth w/\$500K liquid

#### Souper Salad

Soup and salad buffet

**BEGAN:** 1978, Franchising: 2009  
**UNITS:** US: 28, CAN: 0, INTL: 0, CO: 0  
**COST:** \$593.7K-\$873.2K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$250K liquid

### SPORTS BARS/PUBS

#### Arooga's Grille House & Sports Bar

Sports-themed restaurants and bars

**BEGAN:** 2007, Franchising: 2010  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 10  
**COST:** \$1.3M-\$3.99M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$3M net worth w/\$1M liquid

#### Bar Louie

Restaurants and bars

**BEGAN:** 1990, Franchising: 2006  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 94  
**COST:** \$763.5K-\$3.4M, Rty: 5%  
**FINANCING:** No

#### Beef O'Brady's Family Sports Pub

Family sports restaurants

**BEGAN:** 1985, Franchising: 1998  
**UNITS:** US: 186, CAN: 0, INTL: 0, CO: 10  
**COST:** \$668.7K-\$1.2M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$450K net worth w/\$250K liquid

## Boston's Restaurant & Sports Bar

Restaurants and sports bars

**BEGAN:** 1963, Franchising: 1968  
**UNITS:** US: 27, CAN: 378, INTL: 11, CO: 2  
**COST:** \$1.1M-\$2.9M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$500K liquid

## The Brass Tap

Craft-beer bars

**BEGAN:** 2008, Franchising: 2010  
**UNITS:** US: 35, CAN: 0, INTL: 0, CO: 1  
**COST:** \$791.9K-\$1.3M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K liquid

## Buffalo Wings and Rings

Sports restaurants

**BEGAN:** 1984, Franchising: 1988  
**UNITS:** US: 46, CAN: 0, INTL: 17, CO: 5  
**COST:** \$1.2M-\$3.1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K liquid

## The Greene Turtle Sports Bar & Grille

Family restaurants and sports bars

**BEGAN:** 1976, Franchising: 2003  
**UNITS:** US: 31, CAN: 0, INTL: 0, CO: 12  
**COST:** \$1.5M-\$2.7M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$500K liquid

## Growler USA - America's Microbrew Pub

Craft beer, wine, kombucha, food

**BEGAN:** 2013, Franchising: 2014  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 1  
**COST:** \$396.4K-\$591.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

## Hooters Restaurant

Casual restaurants

**BEGAN:** 1983, Franchising: 1986  
**UNITS:** US: 139, CAN: 8, INTL: 82, CO: 197  
**COST:** \$906.5K-\$3.2M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$3M net worth w/\$1.5M liquid

## Native Grill and Wings Franchising

Restaurants and sports bars

**BEGAN:** 1979, Franchising: 1993  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 1  
**COST:** \$780.7K-\$2.3M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$350K liquid

## Old Chicago Pizza & Taproom

Pizza, pasta, burgers, salads, craft beer

**BEGAN:** 1976, Franchising: 2000  
**UNITS:** US: 40, CAN: 0, INTL: 0, CO: 60  
**COST:** \$1.3M-\$1.9M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$3M net worth w/\$1M liquid

## Rock & Brews Franchising

Restaurants and bars

**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 15, CAN: 0, INTL: 1, CO: 2  
**COST:** \$1.5M-\$2.5M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$500K liquid

## Shots

Bars

**BEGAN:** 2012, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$808.4K-\$1.5M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$10K liquid

## Tilted Kilt Franchise Operating

Restaurants and bars

**BEGAN:** 2003, Franchising: 2006  
**UNITS:** US: 86, CAN: 6, INTL: 0, CO: 2  
**COST:** \$898K-\$2.9M, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1M-\$5M net worth w/\$500K-\$2M liquid

## Twin Peaks Restaurant

Restaurants and bars

**BEGAN:** 2005, Franchising: 2007  
**UNITS:** US: 43, CAN: 0, INTL: 1, CO: 31  
**COST:** \$1.3M-\$3.4M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1.5M-\$2.5M net worth w/\$500K-\$1M liquid

## MISCELLANEOUS FULL-SERVICE RESTAURANTS

### Acropolis Greek Taverna

Greek and Mediterranean restaurants

**BEGAN:** 2001, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 4  
**COST:** \$580K-\$842K, Rty: 4-6%  
**FINANCING:** Yes

### Another Broken Egg Cafe

Breakfast, brunch, and lunch cafes

**BEGAN:** 1996, Franchising: 2005  
**UNITS:** US: 65, CAN: 0, INTL: 0, CO: 2  
**COST:** \$505.5K-\$1.2M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$250K liquid

### Black Bear Diners

Family restaurants

**BEGAN:** 1995, Franchising: 2002  
**UNITS:** US: 58, CAN: 0, INTL: 0, CO: 23  
**COST:** \$527.8K-\$1.5M, Rty: 4.5%  
**FINANCING:** No

## Boomerang Diner Franchising

Full-service restaurants

**BEGAN:** 2006, Franchising: 2006  
**UNITS:** US: 49, CAN: 0, INTL: 0, CO: 0  
**COST:** \$109.8K-\$508.1K, Rty: 3%  
**FINANCING:** No  
**QUALIF:** \$25K net worth w/\$25K liquid

## Buffalo's Cafe

Buffalo-wing restaurants

**BEGAN:** 1985, Franchising: 1990  
**UNITS:** US: 18, CAN: 0, INTL: 4, CO: 2  
**COST:** \$392.6K-\$838.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$500K liquid

## Cheeburger Cheeburger

Full-service restaurants

**BEGAN:** 1986, Franchising: 1991  
**UNITS:** US: 43, CAN: 0, INTL: 1, CO: 1  
**COST:** \$175K-\$475K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$250K liquid

## The Counter Burger

Build-your-own-burger restaurants

**BEGAN:** 2003, Franchising: 2005  
**UNITS:** US: 31, CAN: 0, INTL: 7, CO: 3  
**COST:** \$786K-\$2.4M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$300K liquid

## Denny's

Family restaurants

**BEGAN:** 1953, Franchising: 1963  
**UNITS:** US: 1432, CAN: 74, INTL: 52, CO: 172  
**COST:** \$632.5K-\$2.5M, Rty: 4.5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

## DoubleDave's Pizzaworks

Pizza and craft beer

**BEGAN:** 1984, Franchising: 1995  
**UNITS:** US: 32, CAN: 0, INTL: 0, CO: 2  
**COST:** \$322.5K-\$499.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$250K liquid

## East Coast Wings

Buffalo wings

**BEGAN:** 1995, Franchising: 2004  
**UNITS:** US: 33, CAN: 0, INTL: 0, CO: 1  
**COST:** \$655.9K-\$1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$425K net worth w/\$150K liquid

## Eggs Up Grill

Breakfast and lunch restaurants

**BEGAN:** 1986, Franchising: 2005  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 0  
**COST:** \$453.4K-\$892.9K, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$50K-\$100K net worth w/\$50K-\$100K liquid

## The Flying Biscuit Café

Southern food and breakfast

**BEGAN:** 1993, Franchising: 2006  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 0  
**COST:** \$442.5K-\$737K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

## Gyu-Kaku Japanese BBQ Restaurant

Japanese barbecue restaurants

**BEGAN:** 1996, Franchising: 1997  
**UNITS:** US: 18, CAN: 4, INTL: 680, CO: 20  
**COST:** \$785.3K-\$2.1M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1.2M net worth w/\$500K liquid

## Huddle House

Family restaurant

**BEGAN:** 1964, Franchising: 1966  
**UNITS:** US: 322, CAN: 0, INTL: 0, CO: 30  
**COST:** \$444.3K-\$1.6M, Rty: 4.75%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth w/\$200K liquid

## HuHot Mongolian Grills

Mongolian grill restaurants

**BEGAN:** 1999, Franchising: 2002  
**UNITS:** US: 47, CAN: 0, INTL: 0, CO: 11  
**COST:** \$984K-\$1.2M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K-\$500K liquid

## Hwy 55 Burgers, Shakes & Fries

1950s-style diners

**BEGAN:** 1991, Franchising: 1993  
**UNITS:** US: 116, CAN: 0, INTL: 1, CO: 17  
**COST:** \$191.3K-\$385.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$125K liquid

## Johnny Rockets

Burger restaurants

**BEGAN:** 1986, Franchising: 1987  
**UNITS:** US: 179, CAN: 1, INTL: 158, CO: 22  
**COST:** \$246.5K-\$1.1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

## Johnny's Italian Steakhouse

Steaks, seafood, pasta

**BEGAN:** 2002, Franchising: 2013  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 8  
**COST:** \$1.3M-\$4M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$5M net worth w/\$1M liquid

### Lumberjacks Restaurant

Family restaurants

**BEGAN:** 2004, Franchising: 2011  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 5  
**COST:** \$432.3K-\$1.3M, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$250K liquid

### The Melting Pot Restaurants

Fondue restaurants

**BEGAN:** 1975, Franchising: 1984  
**UNITS:** US: 118, CAN: 1, INTL: 5, CO: 3  
**COST:** \$969.2K-\$1.4M, Rty: 4.5%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$325K liquid

### Panini Kabob Grill

Mediterranean restaurants

**BEGAN:** 1997, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 12  
**COST:** \$1.2M-\$1.99M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$5M net worth w/\$1.5M liquid

### Quaker Steak & Lube

Chicken wings, burgers, salads, steaks

**BEGAN:** 1974, Franchising: 1997  
**UNITS:** US: 49, CAN: 0, INTL: 0, CO: 10  
**COST:** \$1.8M-\$3.7M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$3M net worth w/\$500K liquid

### Russo's New York Pizzeria ●

Pizza, pasta, soups, salads, sandwiches, desserts

**BEGAN:** 1994, Franchising: 1998  
**UNITS:** US: 32, CAN: 0, INTL: 5, CO: 6  
**COST:** \$451.4K-\$1.4M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$200K-\$450K liquid

### Symposium Cafe

Restaurants

**BEGAN:** 1996, Franchising: 2004  
**UNITS:** US: 0, CAN: 22, INTL: 0, CO: 20  
**COST:** \$816.5K-\$985.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1M-\$1M net worth w/\$750K liquid

### The Vine Wine Bar

Wine bars

**BEGAN:** 2010, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$186.95K-\$312.2K, Rty: 6%  
**FINANCING:** No

### Virgola Oysters & Italian Wine Bar

Oysters, crudo, meats, cheeses, Italian wines

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$154.6K-\$241.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$35K-\$50K liquid

## Food/ Quick-Service

### ASIAN FOOD

#### BonMi, Vietnamese Sandwiches & Bowls

Vietnamese food

**BEGAN:** 2011, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$271.2K-\$557.4K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$750K-\$1M net worth w/\$250K-\$500K liquid

#### The Flame Broiler

Chicken, beef, and tofu rice bowls

**BEGAN:** 1995, Franchising: 1999  
**UNITS:** US: 182, CAN: 0, INTL: 0, CO: 0  
**COST:** \$241.7K-\$408.5K, Rty: 5%  
**FINANCING:** No

#### Ginger Sushi Boutique ●

Sushi

**BEGAN:** 2000, Franchising: 2001  
**UNITS:** US: 0, CAN: 134, INTL: 2, CO: 0  
**COST:** \$263.3K-\$396.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$80K liquid

#### L&L Hawaiian Barbecue

Asian-American food

**BEGAN:** 1976, Franchising: 1991  
**UNITS:** US: 183, CAN: 0, INTL: 1, CO: 0  
**COST:** \$133.7K-\$527K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$1M net worth w/\$300K-\$1M liquid

#### LemonShark Poke ●

Poke

**BEGAN:** 2016, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$232.9K-\$473.7K, Rty: 3-6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$70K liquid

#### Maki-Mee

Sushi

**BEGAN:** 2011, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$251.1K-\$356.99K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$24.99K net worth w/\$24.99K liquid

#### Pho Hoa

Vietnamese food

**BEGAN:** 1983, Franchising: 1992  
**UNITS:** US: 11, CAN: 2, INTL: 37, CO: 13  
**COST:** \$135K-\$270.4K, Rty: \$2K-\$3.2K/mo.  
**FINANCING:** No  
**QUALIF:** \$200K-\$250K net worth w/\$80K liquid

### Samurai Sam's Teriyaki Grill

Japanese food

**BEGAN:** 1994, Franchising: 1995  
**UNITS:** US: 29, CAN: 0, INTL: 0, CO: 1  
**COST:** \$104.2K-\$430.1K, Rty: 6%+  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

### Teriyaki Madness

Asian food

**BEGAN:** 2003, Franchising: 2005  
**UNITS:** US: 45, CAN: 0, INTL: 0, CO: 2  
**COST:** \$270.7K-\$651.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$100K liquid

### Thai Express ●

Thai food

**BEGAN:** 2004, Franchising: 2004  
**UNITS:** US: 0, CAN: 272, INTL: 14, CO: 0  
**COST:** \$370.9K-\$832.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$150K-\$400K liquid

### BAKED GOODS

#### Auntie Anne's Hand-Rolled Soft Pretzels ●●

Soft pretzels

**BEGAN:** 1988, Franchising: 1989  
**UNITS:** US: 1,215, CAN: 3, INTL: 596, CO: 14  
**COST:** \$199.5K-\$385.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$100K liquid

#### Ben's Soft Pretzels

Soft pretzels, dipping sauces, beverages

**BEGAN:** 2008, Franchising: 2013  
**UNITS:** US: 64, CAN: 0, INTL: 0, CO: 16  
**COST:** \$117.3K-\$332K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$5M net worth w/\$50K-\$500K liquid

#### Between Rounds Bakery

##### Sandwich Cafe ●

Bagels, baked goods, deli items, sandwiches

**BEGAN:** 1990, Franchising: 1992  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 3  
**COST:** \$313K-\$438K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

#### Big Apple Bagels/ My Favorite Muffin ●

Bagels, sandwiches, muffins, coffee, smoothies

**BEGAN:** 1993, Franchising: 1993  
**UNITS:** US: 85, CAN: 0, INTL: 0, CO: 0  
**COST:** \$277.8K-\$394.2K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$100K liquid

### Breadsmith

European-style breads and sweets

**BEGAN:** 1993, Franchising: 1993  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 2  
**COST:** \$354.3K-\$399.9K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$150K liquid

### Cinnabon ●

Cinnamon rolls, baked goods, coffee

**BEGAN:** 1985, Franchising: 1986  
**UNITS:** US: 740, CAN: 29, INTL: 580, CO: 2  
**COST:** \$181.1K-\$325.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$120K liquid

### Cinnaholic ●

Cinnamon rolls, coffee

**BEGAN:** 2010, Franchising: 2014  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 0  
**COST:** \$178K-\$309.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

### Crumb & Get It Cookie Company

Made-to-order cookies

**BEGAN:** 2006, Franchising: 2013  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$128.7K-\$178.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### Gigi's Cupcakes

Cupcakes

**BEGAN:** 2007, Franchising: 2008  
**UNITS:** US: 94, CAN: 0, INTL: 1, CO: 0  
**COST:** \$237.2K-\$397.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

### Gran Paris Bakery

Baked goods, salads, sandwiches

**BEGAN:** 1968, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$209.3K-\$315.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$29.9K net worth w/\$29.9K liquid

### Great American Cookies ●

Cookies

**BEGAN:** 1977, Franchising: 1977  
**UNITS:** US: 341, CAN: 0, INTL: 19, CO: 0  
**COST:** \$202.9K-\$362.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

### Great Harvest Franchising

Bread bakeries

**BEGAN:** 1976, Franchising: 1978  
**UNITS:** US: 191, CAN: 0, INTL: 0, CO: 3  
**COST:** \$334.3K-\$521.97K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$130K-\$140K liquid

## Kolache Factory

Kolaches  
**BEGAN:** 1981, Franchising: 2000  
**UNITS:** US: 29, CAN: 0, INTL: 0, CO: 24  
**COST:** \$403.3K-\$659K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$150K liquid

## Krispy Kreme Doughnut

Doughnuts, coffee  
**BEGAN:** 1937, Franchising: 1947  
**UNITS:** US: 190, CAN: 7, INTL: 862, CO: 113  
**COST:** \$275K-\$1.9M, Rty: 4.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$3M liquid

## Le Macaron French Pastries ●

Macarons, pastries, gelato, chocolates, specialty coffee and tea  
**BEGAN:** 2009, Franchising: 2012  
**UNITS:** US: 37, CAN: 0, INTL: 0, CO: 6  
**COST:** \$146K-\$373.5K, Rty: 6%  
**FINANCING:** Yes

## Nestlé Toll House Café by Chip ●

Bakery cafés  
**BEGAN:** 2000, Franchising: 2000  
**UNITS:** US: 108, CAN: 3, INTL: 50, CO: 2  
**COST:** \$143.1K-\$526.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

## Nothing Bundt Cakes

Bundt cakes  
**BEGAN:** 1997, Franchising: 2006  
**UNITS:** US: 166, CAN: 0, INTL: 0, CO: 2  
**COST:** \$392.9K-\$545.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth w/\$150K liquid

## Philly Pretzel Factory ●

Soft pretzels  
**BEGAN:** 1998, Franchising: 2004  
**UNITS:** US: 161, CAN: 0, INTL: 0, CO: 14  
**COST:** \$132.3K-\$357K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

## Pinkabella

Cupcakes  
**BEGAN:** 2009, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$97.3K-\$189.1K, Rty: 3-5%  
**FINANCING:** No

## Pretzelmaker ●

Pretzels  
**BEGAN:** 1991, Franchising: 1992  
**UNITS:** US: 224, CAN: 47, INTL: 6, CO: 0  
**COST:** \$205.2K-\$332K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$100K liquid

## Rise Biscuits & Donuts

Biscuits and doughnuts  
**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 2  
**COST:** \$393.6K-\$676K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$2M net worth w/\$500K liquid

## Shipley Do-Nuts

Doughnuts, kolaches, pastries  
**BEGAN:** 1936, Franchising: 1987  
**UNITS:** US: 296, CAN: 0, INTL: 0, CO: 14  
**COST:** \$353.5K-\$500K, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$500K-\$750K net worth w/\$150K-\$250K liquid

## 2Good2B

Gluten-, corn-, and soy-free bakery and cafe  
**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$278K-\$968.5K, Rty: 5%  
**FINANCING:** Yes

## We're Rolling Pretzel Company ●

Soft pretzels, lemonade, frozen drinks  
**BEGAN:** 1996, Franchising: 2000  
**UNITS:** US: 17, CAN: 0, INTL: 0, CO: 15  
**COST:** \$91K-\$223K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

## Wetzel's Pretzels ●

Soft pretzels, lemonade, hot dogs  
**BEGAN:** 1994, Franchising: 1996  
**UNITS:** US: 284, CAN: 1, INTL: 9, CO: 9  
**COST:** \$164.95K-\$405.9K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

## BARBECUE

### Bar-B-Cutie SmokeHouse

Barbecue  
**BEGAN:** 1950, Franchising: 2003  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 2  
**COST:** \$286.99K-\$448.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$500K net worth w/\$75K-\$225K liquid

### Billy Sims BBQ

Barbecue  
**BEGAN:** 2004, Franchising: 2008  
**UNITS:** US: 48, CAN: 0, INTL: 0, CO: 1  
**COST:** \$169.2K-\$433.1K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$170K liquid

### Dickey's Barbecue Pit

Barbecue  
**BEGAN:** 1941, Franchising: 1994  
**UNITS:** US: 563, CAN: 0, INTL: 0, CO: 7  
**COST:** \$280.8K-\$481.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

## This Is It! Bar-B-Q & Seafood

Barbecue, seafood, soul food  
**BEGAN:** 1982, Franchising: 1992  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 8  
**COST:** \$413.8K-\$840.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$750K net worth w/\$100K-\$200K liquid

## Urban Bar-B-Que

Barbecue  
**BEGAN:** 2003, Franchising: 2013  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 0  
**COST:** \$182.7K-\$365.2K, Rty: 6%  
**FINANCING:** No

## CHICKEN

### Bojangles' Famous

Chicken 'n Biscuits  
 Chicken, biscuits, iced tea  
**BEGAN:** 1977, Franchising: 1978  
**UNITS:** US: 404, CAN: 0, INTL: 3, CO: 309  
**COST:** \$1.3M-\$2.2M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

### Buffalo Wild Wings

Buffalo wings, sandwiches  
**BEGAN:** 1982, Franchising: 1991  
**UNITS:** US: 562, CAN: 0, INTL: 14, CO: 594  
**COST:** \$1.4M-\$3.6M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1.5M net worth w/\$750K liquid

### Chester's ●●

Chicken  
**BEGAN:** 1952, Franchising: 2004  
**UNITS:** US: 1,117, CAN: 17, INTL: 22, CO: 0  
**COST:** \$8.6K-\$296.6K, Rty: 0  
**FINANCING:** Yes

### Chicken Salad Chick

Chicken salads, soups, sides  
**BEGAN:** 2008, Franchising: 2012  
**UNITS:** US: 58, CAN: 0, INTL: 0, CO: 12  
**COST:** \$439.5K-\$604.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$600K net worth w/\$150K liquid

### The Chickery

Chicken, sandwiches, salads  
**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 0, CAN: 3, INTL: 0, CO: 2  
**COST:** \$250K-\$512.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1M net worth w/\$500K liquid

### Church's Chicken

Chicken  
**BEGAN:** 1952, Franchising: 1969  
**UNITS:** US: 971, CAN: 17, INTL: 360, CO: 247  
**COST:** \$413.3K-\$1.3M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1.5M net worth w/\$650K liquid

## Golden Chick

Chicken  
**BEGAN:** 1967, Franchising: 1972  
**UNITS:** US: 148, CAN: 0, INTL: 1, CO: 10  
**COST:** \$235.5K-\$471K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M-\$2.5M net worth w/\$350K-\$500K liquid

## Hurricane Grill & Wings

Chicken wings, sandwiches, salads  
**BEGAN:** 1995, Franchising: 2006  
**UNITS:** US: 61, CAN: 0, INTL: 1, CO: 8  
**COST:** \$447K-\$912K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K liquid

## KFC US

Chicken  
**BEGAN:** 1930, Franchising: 1952  
**UNITS:** US: 4,064, CAN: 0, INTL: 10,567, CO: 5,321  
**COST:** \$1.5M-\$2.6M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$750K liquid

## Wingstop Restaurants

Chicken wings  
**BEGAN:** 1994, Franchising: 1998  
**UNITS:** US: 862, CAN: 0, INTL: 67, CO: 20  
**COST:** \$303.2K-\$922.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.2M net worth w/\$600K liquid

## COFFEE

### AraVita

Coffee, bubble tea, smoothies  
**BEGAN:** 2013, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$113.4K-\$181.2K, Rty: 4.5%  
**FINANCING:** Yes  
**QUALIF:** \$19.9K net worth w/\$19.9K liquid

### Biggby Coffee ●

Specialty coffee, tea, smoothies, baked goods  
**BEGAN:** 1994, Franchising: 1999  
**UNITS:** US: 222, CAN: 0, INTL: 0, CO: 0  
**COST:** \$161.4K-\$319.1K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$70K liquid

### Cocoa Grinder ●

Coffee, juices, breakfast, and lunch  
**BEGAN:** 2013, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$178.7K-\$265.1K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$100K liquid

**The Coffee Beanery ●**

Coffee, tea, sandwiches, salads

**BEGAN:** 1976, Franchising: 1985  
**UNITS:** US: 50, CAN: 0, INTL: 22, CO: 2  
**COST:** \$98.5K-\$433.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$75K-\$150K net worth w/\$35K liquid

**Drnk coffee + tea and Qwench juice bar ●**

Espresso, coffee, tea, smoothies, juices, sandwiches

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 11, CAN: 0, INTL: 0, CO: 2  
**COST:** \$264.1K-\$536.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$1M net worth w/\$150K-\$400K liquid

**Dunkin' Donuts**

Coffee, doughnuts, baked goods

**BEGAN:** 1950, Franchising: 1955  
**UNITS:** US: 8,884, CAN: 4, INTL: 3,399, CO: 0  
**COST:** \$228.6K-\$1.7M, Rty: 5.9%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$125K liquid

**Dunn Brothers Coffee ●**

Specialty coffee, tea, baked goods, sandwiches, soups, salads

**BEGAN:** 1987, Franchising: 1994  
**UNITS:** US: 78, CAN: 0, INTL: 0, CO: 4  
**COST:** \$388.2K-\$616.4K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$125K liquid

**The Human Bean Drive Thru**

Specialty coffee

**BEGAN:** 1998, Franchising: 2002  
**UNITS:** US: 49, CAN: 0, INTL: 0, CO: 13  
**COST:** \$173.8K-\$669.3K  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**Maui Wowi Hawaiian Coffees & Smoothies ●●**

Hawaiian coffee and smoothies

**BEGAN:** 1982, Franchising: 1997  
**UNITS:** US: 185, CAN: 0, INTL: 1, CO: 0  
**COST:** \$75.4K-\$559.5K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K-\$150K liquid

**Scooter's Coffee ●**

Specialty coffee, smoothies, pastries

**BEGAN:** 1998, Franchising: 2001  
**UNITS:** US: 118, CAN: 0, INTL: 0, CO: 22  
**COST:** \$270K-\$463.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$100K liquid

**FRRIES/POTATOES**

**French Fry Heaven ●**

Gourmet fries

**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$118.9K-\$339.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$60K liquid

**#getfried Fry Cafe ●**

French fries and fried foods

**BEGAN:** 2015, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$111.3K-\$220.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$300K net worth w/\$50K-\$150K liquid

**Hot Fries**

Fries, hot dogs, chicken wings, lemonade

**BEGAN:** 2011, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$166.99K-\$374.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$60K liquid

**Potatopia Franchise ●**

Potatoes, fries, potato chips, toppings

**BEGAN:** 2011, Franchising: 2013  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 2  
**COST:** \$192.6K-\$482.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$250K net worth w/\$100K liquid

**Smoke's Poutinerie**

Poutine, fries

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 5, CAN: 106, INTL: 0, CO: 0  
**COST:** \$350K-\$450K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$350K net worth w/\$350K liquid

**FRROZEN DESSERTS, CUSTARD**

**Abbott's Frozen Custard**

Frozen custard

**BEGAN:** 1902, Franchising: 1977  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 6  
**COST:** \$288.9K-\$406.2K, Rty: 5.5%  
**FINANCING:** No  
**QUALIF:** \$350K-\$500K net worth w/\$150K-\$500K liquid

**Culver Franchising System**

Frozen custard, specialty burgers

**BEGAN:** 1984, Franchising: 1988  
**UNITS:** US: 620, CAN: 0, INTL: 0, CO: 8  
**COST:** \$1.8M-\$4.3M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$600K liquid

**Freddy's Frozen Custard & Steakburgers**

Frozen custard, steakburgers, hot dogs

**BEGAN:** 2002, Franchising: 2004  
**UNITS:** US: 220, CAN: 0, INTL: 0, CO: 14  
**COST:** \$592.8K-\$1.99M, Rty: 4.5%  
**FINANCING:** No  
**QUALIF:** \$850K net worth w/\$250K liquid

**Ritter's Frozen Custard**

Frozen custard, burgers

**BEGAN:** 1990, Franchising: 1994  
**UNITS:** US: 20, CAN: 0, INTL: 0, CO: 0  
**COST:** \$365K-\$1.1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$750K-\$1.1M net worth w/\$150K-\$1.5M liquid

**Stricklands Frozen Custard**

Frozen custard, ice cream, yogurt, sorbet

**BEGAN:** 1936, Franchising: 2002  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 0  
**COST:** \$188.5K-\$315K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**FRROZEN DESSERTS, FROZEN YOGURT**

**Happy Cow Frozen Yogurt**

Frozen yogurt

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$210.4K-\$392.5K, Rty: 4.5%  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$450K net worth w/\$100K liquid

**Red Mango Cafe & Juice Bar ●**

Frozen yogurt, smoothies, juices, wraps

**BEGAN:** 2006, Franchising: 2007  
**UNITS:** US: 191, CAN: 0, INTL: 124, CO: 0  
**COST:** \$193.5K-\$466K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$200K liquid

**sweetFrog Premium Frozen Yogurt ●●**

Self-serve frozen yogurt

**BEGAN:** 2009, Franchising: 2012  
**UNITS:** US: 190, CAN: 0, INTL: 10, CO: 70  
**COST:** \$22K-\$439.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$150K liquid

**Yogen Fruz ●**

Frozen yogurt, soft-serve ice cream

**BEGAN:** 1986, Franchising: 1987  
**UNITS:** US: 74, CAN: 172, INTL: 980, CO: 6  
**COST:** \$123.2K-\$459.7K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$40K-\$75K liquid

**Yogurtland Franchising ●**

Self-serve frozen yogurt

**BEGAN:** 2006, Franchising: 2007  
**UNITS:** US: 272, CAN: 0, INTL: 41, CO: 13  
**COST:** \$309.3K-\$702K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$400K net worth w/\$200K liquid

**FRROZEN DESSERTS, GELATO**

**Milani Gelateria**

Gelato

**BEGAN:** 2010, Franchising: 2014  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$176.4K-\$242.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

**Morano Gelato Franchise**

Gelato, espresso, granita

**BEGAN:** 2010, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$301.2K-\$533.7K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$100K liquid

**Paciugo Gelato Caffè ●**

Gelato, pastries, beverages

**BEGAN:** 2000, Franchising: 2004  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 6  
**COST:** \$103.5K-\$455K, Rty: 4.5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$65K liquid

**Popbar ●**

Gelato, sorbetto, and frozen yogurt on a stick

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 10, CAN: 4, INTL: 10, CO: 1  
**COST:** \$217K-\$457.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$80K liquid

**FRROZEN DESSERTS, ICE CREAM**

**Baskin-Robbins ●**

Ice cream, frozen yogurt, frozen beverages

**BEGAN:** 1945, Franchising: 1948  
**UNITS:** US: 2,551, CAN: 96, INTL: 5,245, CO: 0  
**COST:** \$94.4K-\$402.2K, Rty: 5.9%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$125K liquid

**Ben & Jerry's ●**

Ice cream, frozen yogurt, sorbet, smoothies

**BEGAN:** 1978, Franchising: 1981  
**UNITS:** US: 238, CAN: 3, INTL: 323, CO: 18  
**COST:** \$156.4K-\$486K, Rty: 3%  
**FINANCING:** No  
**QUALIF:** \$350K net worth w/\$100K liquid

# FRANCHISE

## Bruster's Real Ice Cream

Ice cream, frozen yogurt, ices, sherbets

**BEGAN:** 1989, Franchising: 1993  
**UNITS:** US: 187, CAN: 0, INTL: 7, CO: 2  
**COST:** \$270.2K-\$1.3M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$80K-\$200K liquid

## Carvel ●

Ice cream, ice cream cakes

**BEGAN:** 1934, Franchising: 1947  
**UNITS:** US: 359, CAN: 0, INTL: 58, CO: 0  
**COST:** \$250.3K-\$383.1K,  
Rty: \$2.29/gallon  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth  
w/\$100K liquid

## Cold Stone Creamery ●

Ice cream, sorbet

**BEGAN:** 1988, Franchising: 1994  
**UNITS:** US: 916, CAN: 7,  
INTL: 330, CO: 10  
**COST:** \$52.2K-\$467.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth  
w/\$100K liquid

## Cream

Ice cream sandwiches

**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 23, CAN: 0, INTL: 0, CO: 3  
**COST:** \$191K-\$535K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M-\$1.8M net worth  
w/\$1.5M-\$1.8M liquid

## Dairy Queen

Ice cream, burgers, chicken

**BEGAN:** 1940, Franchising: 1944  
**UNITS:** US: 4,442, CAN: 654,  
INTL: 1,657, CO: 2  
**COST:** \$1.1M-\$1.9M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth  
w/\$400K liquid

## Dippin' Dots Franchising ●●

Specialty ice cream, frozen yogurt,  
ices, sorbet

**BEGAN:** 1988, Franchising: 1999  
**UNITS:** US: 120, CAN: 1, INTL: 13, CO: 1  
**COST:** \$112.2K-\$376.95K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$80K liquid

## The Haagen-Dazs Shoppe ●

Ice cream, frozen yogurt

**BEGAN:** 1961, Franchising: 1977  
**UNITS:** US: 205, CAN: 0, INTL: 0, CO: 0  
**COST:** \$154.2K-\$542.4K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth  
w/\$80K liquid

## Marble Slab Creamery

Ice cream, frozen yogurt, baked goods

**BEGAN:** 1983, Franchising: 1984  
**UNITS:** US: 219, CAN: 79,  
INTL: 45, CO: 0  
**COST:** \$293.1K-\$381.1K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth  
w/\$100K liquid

## Sloan's Ice Cream

Ice cream, candy, toys, novelty items

**BEGAN:** 1999, Franchising: 2012  
**UNITS:** US: 4, CAN: 0, INTL: 1, CO: 5  
**COST:** \$587.95K-\$896.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$750K-\$900K net worth  
w/\$150K-\$225K liquid

## Sub Zero Franchise ●

Ice cream, yogurt, custard, smoothies

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 46, CAN: 0, INTL: 3, CO: 4  
**COST:** \$160.8K-\$386K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$250K net worth  
w/\$50K liquid

## FROZEN DESSERTS, ICES

### Bahama Buck's Original

#### Shaved Ice ●

Shaved ice, fruit smoothies

**BEGAN:** 1989, Franchising: 1993  
**UNITS:** US: 103, CAN: 0, INTL: 0, CO: 3  
**COST:** \$223.3K-\$720.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth  
w/\$90K-\$200K liquid

### Kona Ice ●

Shaved-ice trucks

**BEGAN:** 2007, Franchising: 2008  
**UNITS:** US: 885, CAN: 3, INTL: 0, CO: 20  
**COST:** \$120.2K-\$143K, Rty: \$3K-\$4K/yr.  
**FINANCING:** Yes  
**QUALIF:** \$20K-\$40K liquid

### Rita's Italian Ice ●

Italian ice, frozen custard

**BEGAN:** 1984, Franchising: 1989  
**UNITS:** US: 611, CAN: 5, INTL: 9, CO: 0  
**COST:** \$150.5K-\$440.9K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth  
w/\$100K liquid

### Wanna Chill? ●●

Shaved ice, desserts

**BEGAN:** 2011, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$50.9K-\$186K, Rty: 5%  
**FINANCING:** Yes

## HAMBURGERS

### Built Custom Burgers

Build-your-own burgers

**BEGAN:** 2013, Franchising: 2014  
**UNITS:** US: 4, CAN: 0, INTL: 1, CO: 0  
**COST:** \$368K-\$982K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$800K-\$2M net worth  
w/\$200K-\$2M liquid

### Burgerfi International

Burgers, hot dogs, fries, onion rings,  
custard, craft beer, wine

**BEGAN:** 2011, Franchising: 2011  
**UNITS:** US: 76, CAN: 0, INTL: 2, CO: 6  
**COST:** \$698.5K-\$1.1M, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

### Burger 21

Burgers

**BEGAN:** 2010, Franchising: 2011  
**UNITS:** US: 19, CAN: 0, INTL: 0, CO: 4  
**COST:** \$428.3K-\$1.1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth  
w/\$250K liquid

### Carl's Jr. Restaurants

Burgers

**BEGAN:** 1945, Franchising: 1984  
**UNITS:** US: 1,033, CAN: 19,  
INTL: 371, CO: 122  
**COST:** \$1.4M-\$1.95M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K liquid

### Checkers and Rally's Restaurants

Burgers, fries

**BEGAN:** 1986, Franchising: 1989  
**UNITS:** US: 567, CAN: 0,  
INTL: 0, CO: 284  
**COST:** \$96.4K-\$1.5M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth  
w/\$250K liquid

### Farmer Boys Restaurants

Burgers, breakfast, sandwiches,  
salads, sides

**BEGAN:** 1981, Franchising: 1997  
**UNITS:** US: 59, CAN: 0, INTL: 0, CO: 29  
**COST:** \$1.1M-\$1.6M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$750K-\$1M net worth  
w/\$300K-\$500K liquid

### Fatburger North America ●

Burgers

**BEGAN:** 1952, Franchising: 1990  
**UNITS:** US: 69, CAN: 49, INTL: 44, CO: 0  
**COST:** \$500.5K-\$988K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth  
w/\$500K liquid

### Good Stuff Eatery

Burgers, fries, shakes

**BEGAN:** 2008, Franchising: 2014  
**UNITS:** US: 4, CAN: 0, INTL: 1, CO: 1  
**COST:** \$1.1M-\$1.3M, Rty: 5.5%  
**FINANCING:** No  
**QUALIF:** \$1M-\$3M net worth  
w/\$500K liquid

### Hardee's

Burgers, chicken, biscuits

**BEGAN:** 1961, Franchising: 1962  
**UNITS:** US: 1,699, CAN: 0,  
INTL: 331, CO: 116  
**COST:** \$1.4M-\$1.9M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K liquid

### Jack in the Box

Burgers

**BEGAN:** 1951, Franchising: 1982  
**UNITS:** US: 1,850, CAN: 0,  
INTL: 0, CO: 409  
**COST:** \$1.5M-\$2.9M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth  
w/\$250K-\$750K liquid

### Liberty Burger

Burgers, sides, shakes, alcohol

**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 4  
**COST:** \$540K-\$789K, Rty: 4%  
**FINANCING:** Yes

### McDonald's

Burgers, chicken, salads, beverages

**BEGAN:** 1955, Franchising: 1955  
**UNITS:** US: 13,109, CAN: 1,326,  
INTL: 17,501, CO: 5,075  
**COST:** \$1M-\$2.2M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$500K liquid

### Mooyah Franchise

Burgers, fries, shakes

**BEGAN:** 2007, Franchising: 2007  
**UNITS:** US: 75, CAN: 3, INTL: 15, CO: 4  
**COST:** \$373.4K-\$623.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth w/\$250K liquid

### Sonic Drive-In Restaurants

Burgers, hot dogs, chicken sandwiches,  
breakfast, ice cream, beverages

**BEGAN:** 1953, Franchising: 1959  
**UNITS:** US: 3,130, CAN: 0,  
INTL: 0, CO: 396  
**COST:** \$1M-\$1.8M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M-\$2M net worth  
w/\$500K-\$2M liquid

### Top Burger

Burgers, hot dogs, chicken, fries

**BEGAN:** 2012, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$200.9K-\$302.9K, Rty: 5%  
**FINANCING:** Yes

### Wayback Burgers

Burgers, fries, onion rings, shakes

**BEGAN:** 1991, Franchising: 2006  
**UNITS:** US: 112, CAN: 1, INTL: 5, CO: 2  
**COST:** \$209K-\$524.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### ● HOT DOGS

#### Dot Dog

Hot dogs and sausages

**BEGAN:** 2011, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$502.3K-\$927.5K, Rty: 6.5%  
**FINANCING:** No  
**QUALIF:** \$2M net worth w/\$150K liquid

#### Dave's the Doghouse ● ●

Hot dogs

**BEGAN:** 2002, Franchising: 2014  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$25K-\$245.7K, Rty: 6.5%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K liquid

#### Dog Haus International

Hot dogs, sausages, hamburgers

**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 17, CAN: 0, INTL: 0, CO: 2  
**COST:** \$362.1K-\$849.4K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1M net worth

#### Hot Dog on a Stick ●

Corn dogs, lemonade, fries, funnel cakes

**BEGAN:** 1946, Franchising: 1997  
**UNITS:** US: 9, CAN: 0, INTL: 10, CO: 69  
**COST:** \$338.2K-\$561K, Rty: 6%  
**FINANCING:** No

#### Umami Savory Hot Dogs ●

Gourmet fusion hot dogs

**BEGAN:** 1993, Franchising: 2015  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$118.2K-\$226.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$400K net worth w/\$100K-\$150K liquid

#### Wienerschnitzel ●

Hot dogs, ice cream

**BEGAN:** 1961, Franchising: 1965  
**UNITS:** US: 320, CAN: 0, INTL: 2, CO: 20  
**COST:** \$303.6K-\$1.3M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth w/\$250K liquid

### ● MEDITERRANEAN FOOD

#### Flame & Skewers

Mediterranean food

**BEGAN:** 2008, Franchising: 2014  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$295.3K-\$459.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$400K net worth w/\$30K-\$50K liquid

### Flatbread Grill

Mediterranean food

**BEGAN:** 2008, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$293K-\$772.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1.2M net worth w/\$600K liquid

#### Taste of Mediterranean ●

Greek and Middle Eastern food

**BEGAN:** 2004, Franchising: 2007  
**UNITS:** US: 5, CAN: 9, INTL: 0, CO: 0  
**COST:** \$98.8K-\$287.4K, Rty: \$1K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

### ● MEXICAN FOOD

#### America's Taco Shop

Mexican food

**BEGAN:** 2008, Franchising: 2011  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 5  
**COST:** \$230.5K-\$708.3K, Rty: 6%+  
**FINANCING:** Yes  
**QUALIF:** \$375K net worth w/\$90K liquid

#### Chronic Tacos Enterprises

Mexican food

**BEGAN:** 2002, Franchising: 2006  
**UNITS:** US: 38, CAN: 1, INTL: 0, CO: 4  
**COST:** \$294K-\$794K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

#### Del Taco

Mexican/American food

**BEGAN:** 1964, Franchising: 1967  
**UNITS:** US: 252, CAN: 0, INTL: 0, CO: 303  
**COST:** \$960.7K-\$1.9M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

#### Fuzzy's Taco Shop

Baja-style Mexican food

**BEGAN:** 2003, Franchising: 2009  
**UNITS:** US: 83, CAN: 0, INTL: 0, CO: 7  
**COST:** \$329.3K-\$1.1M, Rty: 3.5-5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

#### Los Tacos by Chef Omar

Mexican food

**BEGAN:** 2014, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 5  
**COST:** \$224.9K-\$364.4K, Rty: 3.5%  
**FINANCING:** Yes  
**QUALIF:** \$24.9K net worth w/\$24.9K liquid

#### Moe's Southwest Grill

Southwestern food

**BEGAN:** 2000, Franchising: 2001  
**UNITS:** US: 675, CAN: 0, INTL: 2, CO: 5  
**COST:** \$368.8K-\$915.7K, Rty: to 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$500K liquid

### Mucho Burrito

Mexican food

**BEGAN:** 2006, Franchising: 2006  
**UNITS:** US: 2, CAN: 98, INTL: 3, CO: 1  
**COST:** \$282.5K-\$649.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$150K liquid

#### Pancheros Mexican Grill

Mexican food

**BEGAN:** 1992, Franchising: 1995  
**UNITS:** US: 42, CAN: 0, INTL: 0, CO: 26  
**COST:** \$394.3K-\$931K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$750K net worth w/\$250K liquid

#### Pedro's Tacos

Fish tacos, Mexican food

**BEGAN:** 1986, Franchising: 2015  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 2  
**COST:** \$376.7K-\$542.5K, Rty: 3%  
**FINANCING:** No  
**QUALIF:** \$550K net worth w/\$250K liquid

#### Qdoba Mexican Eats

Mexican food

**BEGAN:** 1995, Franchising: 1997  
**UNITS:** US: 340, CAN: 5, INTL: 0, CO: 379  
**COST:** \$871K-\$2M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$2.5M-\$2.5M net worth w/\$750K liquid

#### Quesada Burritos & Tacos ●

Mexican food

**BEGAN:** 2003, Franchising: 2010  
**UNITS:** US: 0, CAN: 85, INTL: 0, CO: 4  
**COST:** \$180K-\$280K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$70K liquid

#### R Taco

Baja-style Mexican food

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 7  
**COST:** \$512.4K-\$782.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1.5M net worth w/\$750K liquid

#### Taco Bell ●

Mexican food

**BEGAN:** 1962, Franchising: 1964  
**UNITS:** US: 5,274, CAN: 0, INTL: 285, CO: 909  
**COST:** \$1.2M-\$2.6M, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$750K liquid

#### Taco Bueno ●

Mexican food

**BEGAN:** 1967, Franchising: 2004  
**UNITS:** US: 22, CAN: 0, INTL: 0, CO: 160  
**COST:** \$639K-\$1.6M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$450K liquid

### Taco Casa

Mexican food

**BEGAN:** 1972, Franchising: 1972  
**UNITS:** US: 70, CAN: 0, INTL: 0, CO: 2  
**COST:** \$615K-\$2.1M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$400K liquid

#### Taco Rico Tex-Mex Cafe

Mexican food

**BEGAN:** 1991, Franchising: 2014  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 5  
**COST:** \$129.8K-\$285.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$25K liquid

#### TacoTime

Mexican food

**BEGAN:** 1958, Franchising: 1961  
**UNITS:** US: 144, CAN: 124, INTL: 0, CO: 0  
**COST:** \$142.3K-\$819.1K, Rty: 6%+  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

### ● PIZZA

#### Blaze Fast-Fire'd Pizza

Assembly-line pizza

**BEGAN:** 2012, Franchising: 2012  
**UNITS:** US: 193, CAN: 5, INTL: 0, CO: 5  
**COST:** \$397.5K-\$989.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$500K liquid

#### Blocks Pizza

Pizza

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$222.1K-\$326.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

#### Captain Tony's Pizza & Pasta Emporium ●

Pizza, pasta, subs, wings

**BEGAN:** 1972, Franchising: 1985  
**UNITS:** US: 6, CAN: 0, INTL: 2, CO: 0  
**COST:** \$197.6K-\$389.8K, Rty: to 4.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

#### Cottage Inn Pizza

Pizza

**BEGAN:** 1948, Franchising: 1986  
**UNITS:** US: 44, CAN: 0, INTL: 0, CO: 9  
**COST:** \$200K-\$350K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$100K liquid

#### Figaro's Pizza

Pizza, take-and-bake pizza

**BEGAN:** 1981, Franchising: 1986  
**UNITS:** US: 43, CAN: 0, INTL: 7, CO: 0  
**COST:** \$111K-\$546K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K liquid

## Flippin' Pizza

Pizza, salads

**BEGAN:** 2007, Franchising: 2010  
**UNITS:** US: 18, CAN: 0, INTL: 1, CO: 2  
**COST:** \$221.3K-\$398.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$400K liquid

## Fox's Pizza Den

Pizza, sandwiches, wings, salads

**BEGAN:** 1971, Franchising: 1974  
**UNITS:** US: 245, CAN: 0, INTL: 0, CO: 0  
**COST:** \$129.6K-\$228.1K, Rty: \$300/mo.  
**FINANCING:** No  
**QUALIF:** \$200K net worth w/\$40K liquid

## Happy Joe's

Pizza, pasta, sandwiches, salads, frozen yogurt

**BEGAN:** 1972, Franchising: 1973  
**UNITS:** US: 44, CAN: 0, INTL: 0, CO: 10  
**COST:** \$310.3K-\$1M, Rty: 4.5%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$300K liquid

## Hungry Howie's Pizza & Subs

Pizza, subs, calzones, bread, wings, salads

**BEGAN:** 1973, Franchising: 1982  
**UNITS:** US: 518, CAN: 0, INTL: 0, CO: 30  
**COST:** \$251.4K-\$495.9K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

## Jet's Pizza

Pizza, subs, wings, salads

**BEGAN:** 1978, Franchising: 1990  
**UNITS:** US: 354, CAN: 0, INTL: 0, CO: 34  
**COST:** \$450K-\$630.5K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M-\$2M net worth w/\$250K-\$500K liquid

## LaRosa's Pizzeria

Pizza, Italian food

**BEGAN:** 1954, Franchising: 1967  
**UNITS:** US: 52, CAN: 0, INTL: 0, CO: 14  
**COST:** \$775.7K-\$887.5K, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$500K liquid

## Ledo Pizza

Pizza, subs, pasta

**BEGAN:** 1986, Franchising: 1989  
**UNITS:** US: 100, CAN: 0, INTL: 0, CO: 0  
**COST:** \$126.3K-\$442K, Rty: 6%  
**FINANCING:** No

## Marco's Pizza ●

Pizza, subs, wings, cheese bread

**BEGAN:** 1978, Franchising: 1979  
**UNITS:** US: 827, CAN: 0, INTL: 13, CO: 0  
**COST:** \$222.8K-\$663.8K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

## MidiCi The Neapolitan

### Pizza Company

Neapolitan pizza, appetizers, salads, desserts, beverages

**BEGAN:** 2015, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$612.6K-\$774.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K liquid

## 1000 Degrees Neapolitan Pizzeria

Assembly-line pizza and salads

**BEGAN:** 2014, Franchising: 2014  
**UNITS:** US: 25, CAN: 0, INTL: 2, CO: 1  
**COST:** \$218.2K-\$764.3K, Rty: 5-6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$1M net worth w/\$150K-\$400K liquid

## Papa John's International

Pizza

**BEGAN:** 1985, Franchising: 1986  
**UNITS:** US: 2,731, CAN: 118, INTL: 1,561, CO: 645  
**COST:** \$130.1K-\$844.4K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

## Papa Murphy's

Take-and-bake pizza

**BEGAN:** 1981, Franchising: 1982  
**UNITS:** US: 1,360, CAN: 18, INTL: 24, CO: 161  
**COST:** \$274.6K-\$499.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$275K net worth w/\$80K liquid

## Persona Wood Fired Pizzeria

Assembly-line pizza and salads

**BEGAN:** 2013, Franchising: 2014  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$361.95K-\$648.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$100K liquid

## Pizza Factory ●

Pizza, pasta, sandwiches

**BEGAN:** 1979, Franchising: 1985  
**UNITS:** US: 110, CAN: 0, INTL: 0, CO: 2  
**COST:** \$151K-\$638.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$90K liquid

## Pizza Hut

Pizza, pasta, wings

**BEGAN:** 1958, Franchising: 1959  
**UNITS:** US: 7,335, CAN: 0, INTL: 8,104, CO: 686  
**COST:** \$297K-\$2.1M, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$700K net worth w/\$350K liquid

## Pizza 9

### Franchise System

Pizza

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 20, CAN: 0, INTL: 0, CO: 2  
**COST:** \$64.6K-\$353.98K, Rty: 5.5%  
**FINANCING:** Yes

## Pizza Patron

**BEGAN:** 1986, Franchising: 2002

**UNITS:** US: 95, CAN: 0, INTL: 0, CO: 1  
**COST:** \$273.6K-\$419.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$150K liquid

## The Pizza Press

Assembly-line pizza

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 2  
**COST:** \$311K-\$650.5K, Rty: 6%  
**FINANCING:** Yes

## Pizza Ranch

Pizza, chicken, salad bar, buffet

**BEGAN:** 1981, Franchising: 1984  
**UNITS:** US: 193, CAN: 0, INTL: 0, CO: 7  
**COST:** \$1M-\$2.8M, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$273K-\$501.5K net worth w/\$273K-\$501.5K liquid

## Pizza Schmizza

Pizza

**BEGAN:** 1993, Franchising: 2002  
**UNITS:** US: 21, CAN: 0, INTL: 0, CO: 2  
**COST:** \$91K-\$546K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$250K liquid

## Rascal House

Pizza, pasta, sandwiches, salads, desserts

**BEGAN:** 1980, Franchising: 2003  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 3  
**COST:** \$386.7K-\$694.7K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$750K-\$1M net worth w/\$120K-\$200K liquid

## RedBrick Pizza

Pizza, pasta, sandwiches, salads, gelato

**BEGAN:** 1999, Franchising: 1999  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 2  
**COST:** \$201.4K-\$538.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$200K liquid

## Rosati's Pizza

Pizza, Italian food

**BEGAN:** 1964, Franchising: 2006  
**UNITS:** US: 124, CAN: 0, INTL: 0, CO: 15  
**COST:** \$131.2K-\$1.2M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$80K net worth w/\$80K liquid

## Smokin' Oak Wood-Fired Pizza

Wood-fired pizza

**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 0  
**COST:** \$447.4K-\$713K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K liquid

## Squisito Pizza & Pasta

Italian food

**BEGAN:** 1998, Franchising: 2008  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 5  
**COST:** \$269.6K-\$596.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$600K net worth w/\$180K liquid

## Toppers Pizza

Pizza, breadsticks, wings

**BEGAN:** 1991, Franchising: 2000  
**UNITS:** US: 73, CAN: 0, INTL: 0, CO: 0  
**COST:** \$291.7K-\$527.2K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$750K-\$1M net worth w/\$350K-\$500K liquid

## Urban Bricks Pizza ●

Pizza

**BEGAN:** 2015, Franchising: 2015  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 0  
**COST:** \$355.4K-\$847.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$2M net worth w/\$300K-\$2M liquid

## Villa Italian Kitchen

Pizza, Italian food

**BEGAN:** 1964, Franchising: 1999  
**UNITS:** US: 75, CAN: 0, INTL: 23, CO: 152  
**COST:** \$296.95K-\$894K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$300K net worth w/\$100K-\$250K liquid

## Westside Pizza

Pizza, pasta, wings, salads

**BEGAN:** 1996, Franchising: 2006  
**UNITS:** US: 27, CAN: 0, INTL: 0, CO: 1  
**COST:** \$121.4K-\$317.4K, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$60K liquid

## Your Pie

Assembly-line pizza

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 2  
**COST:** \$318.8K-\$485.1K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid



**SANDWICHES**

**Amsterdam Falafelshops**

Falafel sandwiches, fries, dipping sauces

**BEGAN:** 2004, Franchising: 2010  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 1  
**COST:** \$371.3K-\$513.4K, Rty: 5-6%  
**FINANCING:** Yes

**Arby's Restaurant Group**

Sandwiches, fries, salads, shakes

**BEGAN:** 1964, Franchising: 1965  
**UNITS:** US: 2,166, CAN: 61, INTL: 59, CO: 1,062  
**COST:** \$271.95K-\$1.8M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

**Blimpie Subs & Salads**

Subs, salads

**BEGAN:** 1964, Franchising: 1970  
**UNITS:** US: 352, CAN: 0, INTL: 8, CO: 4  
**COST:** \$74.97K-\$401.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

**Capriotti's Sandwich Shop**

Subs

**BEGAN:** 1976, Franchising: 1991  
**UNITS:** US: 83, CAN: 0, INTL: 0, CO: 17  
**COST:** \$328K-\$525.5K, Rty: 6-7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K-\$300K liquid

**Charleys Philly Steaks**

Philly cheesesteaks, fries, lemonade

**BEGAN:** 1986, Franchising: 1991  
**UNITS:** US: 440, CAN: 4, INTL: 75, CO: 56  
**COST:** \$225.6K-\$532.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**Cousins Subs ●**

Hot/cold subs, salads, soups, desserts

**BEGAN:** 1972, Franchising: 1985  
**UNITS:** US: 81, CAN: 0, INTL: 0, CO: 23  
**COST:** \$182.2K-\$564K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$100K liquid

**Deli Delicious ●**

Sandwiches, salads, lettuce wraps, fries

**BEGAN:** 1996, Franchising: 2008  
**UNITS:** US: 48, CAN: 0, INTL: 0, CO: 0  
**COST:** \$216.4K-\$465.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K liquid

**Earl of Sandwich (USA)**

Sandwiches, wraps, salads, desserts

**BEGAN:** 2003, Franchising: 2005  
**UNITS:** US: 15, CAN: 0, INTL: 3, CO: 12  
**COST:** \$339.1K-\$495.4K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$350K net worth w/\$200K liquid

**Erbert & Gerbert's**

**Sandwich Shop**

Subs, soups

**BEGAN:** 1987, Franchising: 1992  
**UNITS:** US: 98, CAN: 0, INTL: 0, CO: 4  
**COST:** \$197.5K-\$391.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$60K liquid

**Extreme Pita ●**

Pita wrap sandwiches, pizzas, smoothies, salads

**BEGAN:** 1997, Franchising: 1998  
**UNITS:** US: 19, CAN: 137, INTL: 0, CO: 3  
**COST:** \$160K-\$442K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$80K liquid

**Firehouse Subs**

Subs

**BEGAN:** 1994, Franchising: 1995  
**UNITS:** US: 1,016, CAN: 5, INTL: 1, CO: 32  
**COST:** \$124.7K-\$1.3M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$80K-\$100K liquid

**The Great Steak & Potato Company**

Philly cheesesteaks, fries, baked potatoes

**BEGAN:** 1985, Franchising: 1986  
**UNITS:** US: 62, CAN: 0, INTL: 14, CO: 0  
**COST:** \$129.2K-\$511.1K, Rty: 6%+  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**Great Wraps Grill**

Hot wrapped sandwiches, cheesesteaks, rice bowls, salads, smoothies

**BEGAN:** 1974, Franchising: 1983  
**UNITS:** US: 68, CAN: 0, INTL: 0, CO: 0  
**COST:** \$159.5K-\$485.5K, Rty: 5.5%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$100K liquid

**Groucho's Deli ●**

Subs, salads

**BEGAN:** 1941, Franchising: 2001  
**UNITS:** US: 31, CAN: 0, INTL: 0, CO: 1  
**COST:** \$70.7K-\$368.9K, Rty: 5.25%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$60K liquid

**The Gyro Shack**

Gyros and Mediterranean food

**BEGAN:** 2009, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$168.6K-\$309.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1M net worth w/\$250K liquid

**Jersey Mike's Subs**

Subs

**BEGAN:** 1956, Franchising: 1987  
**UNITS:** US: 1,201, CAN: 0, INTL: 0, CO: 56  
**COST:** \$193.2K-\$660.4K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**Jimmy John's**

**Gourmet Sandwiches**

Sandwiches

**BEGAN:** 1983, Franchising: 1993  
**UNITS:** US: 2,651, CAN: 0, INTL: 0, CO: 63  
**COST:** \$329.5K-\$557.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$80K liquid

**Jon Smith Subs**

Grilled subs

**BEGAN:** 1988, Franchising: 2007  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 6  
**COST:** \$278K-\$602.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

**Lenny's Grill & Subs ●**

Subs, Philly cheesesteaks, salads

**BEGAN:** 1998, Franchising: 2001  
**UNITS:** US: 96, CAN: 0, INTL: 0, CO: 2  
**COST:** \$188.2K-\$396.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$75K liquid

**McAlister's Deli ●**

Sandwiches, salads, baked potatoes

**BEGAN:** 1989, Franchising: 1994  
**UNITS:** US: 355, CAN: 0, INTL: 0, CO: 32  
**COST:** \$579K-\$1.5M, Rty: to 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$750K liquid

**Penn Station East Coast Subs**

Grilled subs

**BEGAN:** 1985, Franchising: 1987  
**UNITS:** US: 309, CAN: 0, INTL: 0, CO: 1  
**COST:** \$293.1K-\$593K, Rty: 4-8%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$300K liquid

**Pita Pit**

Pita sandwiches

**BEGAN:** 1995, Franchising: 1997  
**UNITS:** US: 236, CAN: 223, INTL: 130, CO: 22  
**COST:** \$197.6K-\$410.3K, Rty: 5-6%  
**FINANCING:** Yes  
**QUALIF:** \$75K liquid

**PrimoHoagies Franchising**

Italian subs

**BEGAN:** 2002, Franchising: 2002  
**UNITS:** US: 88, CAN: 0, INTL: 0, CO: 1  
**COST:** \$196.2K-\$338.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

**Roy Rogers Restaurants**

Roast beef sandwiches, chicken, burgers

**BEGAN:** 1968, Franchising: 1980  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 24  
**COST:** \$868.3K-\$1.6M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

**San Francisco Sourdough Eatery ●**

Sourdough sandwiches, salads, soups

**BEGAN:** 1999, Franchising: 2003  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 0  
**COST:** \$150.4K-\$293.8K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$50K-\$100K liquid

**Schlotzsky's ●**

Sandwiches, pizza, salads

**BEGAN:** 1971, Franchising: 1976  
**UNITS:** US: 337, CAN: 0, INTL: 2, CO: 25  
**COST:** \$503.8K-\$787.98K, Rty: to 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K liquid

**Steak Escape Sandwich Grill**

Grilled sandwiches, burgers, baked potatoes, salads, fries

**BEGAN:** 1982, Franchising: 1983  
**UNITS:** US: 52, CAN: 0, INTL: 10, CO: 4  
**COST:** \$148.3K-\$561K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$250K liquid

**Subway ●**

Subs, salads

**BEGAN:** 1965, Franchising: 1974  
**UNITS:** US: 26,291, CAN: 3,248, INTL: 15,069, CO: 0  
**COST:** \$147.1K-\$320.7K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$80K-\$310K net worth w/\$30K-\$90K liquid

**Togo's Eateries**

Specialty sandwiches, salads, soups, wraps

**BEGAN:** 1971, Franchising: 1977  
**UNITS:** US: 238, CAN: 0, INTL: 0, CO: 12  
**COST:** \$274K-\$508.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$150K liquid

**Tom and Chee Worldwide ●**

Grilled cheese sandwiches, tomato soup

**BEGAN:** 2009, Franchising: 2012  
**UNITS:** US: 28, CAN: 0, INTL: 0, CO: 3  
**COST:** \$402.2K-\$835K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$850K net worth w/\$500K liquid

## Tubby's Sub Shop

Subs  
**BEGAN:** 1968, Franchising: 1978  
**UNITS:** US: 59, CAN: 0, INTL: 0, CO: 0  
**COST:** \$102.9K-\$283.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$75K liquid

## Which Wich

**Superior Sandwiches** ●  
 Sandwiches  
**BEGAN:** 2003, Franchising: 2004  
**UNITS:** US: 376, CAN: 0, INTL: 23, CO: 3  
**COST:** \$203K-\$495.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

## SEAFOOD

### Captain D's

Seafood  
**BEGAN:** 1969, Franchising: 1969  
**UNITS:** US: 222, CAN: 0, INTL: 0, CO: 299  
**COST:** \$781K-\$1.1M, Rty: 4.5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$350K liquid

### Coconut's Fish Cafe Franchise

Hawaiian seafood  
**BEGAN:** 2009, Franchising: 2013  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$412.8K-\$808.8K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$750K net worth w/\$400K liquid

### Cousins Maine Lobster

Lobster food trucks  
**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 11, CAN: 0, INTL: 0, CO: 2  
**COST:** \$143.4K-\$344.9K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K net worth w/\$50K-\$75K liquid

### Slapfish

Seafood  
**BEGAN:** 2012, Franchising: 2013  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 2  
**COST:** \$447.6K-\$757.7K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$250K liquid

## SMOOTHIES/JUICES

### Bluetree Juice

Juices, smoothies, acai, healthful food  
**BEGAN:** 2012, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$152.1K-\$350K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$25K net worth w/\$25K liquid

### Clean Juice

Organic juices, smoothies, acai bowls  
**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 4  
**COST:** \$246.5K-\$498.5K, Rty: 6%  
**FINANCING:** Yes

### Juice It Up!

Raw juices, smoothies, acai and pitaya bowls, healthful snacks  
**BEGAN:** 1995, Franchising: 1998  
**UNITS:** US: 88, CAN: 0, INTL: 0, CO: 1  
**COST:** \$216.4K-\$378.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### Kwench Juice Cafe

Smoothies, juices  
**BEGAN:** 2015, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 0  
**COST:** \$73.9K-\$114.4K  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

### MixStirs

Smoothies, protein shakes, wraps, salads  
**BEGAN:** 2007, Franchising: 2007  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 0  
**COST:** \$59.1K-\$197.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$25K liquid

### Nekter Juice Bar

Juices, smoothies, acai bowls  
**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 17, CAN: 0, INTL: 0, CO: 41  
**COST:** \$201.5K-\$452.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$125K liquid

### NrGize Lifestyle Cafe

Smoothies, meal-replacement shakes, protein bars  
**BEGAN:** 2006, Franchising: 2006  
**UNITS:** US: 90, CAN: 0, INTL: 0, CO: 0  
**COST:** \$63.4K-\$341.1K, Rty: 6%+  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

### Robeks Fresh Juices & Smoothies

Juices, smoothies, bowls  
**BEGAN:** 1996, Franchising: 2001  
**UNITS:** US: 84, CAN: 0, INTL: 0, CO: 0  
**COST:** \$245K-\$329.5K, Rty: 6-7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

### Smoothie Factory

Smoothies, juices, nutritional supplements  
**BEGAN:** 1996, Franchising: 1997  
**UNITS:** US: 33, CAN: 0, INTL: 0, CO: 0  
**COST:** \$226.5K-\$343.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

### Smoothie King

Smoothies, health products  
**BEGAN:** 1973, Franchising: 1988  
**UNITS:** US: 759, CAN: 0, INTL: 117, CO: 26  
**COST:** \$188.2K-\$414.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### Surf City Squeeze

Smoothies, fruit drinks, nutritional supplements  
**BEGAN:** 1988, Franchising: 1994  
**UNITS:** US: 97, CAN: 0, INTL: 0, CO: 0  
**COST:** \$64.6K-\$311.8K, Rty: 6%+  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

### Tropical Smoothie Cafe

Smoothies, salads, wraps, sandwiches, flatbreads  
**BEGAN:** 1997, Franchising: 1997  
**UNITS:** US: 597, CAN: 0, INTL: 0, CO: 1  
**COST:** \$222.8K-\$525.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$125K liquid

## MISCELLANEOUS QUICK-SERVICE RESTAURANTS

### D.P. Dough

Calzones, wings, salads, desserts  
**BEGAN:** 1987, Franchising: 1996  
**UNITS:** US: 22, CAN: 0, INTL: 0, CO: 3  
**COST:** \$291.5K-\$487.8K, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$400K net worth w/\$125K liquid

### Fazolis Franchising Systems

Italian food  
**BEGAN:** 1988, Franchising: 1991  
**UNITS:** US: 89, CAN: 0, INTL: 0, CO: 123  
**COST:** \$883K-\$1.4M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$250K liquid

### Fuel Recharge Yourself

Healthful food  
**BEGAN:** 2009, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$214.7K-\$380.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

### Golden Krust Franchising

Caribbean-style food  
**BEGAN:** 1989, Franchising: 1996  
**UNITS:** US: 110, CAN: 0, INTL: 0, CO: 6  
**COST:** \$173.4K-\$564K, Rty: 3%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$150K liquid

### Grabbagreen

Healthful food, juices, smoothies  
**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$222.9K-\$396.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

### Green Leaf's/Banana's

Salads, sandwiches, smoothies, frozen yogurt  
**BEGAN:** 1998, Franchising: 1998  
**UNITS:** US: 18, CAN: 0, INTL: 4, CO: 24  
**COST:** \$219.5K-\$574.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$350K net worth w/\$100K-\$250K liquid

### The Halal Guys

Halal street food  
**BEGAN:** 1990, Franchising: 2014  
**UNITS:** US: 22, CAN: 0, INTL: 4, CO: 2  
**COST:** \$233.6K-\$844K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$2M net worth w/\$1M liquid

### Jazen Tea

Fruit and bubble teas, slushies, smoothies, snacks  
**BEGAN:** 2012, Franchising: 2013  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 9  
**COST:** \$123.5K-\$232.9K, Rty: \$1.2K-\$1.6K/mo.  
**FINANCING:** No  
**QUALIF:** \$200K net worth w/\$60K-\$80K liquid

### Meatballs Etc.

Build-your-own pasta bowls, salads, subs, and wraps  
**BEGAN:** 2015, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$276.6K-\$498K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$400K-\$500K net worth w/\$130K liquid

### Muscle Maker Grill

Healthful food  
**BEGAN:** 1995, Franchising: 2007  
**UNITS:** US: 41, CAN: 0, INTL: 0, CO: 7  
**COST:** \$187.5K-\$454K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$300K net worth w/\$100K liquid

### Newk's Eatery

Sandwiches, salads, soups, pizzas, desserts  
**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 87, CAN: 0, INTL: 0, CO: 15  
**COST:** \$932K-\$1.1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$3M net worth w/\$1.5M liquid

**Orion Food Systems ●**

Fast-food systems for nontraditional markets

**BEGAN:** 1982, Franchising: 1993  
**UNITS:** US: 874, CAN: 20, INTL: 6, CO: 0  
**COST:** \$59.5K-\$140K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth

**Rachel's Kitchen**

Salads, sandwiches, smoothies, breakfast

**BEGAN:** 2006, Franchising: 2008  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 0  
**COST:** \$240.5K-\$514.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$1M net worth w/\$300K-\$1M liquid

**Saladworks**

Salads, sandwiches, wraps, paninis, soups

**BEGAN:** 1986, Franchising: 1992  
**UNITS:** US: 94, CAN: 0, INTL: 3, CO: 1  
**COST:** \$498.1K-\$592.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$400K liquid

**Smiling Moose Rocky Mountain Deli**

Sandwiches, wraps, soups, salads, breakfast

**BEGAN:** 2003, Franchising: 2008  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 3  
**COST:** \$316.3K-\$685K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$350K liquid

**UFood Grill ●**

Healthful food

**BEGAN:** 1999, Franchising: 2004  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 1  
**COST:** \$418K-\$598.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$200K liquid

**Vitality Bowls**

Acai bowls, smoothies, juices, paninis, salads

**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 33, CAN: 0, INTL: 0, CO: 5  
**COST:** \$151K-\$559.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$100K liquid

**Waffle Brothers ●**

Waffles, chicken

**BEGAN:** 2006, Franchising: 2013  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$236.6K-\$315.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$300K net worth w/\$50K-\$70K liquid

**Xavier Artisan**

Sandwiches, wraps, soups, salads, ice cream, coffee

**BEGAN:** 2015, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$165.7K-\$322.5K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$450K net worth w/\$150K liquid

**Zoup! Systems**

Soups, salads, sandwiches

**BEGAN:** 1998, Franchising: 2003  
**UNITS:** US: 82, CAN: 10, INTL: 0, CO: 3  
**COST:** \$372.7K-\$568.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$400K net worth w/\$120K-\$150K liquid

**Food/Retail Sales**

► **CANDY**

**Chocolate Works**

Chocolates, candy, parties

**BEGAN:** 1973, Franchising: 2012  
**UNITS:** US: 20, CAN: 0, INTL: 0, CO: 1  
**COST:** \$290.5K-\$456.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$5M net worth w/\$200K liquid

**Fuzziwig's Candy Factory**

Self-serve bulk candy

**BEGAN:** 1996, Franchising: 2002  
**UNITS:** US: 43, CAN: 0, INTL: 1, CO: 3  
**COST:** \$184K-\$363.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$75K liquid

**Island of Treats ●**

Candy kiosks

**BEGAN:** 2013, Franchising: 2014  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 2  
**COST:** \$72.7K-\$148.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$30K liquid

**Kilwins Chocolates Franchise**

Chocolates, fudge, ice cream

**BEGAN:** 1947, Franchising: 1982  
**UNITS:** US: 105, CAN: 0, INTL: 0, CO: 2  
**COST:** \$386.1K-\$540.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$125K liquid

**River Street Sweets-Savannah's Candy Kitchen**

Southern candies

**BEGAN:** 1973, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 14  
**COST:** \$396.8K-\$776K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

**Rocky Mountain**

**Chocolate Factory ●**  
 Chocolates, confections

**BEGAN:** 1981, Franchising: 1982  
**UNITS:** US: 189, CAN: 64, INTL: 26, CO: 4  
**COST:** \$191.3K-\$363.1K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$50K liquid

**Schokolad Chocolate Factory**

European-style chocolates, coffee, gelato

**BEGAN:** 1995, Franchising: 1999  
**UNITS:** US: 19, CAN: 0, INTL: 3, CO: 0  
**COST:** \$121.5K-\$153.5K, Rty: \$600/mo.  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$75K liquid

► **VENDING**

**Fresh Healthy Vending ●**

Snack and beverage vending machines

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 236, CAN: 6, INTL: 2, CO: 0  
**COST:** \$122.5K-\$205.8K, Rty: 6-12%  
**FINANCING:** Yes  
**QUALIF:** \$110K net worth w/\$22K-\$41.2K liquid

**HUMAN Healthy Markets ● ●**

Healthful-food distribution

**BEGAN:** 2008, Franchising: 2012  
**UNITS:** US: 107, CAN: 2, INTL: 0, CO: 0  
**COST:** \$64.4K-\$109.9K, Rty: to 6%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$75K liquid

**IceBorn ● ● ●**

Ice and water vending machines

**BEGAN:** 2003, Franchising: 2012  
**UNITS:** US: 54, CAN: 0, INTL: 0, CO: 111  
**COST:** \$271K-\$213.5K, Rty: to 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$200K net worth w/\$25K-\$50K liquid

**Reis & Irvy's ●**

Frozen-yogurt vending machines

**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$161.7K-\$351.3K, Rty: 12%  
**FINANCING:** Yes  
**QUALIF:** \$140K-\$280K net worth w/\$140K-\$280K liquid

**Watermill Express Franchising ●**

Water and ice vending machines

**BEGAN:** 1984, Franchising: 1994  
**UNITS:** US: 305, CAN: 0, INTL: 0, CO: 996  
**COST:** \$460K-\$586.8K, Rty: to 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$1M net worth

► **MISCELLANEOUS FOOD BUSINESSES**

**Beef Jerky Outlet Franchise**

Jerky, sausages, specialty foods

**BEGAN:** 1995, Franchising: 2010  
**UNITS:** US: 96, CAN: 0, INTL: 0, CO: 1  
**COST:** \$215.8K-\$394.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Corporate Caterers**

Office catering

**BEGAN:** 1997, Franchising: 2007  
**UNITS:** US: 19, CAN: 0, INTL: 0, CO: 2  
**COST:** \$99.5K-\$166.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$65K liquid

**Doc Popcorn ● ● ●**

Kettle-cooked popcorn

**BEGAN:** 2003, Franchising: 2009  
**UNITS:** US: 104, CAN: 0, INTL: 11, CO: 1  
**COST:** \$39.5K-\$345.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$80K liquid

**Dream Dinners**

Do-it-yourself meal-assembly sessions

**BEGAN:** 2002, Franchising: 2003  
**UNITS:** US: 76, CAN: 0, INTL: 0, CO: 10  
**COST:** \$260.7K-\$448K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$450K net worth w/\$150K liquid

**Edible Arrangements International**

Sculpted fresh-fruit bouquets

**BEGAN:** 1999, Franchising: 2000  
**UNITS:** US: 1,137, CAN: 68, INTL: 38, CO: 6  
**COST:** \$195.5K-\$327.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$80K liquid

**Happy & Healthy Products ●**

Frozen fruit bars

**BEGAN:** 1991, Franchising: 1993  
**UNITS:** US: 58, CAN: 0, INTL: 0, CO: 0  
**COST:** \$50.1K-\$92.6K  
**FINANCING:** Yes

**HoneyBaked Ham**

Specialty foods, catering, cafes

**BEGAN:** 1957, Franchising: 1998  
**UNITS:** US: 206, CAN: 0, INTL: 0, CO: 198  
**COST:** \$299.2K-\$468.2K, Rty: 5-6%  
**FINANCING:** No  
**QUALIF:** \$350K-\$500K net worth w/\$100K-\$250K liquid

**Locali/Localita & The Badasserie**

Natural food and deli markets; vegan fast food

**BEGAN:** 2008, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$176.7K-\$437.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$25K net worth w/\$25K liquid

## Middleway Foods

Healthful-meal delivery/catering

**BEGAN:** 2009, Franchising: 2015  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 4  
**COST:** \$92.7K-\$173K, Rty: 5.5%  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$80K liquid

## The Spice & Tea Exchange

Spices, teas, related products

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 55, CAN: 0, INTL: 0, CO: 1  
**COST:** \$190.5K-\$291.7K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$60K liquid

## vomFass ●

Oils, fruit vinegars, spirits, liqueurs, wine

**BEGAN:** 1994, Franchising: 1994  
**UNITS:** US: 31, CAN: 3, INTL: 250, CO: 1  
**COST:** \$293.8K-\$749.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$125K liquid

## WineStyles Tasting Station

Wine, craft beer, food, events, wine and beer club memberships

**BEGAN:** 2002, Franchising: 2012  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 2  
**COST:** \$230.5K-\$475.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$600K net worth w/\$225.5K liquid

## Health Businesses

### CHIROPRACTIC SERVICES

#### HealthSource Chiropractic and Progressive Rehab

Chiropractic, rehab, nutrition, and wellness services

**BEGAN:** 1998, Franchising: 2006  
**UNITS:** US: 327, CAN: 0, INTL: 0, CO: 0  
**COST:** \$58K-\$249.1K, Rty: 7%  
**FINANCING:** Yes

#### The Joint

Chiropractic services

**BEGAN:** 1999, Franchising: 2003  
**UNITS:** US: 337, CAN: 0, INTL: 0, CO: 47  
**COST:** \$211.4K-\$339.9K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

#### 100% Chiropractic

Chiropractic services, nutritional supplements

**BEGAN:** 2004, Franchising: 2015  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 2  
**COST:** \$310.6K-\$536.4K, Rty: \$2K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$10K liquid

### EYE CARE

#### Eyeworks

Eye care, eyewear, and contact lenses

**BEGAN:** 2006, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 3  
**COST:** \$124.3K-\$315.3K, Rty: 7%  
**FINANCING:** No

#### My Eyelab

Eye care and eyewear

**BEGAN:** 2006, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 55  
**COST:** \$209.2K-\$462.4K, Rty: 10%  
**FINANCING:** Yes

#### Pearle Vision

Eye care and eyewear

**BEGAN:** 1961, Franchising: 1980  
**UNITS:** US: 405, CAN: 13, INTL: 3, CO: 102  
**COST:** \$400.3K-\$605.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### HEALTH PRODUCTS

#### Amramp ●

Wheelchair ramp rentals and sales

**BEGAN:** 1970, Franchising: 2002  
**UNITS:** US: 47, CAN: 1, INTL: 0, CO: 2  
**COST:** \$130.5K-\$215.2K, Rty: 3-12%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$75K liquid

#### Foot Solutions

Comfort shoes and inserts for ages 40+

**BEGAN:** 2000, Franchising: 2000  
**UNITS:** US: 72, CAN: 14, INTL: 30, CO: 2  
**COST:** \$196.5K-\$242K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$50K-\$70K liquid

#### Foot Solutions

Mobile Concept ●●  
 Mobile comfort shoe and orthotics sales

**BEGAN:** 2000, Franchising: 2010  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$69.5K-\$83K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$200K net worth w/\$100K liquid

#### Good Feet Worldwide

Arch supports, related products

**BEGAN:** 1995, Franchising: 2003  
**UNITS:** US: 98, CAN: 1, INTL: 8, CO: 7  
**COST:** \$117.7K-\$183.2K  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

#### Miracle-Ear

Hearing instruments

**BEGAN:** 1948, Franchising: 1983  
**UNITS:** US: 1331, CAN: 0, INTL: 0, CO: 32  
**COST:** \$119K-\$287.5K, Rty: \$48.80/aid  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$25K liquid

## 101 Mobility

Mobility and accessibility equipment sales and services

**BEGAN:** 2008, Franchising: 2010  
**UNITS:** US: 173, CAN: 0, INTL: 0, CO: 2  
**COST:** \$116.6K-\$215.2K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

## Relax The Back

Products for relief/prevention of back and neck pain

**BEGAN:** 1984, Franchising: 1989  
**UNITS:** US: 94, CAN: 1, INTL: 0, CO: 2  
**COST:** \$201K-\$351.2K, Rty: 2-5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

### HEALTHCARE/URGENT-CARE CENTERS

#### American Family Care

Urgent-care centers

**BEGAN:** 1982, Franchising: 2008  
**UNITS:** US: 119, CAN: 0, INTL: 0, CO: 66  
**COST:** \$807.5K-\$1.4M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.2M net worth w/\$550K liquid

#### East West

Family healthcare centers

**BEGAN:** 2008, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$139.8K-\$206.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$29.9K net worth w/\$29.9K liquid

#### First Care Franchises

Family medical-care and urgent-care clinics

**BEGAN:** 1994, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 7  
**COST:** \$567.6K-\$786.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$39.9K net worth w/\$39.9K liquid

#### First Choice Pediatrics

Pediatric primary medical care

**BEGAN:** 2000, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 6  
**COST:** \$479.9K-\$653.1K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$89.9K-\$139.9K net worth w/\$39.9K liquid

#### OrthoNow

Orthopedic and sports-medicine urgent-care centers

**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 1  
**COST:** \$427.99K-\$865.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$65K liquid

## Paramount Urgent Care

Urgent-care centers

**BEGAN:** 2008, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$223.3K-\$438.1K, Rty: 6%  
**FINANCING:** Yes

## Z Med Clinic

Outpatient medical services

**BEGAN:** 2008, Franchising: 2014  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 7  
**COST:** \$112.6K-\$354.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$30K liquid

### PHYSICAL THERAPY

#### ApexNetwork Physical Therapy

Physical therapy

**BEGAN:** 1999, Franchising: 2008  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 30  
**COST:** \$165.7K-\$349.8K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$50K liquid

#### Fyzical Therapy & Balance Centers

Physical therapy, balance and vestibular therapy, preventive wellness services

**BEGAN:** 2012, Franchising: 2013  
**UNITS:** US: 222, CAN: 0, INTL: 0, CO: 17  
**COST:** \$138.8K-\$390K, Rty: 6%  
**FINANCING:** Yes

#### Jaguar Therapeutics

Physical therapy/chiropractic services

**BEGAN:** 2012, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$157.7K-\$380.5K, Rty: 7%  
**FINANCING:** Yes

#### Physical Therapy Now

Physical therapy

**BEGAN:** 2011, Franchising: 2015  
**UNITS:** US: 11, CAN: 0, INTL: 0, CO: 4  
**COST:** \$146.3K-\$220.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K liquid

### WEIGHT-LOSS SERVICES

#### BeBalanced Hormone Weight Loss Centers

Hormone-based weight-loss and wellness services

**BEGAN:** 2006, Franchising: 2013  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$106.96K-\$162.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$40K liquid

#### Medi-Weightloss Franchising USA

Medical weight-loss and wellness programs

**BEGAN:** 2004, Franchising: 2008  
**UNITS:** US: 79, CAN: 0, INTL: 1, CO: 6  
**COST:** \$215.3K-\$417.8K, Rty: \$3.8K-\$12.2K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$300K liquid

**Profile by Sanford ●**

Weight-loss services

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 24  
**COST:** \$362.2K-\$609K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$75K liquid

**MISCELLANEOUS HEALTH SERVICES**

**Flawless Icon**

Medical spas

**BEGAN:** 2014, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$131.4K-\$193.2K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$29.9K net worth w/\$29.9K liquid

**Hypoxi USA**

Body-shaping services

**BEGAN:** 1995, Franchising: 2012  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$274.2K-\$708K, Rty: \$1K-\$1.5K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

**Once in a Lifetime**

Lice removal

**BEGAN:** 2014, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$62.5K-\$74.4K, Rty: 5%  
**FINANCING:** Yes

**Vida-Flo: The Hydration Station**

Hydration therapy

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$170.1K-\$320.3K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$100K liquid

**Home Improvement**

**GARAGE-DOOR INSTALLATION**

**Aladdin Doors Franchising ●●●**

Garage-door installation and repairs

**BEGAN:** 2004, Franchising: 2012  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 2  
**COST:** \$29.9K-\$99.9K, Rty: 6-7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$29.9K liquid

**Precision Door Service**

Garage-door repairs and installation

**BEGAN:** 1997, Franchising: 1999  
**UNITS:** US: 87, CAN: 0, INTL: 0, CO: 1  
**COST:** \$67.6K-\$347.3K, Rty: \$500+/wk.  
**FINANCING:** No  
**QUALIF:** \$100K-\$500K net worth w/\$60K-\$250K liquid

**Pro Lift Garage Doors ●**

Garage-door installation and repair

**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 2  
**COST:** \$65.6K-\$113.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K net worth w/\$30K-\$60K liquid

**KITCHEN & BATH REMODELING**

**Crate Franchise Systems**

Residential kitchen and bath remodeling

**BEGAN:** 2011, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$98.4K-\$171.96K, Rty: 2-4%  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$100K liquid

**DreamMaker Bath & Kitchen**

Kitchen, bath, and interior remodeling

**BEGAN:** 1971, Franchising: 1972  
**UNITS:** US: 36, CAN: 0, INTL: 0, CO: 0  
**COST:** \$95.9K-\$258.7K, Rty: 3-6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$400K net worth w/\$50K-\$80K liquid

**Five Star Bath Solutions ●**

Bathroom remodeling

**BEGAN:** 1996, Franchising: 2008  
**UNITS:** US: 7, CAN: 20, INTL: 0, CO: 1  
**COST:** \$75K-\$141K, Rty: 5-6%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$150K net worth w/\$25K-\$50K liquid

**Get A Grip Franchising ●●●**

Countertop, cabinet, tub, tile, and shower resurfacing

**BEGAN:** 1999, Franchising: 2007  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 1  
**COST:** \$43.6K-\$92.7K  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Granite America**

Granite and stone countertop sales, installation, and service

**BEGAN:** 2002, Franchising: 2014  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$327.7K-\$576.2K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$250K net worth

**Kitchen Solvers ●**

Kitchen and bath remodeling and design

**BEGAN:** 1982, Franchising: 1984  
**UNITS:** US: 55, CAN: 2, INTL: 0, CO: 0  
**COST:** \$80.7K-\$128.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$100K liquid

**Kitchen Tune-Up ●**

Residential and commercial kitchen and bath remodeling

**BEGAN:** 1986, Franchising: 1988  
**UNITS:** US: 188, CAN: 0, INTL: 0, CO: 0  
**COST:** \$54.9K-\$64.9K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Miracle Method Surface Refinishing**

Kitchen and bathroom surface refinishing

**BEGAN:** 1977, Franchising: 1980  
**UNITS:** US: 138, CAN: 2, INTL: 0, CO: 1  
**COST:** \$85K-\$136K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$85K-\$125K liquid

**Re-Bath**

Bathroom remodeling

**BEGAN:** 1979, Franchising: 1991  
**UNITS:** US: 110, CAN: 0, INTL: 7, CO: 0  
**COST:** \$123.9K-\$330.7K, Rty: 3-5%  
**FINANCING:** Yes  
**QUALIF:** \$21K-\$120K net worth w/\$50K liquid

**Surface Specialists ●●**

Bathtub repair and refinishing, tub liners, bath remodeling

**BEGAN:** 1981, Franchising: 1982  
**UNITS:** US: 45, CAN: 0, INTL: 0, CO: 0  
**COST:** \$43.2K-\$56K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$25K liquid

**Trend Transformations**

Residential and commercial remodeling

**BEGAN:** 1995, Franchising: 1997  
**UNITS:** US: 58, CAN: 13, INTL: 86, CO: 3  
**COST:** \$104.8K-\$357.8K, Rty: 2%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$75K liquid

**LIGHTING SERVICES**

**Christmas Decor ●●**

Holiday and event lighting

**BEGAN:** 1984, Franchising: 1996  
**UNITS:** US: 233, CAN: 24, INTL: 0, CO: 0  
**COST:** \$19.6K-\$62.3K, Rty: 5%  
**FINANCING:** Yes

**Outdoor Lighting Perspectives ●**

Residential, holiday, and hospitality lighting

**BEGAN:** 1995, Franchising: 1998  
**UNITS:** US: 50, CAN: 1, INTL: 2, CO: 0  
**COST:** \$50.9K-\$143.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$80K liquid

**ORGANIZATION/STORAGE SYSTEMS**

**Closet & Storage Concepts/ More Space Place ●**

Residential/commercial closet and storage systems; Murphy beds

**BEGAN:** 1987, Franchising: 2000  
**UNITS:** US: 39, CAN: 0, INTL: 0, CO: 3  
**COST:** \$73K-\$492.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Closet Factory**

Custom closet and storage systems

**BEGAN:** 1983, Franchising: 1985  
**UNITS:** US: 63, CAN: 0, INTL: 0, CO: 13  
**COST:** \$208.5K-\$356K, Rty: 6.75%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Closets By Design Franchising**

Custom closet and home/office organization systems

**BEGAN:** 1982, Franchising: 1998  
**UNITS:** US: 37, CAN: 6, INTL: 0, CO: 6  
**COST:** \$126K-\$296.5K, Rty: 6.75%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$300K liquid

**GarageExperts ●●**

Garage cabinets, floor coatings, organization products

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 43, CAN: 0, INTL: 0, CO: 0  
**COST:** \$48.1K-\$85.98K, Rty: \$300-\$1.5K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$30K liquid

**Garage Living**

Garage renovation products and services

**BEGAN:** 2005, Franchising: 2014  
**UNITS:** US: 3, CAN: 2, INTL: 0, CO: 1  
**COST:** \$175.3K-\$242.5K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**ShelfGenie Franchise Systems ●**

Custom pull-out shelving for cabinets and pantries

**BEGAN:** 2000, Franchising: 2008  
**UNITS:** US: 119, CAN: 13, INTL: 0, CO: 46  
**COST:** \$70.1K-\$107.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K liquid

**Tailored Living ●**

Home organization products and services

**BEGAN:** 2006, Franchising: 2006  
**UNITS:** US: 167, CAN: 37, INTL: 0, CO: 0  
**COST:** \$159.95K-\$194.95K, Rty: \$300-\$2K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$124.95K liquid

## PAINTING

### CertaPro Painters ●

Residential and commercial painting

**BEGAN:** 1992, Franchising: 1992  
**UNITS:** US: 450, CAN: 31, INTL: 0, CO: 0  
**COST:** \$134.8K-\$169.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$80K liquid

### Five Star Painting

Residential and commercial painting

**BEGAN:** 2002, Franchising: 2005  
**UNITS:** US: 152, CAN: 9, INTL: 0, CO: 0  
**COST:** \$69.7K-\$179.3K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$25.5K-\$55.1K net worth w/\$25.5K-\$55.1K liquid

### Fresh Coat ●

Residential and commercial painting

**BEGAN:** 2005, Franchising: 2005  
**UNITS:** US: 117, CAN: 1, INTL: 0, CO: 0  
**COST:** \$53.9K-\$81.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$45K liquid

### Klappenberger & Son ●

Painting

**BEGAN:** 1989, Franchising: 2015  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$72.1K-\$105.2K, Rty: 6%  
**FINANCING:** Yes

### Spray-Net ●

Exterior spray painting

**BEGAN:** 2010, Franchising: 2014  
**UNITS:** US: 0, CAN: 48, INTL: 0, CO: 3  
**COST:** \$203K-\$219.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### 360 Painting ●

Residential and commercial painting

**BEGAN:** 2005, Franchising: 2006  
**UNITS:** US: 72, CAN: 4, INTL: 0, CO: 0  
**COST:** \$76.7K-\$123.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K net worth w/\$30K-\$60K liquid

### Wow 1 Day Painting ●

One-day residential and commercial painting

**BEGAN:** 2008, Franchising: 2010  
**UNITS:** US: 24, CAN: 12, INTL: 0, CO: 0  
**COST:** \$108.5K-\$147.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K-\$90K liquid

## WINDOW COVERINGS

### Bloomin' Blinds ● ●

Window covering sales, installation, and repairs

**BEGAN:** 2001, Franchising: 2014  
**UNITS:** US: 28, CAN: 0, INTL: 0, CO: 1  
**COST:** \$49.1K-\$105.2K, Rty: 3-6%  
**FINANCING:** No  
**QUALIF:** \$40K-\$80K liquid

### Budget Blinds ●

Window coverings, window film, rugs, accessories

**BEGAN:** 1992, Franchising: 1994  
**UNITS:** US: 986, CAN: 102, INTL: 1, CO: 0  
**COST:** \$105.1K-\$225.9K, Rty: \$300-\$1.5K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$95K net worth w/\$60K liquid

## WOOD REFINISHING

### Mr. Sandless/ Dr. DecknFence ● ●

Interior and exterior sandless wood refinishing

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 221, CAN: 19, INTL: 10, CO: 11  
**COST:** \$26.8K-\$87.4K, Rty: 3%+  
**FINANCING:** Yes  
**QUALIF:** \$15K net worth w/\$15K liquid

### N-Hance ● ●

Wood floor and cabinet refinishing

**BEGAN:** 2001, Franchising: 2003  
**UNITS:** US: 471, CAN: 8, INTL: 0, CO: 0  
**COST:** \$26.7K-\$154.7K, Rty: \$346-\$692/mo.  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

### SandFree ● ●

Wood floor refinishing

**BEGAN:** 2001, Franchising: 2002  
**UNITS:** US: 17, CAN: 0, INTL: 0, CO: 1  
**COST:** \$40.6K-\$64.7K, Rty: 5%  
**FINANCING:** Yes

## MISCELLANEOUS HOME-IMPROVEMENT BUSINESSES

### ABC ●

Seamless siding, gutters, windows, roofing

**BEGAN:** 1973, Franchising: 1978  
**UNITS:** US: 95, CAN: 0, INTL: 0, CO: 8  
**COST:** \$81K-\$268.5K, Rty: 2-5%  
**FINANCING:** Yes

### America's Color Consultants ● ●

Paint color consulting

**BEGAN:** 2007, Franchising: 2014  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 3  
**COST:** \$13.1K-\$41.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$25K-\$50K net worth w/\$15K-\$30K liquid

### Apex Energy Solutions

Replacement windows

**BEGAN:** 1998, Franchising: 2015  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 2  
**COST:** \$95.9K-\$195.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

### Archadeck Outdoor Living ●

Outdoor living space design and construction

**BEGAN:** 1980, Franchising: 1984  
**UNITS:** US: 54, CAN: 2, INTL: 0, CO: 0  
**COST:** \$46.5K-\$101.6K, Rty: to 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$80K liquid

### Border Magic/ Boulder Designs ● ●

Concrete landscape edging, custom rocks and boulder signage

**BEGAN:** 1987, Franchising: 2003  
**UNITS:** US: 164, CAN: 0, INTL: 0, CO: 0  
**COST:** \$78K-\$138K, Rty: \$395-\$495/mo.  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

### Concrete Craft

Decorative concrete coatings

**BEGAN:** 2006, Franchising: 2008  
**UNITS:** US: 21, CAN: 0, INTL: 0, CO: 1  
**COST:** \$112.9K-\$190.6K, Rty: \$300-\$2K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$97K liquid

### Curb-Ease ●

Stamped-concrete garden edging

**BEGAN:** 1996, Franchising: 2005  
**UNITS:** US: 0, CAN: 5, INTL: 0, CO: 2  
**COST:** \$69.5K-\$100K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$100K-\$500K net worth w/\$10K-\$15K liquid

### Decorating Den Interiors ●

Interior decorating services and products

**BEGAN:** 1969, Franchising: 1970  
**UNITS:** US: 253, CAN: 14, INTL: 0, CO: 0  
**COST:** \$55.7K-\$81.7K, Rty: 7-9%  
**FINANCING:** Yes  
**QUALIF:** \$80K net worth w/\$50K liquid

### Father Nature

Landscape design and installation

**BEGAN:** 2008, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$57.6K-\$152.3K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth

### Fence Dynamics

Fence sales and installation

**BEGAN:** 2005, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$110.9K-\$154.1K  
**FINANCING:** No

### Floor Coverings International

Flooring

**BEGAN:** 1988, Franchising: 1989  
**UNITS:** US: 117, CAN: 15, INTL: 0, CO: 0  
**COST:** \$148.5K-\$209.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

### IntelliTurf ●

Artificial turf

**BEGAN:** 1998, Franchising: 2007  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 0  
**COST:** \$83.7K-\$157.8K, Rty: \$0.60/sq. ft.  
**FINANCING:** Yes

### Pono Home ● ●

Home energy and water efficiency and sustainability programs

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$30.4K-\$75.7K, Rty: 4.5%  
**FINANCING:** No

### Premier Pools & Spas ● ●

Residential pool construction

**BEGAN:** 1988, Franchising: 2014  
**UNITS:** US: 34, CAN: 0, INTL: 0, CO: 0  
**COST:** \$38K-\$97.5K, Rty: 2.25%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$10K liquid

### ProSource Wholesale

Wholesale kitchen, bath, and flooring products

**BEGAN:** 1990, Franchising: 1991  
**UNITS:** US: 134, CAN: 3, INTL: 0, CO: 8  
**COST:** \$565.3K-\$592.6K, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$900K net worth w/\$200K liquid

### Stronghold Floors

Floor coatings

**BEGAN:** 2004, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$74.5K-\$178.2K, Rty: 3.5-4.5%  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$30K liquid

### USA Insulation

Home insulation and weatherization

**BEGAN:** 1985, Franchising: 2007  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 0  
**COST:** \$185.3K-\$229K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$500K net worth w/\$50K-\$175K liquid

## Lodging

### CAMPGROUNDS

#### Kampgrounds of America

Campgrounds and RV parks

**BEGAN:** 1962, Franchising: 1963  
**UNITS:** US: 428, CAN: 31, INTL: 0, CO: 28  
**COST:** \$225.95K-\$4.5M, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$1M-\$4.5M net worth w/\$250K-\$3M liquid

**Yogi Bear's Jellystone Park Camp-Resorts**

Family camping resorts  
**BEGAN:** 1969, Franchising: 1969  
**UNITS:** US: 74, CAN: 5, INTL: 0, CO: 0  
**COST:** \$52K-\$3M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** Up to \$250K net worth w/ up to \$100K liquid

**HOTELS**

**Affordable Suites of America**  
 Extended-stay hotels

**BEGAN:** 1998, Franchising: 1998  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 9  
**COST:** \$2.8M-\$3.3M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$5M net worth w/\$1M liquid

**Baymont Inn & Suites**  
 Hotels

**BEGAN:** 1974, Franchising: 1987  
**UNITS:** US: 423, CAN: 1, INTL: 1, CO: 0  
**COST:** \$185.6K-\$6.4M, Rty: 5%  
**FINANCING:** Yes

**Centerstone Inns, Hotels & Plaza Hotels**  
 Hotels

**BEGAN:** 2011, Franchising: 2011  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 0  
**COST:** \$3.1M-\$19.5M, Rty: 1.5%  
**FINANCING:** Yes

**Cobblestone Hotels**  
 Hotels

**BEGAN:** 2007, Franchising: 2013  
**UNITS:** US: 69, CAN: 0, INTL: 0, CO: 0  
**COST:** \$44.9K-\$7.4M, Rty: \$3/room/day  
**FINANCING:** Yes

**Country Inns & Suites by Carlson**  
 Hotels

**BEGAN:** 1986, Franchising: 1987  
**UNITS:** US: 441, CAN: 7, INTL: 27, CO: 7  
**COST:** \$6.5M-\$7.7M, Rty: 5%  
**FINANCING:** No

**Curio - A Collection by Hilton**  
 Hotels

**BEGAN:** 2014, Franchising: 2014  
**UNITS:** US: 18, CAN: 0, INTL: 4, CO: 1  
**COST:** \$1.9M-\$89.6M, Rty: 5%  
**FINANCING:** Yes

**Days Inn**  
 Hotels

**BEGAN:** 1970, Franchising: 1972  
**UNITS:** US: 1,518, CAN: 110, INTL: 158, CO: 0  
**COST:** \$194.4K-\$7.8M, Rty: 5.5%  
**FINANCING:** Yes

**Doubletree by Hilton**  
 Upscale hotels and resorts

**BEGAN:** 1969, Franchising: 1989  
**UNITS:** US: 306, CAN: 9, INTL: 140, CO: 11  
**COST:** \$35.5M-\$62.4M, Rty: 4%  
**FINANCING:** Yes

**Embassy Suites by Hilton**  
 Upscale all-suite hotels

**BEGAN:** 1983, Franchising: 1984  
**UNITS:** US: 210, CAN: 2, INTL: 6, CO: 10  
**COST:** \$28.5M-\$41.8M, Rty: 3.5-5.5%  
**FINANCING:** Yes

**GrandStay Hospitality**  
 Hotels

**BEGAN:** 2000, Franchising: 2000  
**UNITS:** US: 29, CAN: 0, INTL: 0, CO: 0  
**COST:** \$3.4M-\$8.8M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1M-\$1M net worth w/\$1M liquid

**Hampton by Hilton**  
 Midprice hotels

**BEGAN:** 1983, Franchising: 1984  
**UNITS:** US: 2,007, CAN: 54, INTL: 87, CO: 1  
**COST:** \$4.2M-\$14.9M, Rty: 6%  
**FINANCING:** Yes

**Hawthorn Suites by Wyndham**  
 Hotels

**BEGAN:** 1986, Franchising: 1986  
**UNITS:** US: 103, CAN: 0, INTL: 4, CO: 0  
**COST:** \$208.6K-\$11.7M, Rty: 5%  
**FINANCING:** Yes

**Hilton Garden Inn**  
 Upscale midprice hotels

**BEGAN:** 1990, Franchising: 1990  
**UNITS:** US: 590, CAN: 20, INTL: 81, CO: 2  
**COST:** \$11.7M-\$22.3M, Rty: 5.5%  
**FINANCING:** Yes

**Hilton Hotels and Resorts**  
 Upscale hotels and resorts

**BEGAN:** 1919, Franchising: 1965  
**UNITS:** US: 215, CAN: 13, INTL: 234, CO: 109  
**COST:** \$55.99M-\$97.1M, Rty: 5%  
**FINANCING:** Yes

**Home2 Suites by Hilton**  
 Midprice extended-stay hotels

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 90, CAN: 2, INTL: 1, CO: 0  
**COST:** \$7.4M-\$13.7M, Rty: 3.5%  
**FINANCING:** Yes

**Homewood Suites by Hilton**  
 Upscale extended-stay hotels

**BEGAN:** 1988, Franchising: 1988  
**UNITS:** US: 382, CAN: 16, INTL: 1, CO: 0  
**COST:** \$10.9M-\$20.9M, Rty: 3.5-5.5%  
**FINANCING:** Yes

**Hospitality International**  
 Hotels

**BEGAN:** 1971, Franchising: 1977  
**UNITS:** US: 236, CAN: 2, INTL: 1, CO: 0  
**COST:** \$133.6K-\$2.6M, Rty: \$24.5/room/mo.  
**FINANCING:** No

**Howard Johnson**  
 Hotels

**BEGAN:** 1925, Franchising: 1954  
**UNITS:** US: 244, CAN: 41, INTL: 92, CO: 0  
**COST:** \$162.3K-\$8.7M, Rty: 4.5%  
**FINANCING:** Yes

**IHG (InterContinental Hotels Group)**  
 Hotels

**BEGAN:** 1952, Franchising: 1954  
**UNITS:** US: 3,465, CAN: 176, INTL: 1,422, CO: 7  
**COST:** \$7.5M-\$98.5M, Rty: 5-6%  
**FINANCING:** Yes

**Key West Inns, Hotels & Resorts**  
 Hotels

**BEGAN:** 1989, Franchising: 1993  
**UNITS:** US: 22, CAN: 0, INTL: 0, CO: 0  
**COST:** \$3.1M-\$19.7M, Rty: 1.5%  
**FINANCING:** Yes

**Knights Inn**  
 Hotels

**BEGAN:** 1972, Franchising: 1991  
**UNITS:** US: 348, CAN: 33, INTL: 0, CO: 0  
**COST:** \$102.4K-\$7.2M, Rty: Varies  
**FINANCING:** Yes

**Microtel Inn & Suites by Wyndham**  
 Hotels

**BEGAN:** 1987, Franchising: 1988  
**UNITS:** US: 303, CAN: 13, INTL: 18, CO: 0  
**COST:** \$4.3M-\$6.7M, Rty: 6%  
**FINANCING:** Yes

**Motel 6**  
 Economy hotels

**BEGAN:** 1962, Franchising: 1996  
**UNITS:** US: 801, CAN: 22, INTL: 0, CO: 459  
**COST:** \$2.6M-\$3.8M, Rty: 5%  
**FINANCING:** No

**Park Inn by Radisson**  
 Hotels

**BEGAN:** 1986, Franchising: 1993  
**UNITS:** US: 13, CAN: 3, INTL: 127, CO: 0  
**COST:** \$1.7M-\$4.8M, Rty: 4.5%  
**FINANCING:** No

**Radisson**  
 Hotels

**BEGAN:** 1962, Franchising: 1983  
**UNITS:** US: 90, CAN: 15, INTL: 35, CO: 16  
**COST:** \$3.2M-\$9.9M, Rty: 5%  
**FINANCING:** No

**Radisson Blu**  
 Hotels

**BEGAN:** 2009, Franchising: 2009  
**UNITS:** US: 0, CAN: 0, INTL: 96, CO: 204  
**COST:** \$11M-\$15.96M, Rty: 5%  
**FINANCING:** No

**Ramada Worldwide**  
 Hotels

**BEGAN:** 1954, Franchising: 1990  
**UNITS:** US: 384, CAN: 76, INTL: 382, CO: 0  
**COST:** \$191.99K-\$12.9M, Rty: 4.5%  
**FINANCING:** Yes

**Red Lion Hotels**  
 Hotels

**BEGAN:** 1959, Franchising: 1999  
**UNITS:** US: 47, CAN: 1, INTL: 0, CO: 19  
**COST:** \$635.3K-\$38.7M, Rty: 5%  
**FINANCING:** Yes

**Red Roof Inn**  
 Economy hotels

**BEGAN:** 1972, Franchising: 1996  
**UNITS:** US: 373, CAN: 0, INTL: 5, CO: 127  
**COST:** \$3.5M-\$5M, Rty: 4.5%  
**FINANCING:** Yes

**Studio 6**  
 Extended-stay lodging

**BEGAN:** 1998, Franchising: 1999  
**UNITS:** US: 64, CAN: 1, INTL: 0, CO: 38  
**COST:** \$3.7M-\$4.8M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1.8M net worth w/\$400K liquid

**Super 8**  
 Hotels

**BEGAN:** 1974, Franchising: 1976  
**UNITS:** US: 1,621, CAN: 124, INTL: 1,094, CO: 0  
**COST:** \$209.6K-\$4.4M, Rty: 5.5%  
**FINANCING:** Yes

**Travelodge**  
 Hotels

**BEGAN:** 1939, Franchising: 1966  
**UNITS:** US: 311, CAN: 93, INTL: 0, CO: 0  
**COST:** \$162.2K-\$7.3M, Rty: 4.5%  
**FINANCING:** Yes

**TRYP by Wyndham**  
 Hotels

**BEGAN:** 1975, Franchising: 2011  
**UNITS:** US: 3, CAN: 0, INTL: 110, CO: 0  
**COST:** \$743.7K-\$22.3M, Rty: 5%  
**FINANCING:** Yes

**Wingate by Wyndham**  
 Hotels

**BEGAN:** 1995, Franchising: 1995  
**UNITS:** US: 141, CAN: 6, INTL: 1, CO: 0  
**COST:** \$297.1K-\$10.3M, Rty: 4.5%  
**FINANCING:** Yes

**Wyndham Garden**  
 Hotels

**BEGAN:** 1996, Franchising: 1996  
**UNITS:** US: 65, CAN: 2, INTL: 33, CO: 0  
**COST:** \$272.5K-\$17.9M, Rty: 5%  
**FINANCING:** Yes

## Wyndham Grand Hotels

**BEGAN:** 1996, Franchising: 1996  
**UNITS:** US: 11, CAN: 0, INTL: 18, CO: 2  
**COST:** \$876.1K-\$61M, Rty: 5%  
**FINANCING:** Yes

## Wyndham Hotels and Resorts Hotels

**BEGAN:** 1981, Franchising: 1996  
**UNITS:** US: 37, CAN: 0, INTL: 57, CO: 0  
**COST:** \$857.4K-\$60.97M, Rty: 5%  
**FINANCING:** Yes

## Maintenance

### CARPET, DRAPERY & UPHOLSTERY CLEANING

#### Chem-Dry Carpet & Upholstery Cleaning ●

Carpet and upholstery cleaning, tile and stone care, granite renewal

**BEGAN:** 1977, Franchising: 1978  
**UNITS:** US: 2,027, CAN: 66,  
 INTL: 1,443, CO: 0  
**COST:** \$56.5K-\$161.96K, Rty: \$401/mo.  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$30K liquid

#### Heaven's Best Carpet & Upholstery Cleaning ●

Carpet and upholstery cleaning

**BEGAN:** 1983, Franchising: 1983  
**UNITS:** US: 1,140, CAN: 16,  
 INTL: 15, CO: 0  
**COST:** \$55K-\$84K, Rty: \$200/mo.  
**FINANCING:** Yes  
**QUALIF:** \$39K net worth w/\$39K liquid

#### milliCare

Flooring, carpet, and textile maintenance

**BEGAN:** 1967, Franchising: 1996  
**UNITS:** US: 68, CAN: 5, INTL: 6, CO: 0  
**COST:** \$106.9K-\$149.9K, Rty: 6%  
**FINANCING:** Yes

#### Oxi Fresh Franchising ●●

Carpet, upholstery, hardwood floor, tile, and grout cleaning

**BEGAN:** 2006, Franchising: 2006  
**UNITS:** US: 326, CAN: 6, INTL: 0, CO: 4  
**COST:** \$41K-\$69.2K, Rty: \$295/mo.  
**FINANCING:** Yes

#### Stanley Steemer Carpet Cleaner

Carpet and upholstery cleaning

**BEGAN:** 1947, Franchising: 1972  
**UNITS:** US: 209, CAN: 0, INTL: 0, CO: 64  
**COST:** \$108.9K-\$255.6K, Rty: 7%  
**FINANCING:** Yes

#### Zerorez Franchising Systems

Carpet and surface cleaning

**BEGAN:** 2001, Franchising: 2003  
**UNITS:** US: 44, CAN: 0, INTL: 0, CO: 0  
**COST:** \$108.2K-\$184K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$750K net worth  
 w/\$100K-\$500K liquid

### COMMERCIAL CLEANING

#### Anago Cleaning Systems ●●

Commercial cleaning

**BEGAN:** 1989, Franchising: 1991  
**UNITS:** US: 1,427, CAN: 31,  
 INTL: 0, CO: 0  
**COST:** \$10.4K-\$68.5K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$4.6K-\$32.3K net worth  
 w/\$1K-\$25.9K liquid

#### Buildingstars International ●●

Commercial cleaning

**BEGAN:** 1994, Franchising: 2000  
**UNITS:** US: 682, CAN: 0, INTL: 0, CO: 0  
**COST:** \$2.2K-\$53.2K, Rty: 10%  
**FINANCING:** Yes

#### City Wide Maintenance

Commercial cleaning, building maintenance

**BEGAN:** 1961, Franchising: 2001  
**UNITS:** US: 51, CAN: 0, INTL: 0, CO: 1  
**COST:** \$122.1K-\$200.1K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth  
 w/\$140K-\$200K liquid

#### CleanNet USA ●●

Commercial cleaning

**BEGAN:** 1988, Franchising: 1988  
**UNITS:** US: 2,547, CAN: 1, INTL: 1, CO: 10  
**COST:** \$17.98K-\$46.5K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$10K-\$300K net worth  
 w/\$5K-\$100K liquid

#### Cleantastic ●●

Commercial cleaning

**BEGAN:** 1995, Franchising: 1995  
**UNITS:** US: 18, CAN: 0, INTL: 753, CO: 0  
**COST:** \$15.2K-\$90.9K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$5K net worth w/\$5K liquid

#### Coverall ●●

Commercial cleaning

**BEGAN:** 1985, Franchising: 1985  
**UNITS:** US: 7,726, CAN: 482,  
 INTL: 663, CO: 0  
**COST:** \$16.8K-\$49.4K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$14.1K-\$47.7K net worth  
 w/\$6.3K-\$32.2K liquid

#### Heits Building Services ●

Commercial cleaning and maintenance

**BEGAN:** 2003, Franchising: 2003  
**UNITS:** US: 247, CAN: 0, INTL: 0, CO: 1  
**COST:** \$90.8K-\$188.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$20K-\$50K net worth  
 w/\$10K-\$20K liquid

#### Hoodz International ●

Commercial cleaning, maintenance, and repairs

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 126, CAN: 2, INTL: 0, CO: 10  
**COST:** \$106.5K-\$181.8K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth  
 w/\$100K liquid

#### Image One Facility Solutions ●●

Commercial cleaning

**BEGAN:** 2010, Franchising: 2011  
**UNITS:** US: 106, CAN: 0, INTL: 0, CO: 0  
**COST:** \$34.4K-\$103.2K, Rty: 10%  
**FINANCING:** Yes

#### Izsam Franchising ●

Construction cleanup and commercial cleaning

**BEGAN:** 1998, Franchising: 2016  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 0  
**COST:** \$67.8K-\$90.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth  
 w/\$100K liquid

#### Jan-Pro Franchising International ●●

Commercial cleaning

**BEGAN:** 1991, Franchising: 1992  
**UNITS:** US: 6,975, CAN: 969,  
 INTL: 280, CO: 0  
**COST:** \$3.99K-\$51.6K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$1K-\$14K net worth  
 w/\$1K liquid

#### Jantize America ●

Commercial cleaning

**BEGAN:** 1988, Franchising: 1988  
**UNITS:** US: 291, CAN: 0, INTL: 0, CO: 0  
**COST:** \$29.6K-\$207K, Rty: 4%  
**FINANCING:** Yes

#### Mint Condition Franchising ●●

Commercial cleaning, building maintenance

**BEGAN:** 1996, Franchising: 1996  
**UNITS:** US: 330, CAN: 0, INTL: 0, CO: 0  
**COST:** \$4.9K-\$45.4K, Rty: 9%  
**FINANCING:** Yes  
**QUALIF:** \$1K-\$6K liquid

#### Office Pride Commercial Cleaning Services ●

Commercial cleaning

**BEGAN:** 1992, Franchising: 1996  
**UNITS:** US: 135, CAN: 0, INTL: 0, CO: 0  
**COST:** \$56.5K-\$107.2K, Rty: 9%  
**FINANCING:** No  
**QUALIF:** \$50K net worth w/\$50K liquid

#### OMEX-Office

**Maintenance Experts ●●**  
 Commercial cleaning and maintenance management

**BEGAN:** 1979, Franchising: 1991  
**UNITS:** US: 18, CAN: 6, INTL: 0, CO: 1  
**COST:** \$40.4K-\$70.6K, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$40K liquid

#### OpenWorks ●●

Commercial cleaning, facility services

**BEGAN:** 1983, Franchising: 1983  
**UNITS:** US: 343, CAN: 0, INTL: 0, CO: 7  
**COST:** \$17K-\$124.5K, Rty: 15%  
**FINANCING:** Yes  
**QUALIF:** \$15.2K-\$120K net worth  
 w/\$7K liquid

#### ServiceMaster Clean

Commercial/residential cleaning, disaster restoration

**BEGAN:** 1947, Franchising: 1952  
**UNITS:** US: 3,132, CAN: 201,  
 INTL: 1,674, CO: 10  
**COST:** \$56.2K-\$265.7K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$24K-\$102.4K net worth  
 w/\$24K-\$102.4K liquid

#### Stratus Building Solutions ●●

Environmentally friendly commercial cleaning

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 1,234, CAN: 1, INTL: 0, CO: 0  
**COST:** \$3.5K-\$64.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$5K-\$40K net worth  
 w/\$2K-\$20K liquid

#### System4 Facility Services

Facility services management

**BEGAN:** 2003, Franchising: 2003  
**UNITS:** US: 23, CAN: 0, INTL: 0, CO: 5  
**COST:** \$86K-\$388K, Rty: 1-6%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$800K net worth  
 w/\$75K-\$150K liquid

#### 360clean ●●

Commercial cleaning

**BEGAN:** 2005, Franchising: 2008  
**UNITS:** US: 69, CAN: 0, INTL: 0, CO: 0  
**COST:** \$71K-\$45.3K, Rty: 13%  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$10K liquid

#### Vanguard Cleaning Systems ●●

Commercial cleaning

**BEGAN:** 1984, Franchising: 1984  
**UNITS:** US: 2,920, CAN: 317,  
 INTL: 0, CO: 0  
**COST:** \$10.9K-\$39.4K, Rty: 10%  
**FINANCING:** No  
**QUALIF:** \$50K-\$250K net worth  
 w/\$7K-\$45K liquid



**CONCRETE REPAIRS**

**A-1 Concrete Leveling ●**

Concrete leveling and repairs  
**BEGAN:** 1992, Franchising: 1993  
**UNITS:** US: 48, CAN: 0, INTL: 0, CO: 0  
**COST:** \$115.5K-\$145.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$5K liquid

**Concrete Raising of America ●●**

Concrete raising, leveling, stabilizing, and repairs; cement grout injection  
**BEGAN:** 1947, Franchising: 1993  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 3  
**COST:** \$34.9K-\$249.4K, Rty: 4-8%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$70K liquid

**Precision Concrete Cutting ●**

Uneven-sidewalk repairs  
**BEGAN:** 1991, Franchising: 2002  
**UNITS:** US: 47, CAN: 5, INTL: 1, CO: 5  
**COST:** \$150K-\$176.5K, Rty: 9%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$72K liquid

**ELECTRICAL SERVICES**

**Mister Sparky**

Residential electrical maintenance, repair, and replacement services  
**BEGAN:** 1996, Franchising: 2006  
**UNITS:** US: 102, CAN: 0, INTL: 0, CO: 7  
**COST:** \$68.6K-\$401.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K liquid

**Mr. Electric**

Electrical services  
**BEGAN:** 1994, Franchising: 1994  
**UNITS:** US: 112, CAN: 22, INTL: 17, CO: 0  
**COST:** \$86.1K-\$184.8K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$45K liquid

**Tegg Service**

Electrical services  
**BEGAN:** 1993, Franchising: 1993  
**UNITS:** US: 66, CAN: 5, INTL: 27, CO: 0  
**COST:** \$100.3K-\$188.9K, Rty: 2.5-4.5%  
**FINANCING:** Yes

**GROUT MAINTENANCE**

**Groutastic and Pavertastic ●**

Grout, tile, stone, cement, and brick restoration  
**BEGAN:** 2006, Franchising: 2014  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$85.9K-\$126.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$15K-\$25K liquid

**Grout Doctor**

**Global Franchise ●●**  
 Grout, tile, and stone maintenance  
**BEGAN:** 1992, Franchising: 2001  
**UNITS:** US: 69, CAN: 0, INTL: 0, CO: 2  
**COST:** \$20.4K-\$33.4K, Rty: Varies  
**FINANCING:** No  
**QUALIF:** \$15.9K-\$39.9K liquid

**The Grout Medic ●●**

Grout and tile maintenance, restoration  
**BEGAN:** 2001, Franchising: 2001  
**UNITS:** US: 56, CAN: 0, INTL: 0, CO: 0  
**COST:** \$24.7K-\$57.95K, Rty: 5-10%  
**FINANCING:** Yes  
**QUALIF:** \$25K-\$50K net worth w/\$15K-\$25K liquid

**Sir Grout Franchising ●**

Grout, tile, stone, and wood restoration  
**BEGAN:** 2004, Franchising: 2007  
**UNITS:** US: 35, CAN: 0, INTL: 1, CO: 2  
**COST:** \$94K-\$147.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$75K liquid

**HOME REPAIRS**

**Andy OnCall ●**

Handyman services  
**BEGAN:** 1993, Franchising: 1999  
**UNITS:** US: 35, CAN: 0, INTL: 0, CO: 0  
**COST:** \$48.2K-\$62.1K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Furniture Medic ●**

Furniture and wood restoration, repair, and refinishing  
**BEGAN:** 1992, Franchising: 1992  
**UNITS:** US: 240, CAN: 42, INTL: 69, CO: 0  
**COST:** \$79K-\$89.4K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$33.9K net worth w/\$33.9K liquid

**Glass Doctor**

Auto/residential/commercial glass repair and replacement  
**BEGAN:** 1962, Franchising: 1977  
**UNITS:** US: 166, CAN: 14, INTL: 0, CO: 0  
**COST:** \$128.8K-\$265.5K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$100K liquid

**The Glass Guru ●●**

Window and glass restoration and replacement  
**BEGAN:** 2004, Franchising: 2007  
**UNITS:** US: 79, CAN: 10, INTL: 0, CO: 0  
**COST:** \$37.3K-\$135.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$37.3K-\$140K liquid

**Handyman Connection**

Home repairs, remodeling  
**BEGAN:** 1990, Franchising: 1991  
**UNITS:** US: 64, CAN: 21, INTL: 0, CO: 0  
**COST:** \$101.8K-\$159K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$100K liquid

**Handyman Matters Franchise ●●**

Residential and commercial repairs, restoration, and maintenance  
**BEGAN:** 1998, Franchising: 2001  
**UNITS:** US: 129, CAN: 0, INTL: 0, CO: 0  
**COST:** \$66.8K-\$116.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$175K net worth w/\$100K liquid

**HandyPro International ●**

Handyman and home-modification services  
**BEGAN:** 1996, Franchising: 2000  
**UNITS:** US: 25, CAN: 0, INTL: 0, CO: 1  
**COST:** \$70.6K-\$128.7K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$200K net worth w/\$30K liquid

**The Honey Do Service**

Handyman/home-improvement services  
**BEGAN:** 2002, Franchising: 2008  
**UNITS:** US: 17, CAN: 0, INTL: 0, CO: 4  
**COST:** \$64.2K-\$98.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$30K liquid

**House Doctors ●**

Handyman services and home repairs  
**BEGAN:** 1994, Franchising: 1997  
**UNITS:** US: 37, CAN: 0, INTL: 0, CO: 0  
**COST:** \$98K-\$128.7K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$60K liquid

**Mr. Appliance**

Residential and commercial appliance installation and repairs  
**BEGAN:** 1996, Franchising: 1996  
**UNITS:** US: 202, CAN: 8, INTL: 0, CO: 0  
**COST:** \$60.8K-\$139.5K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$75K net worth w/\$50K-\$75K liquid

**Mr. Handyman International ●**

Home maintenance and repairs  
**BEGAN:** 2000, Franchising: 2000  
**UNITS:** US: 197, CAN: 11, INTL: 0, CO: 0  
**COST:** \$105.1K-\$136.7K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$60K liquid

**The Patch Boys ●●**

Drywall repair  
**BEGAN:** 2006, Franchising: 2015  
**UNITS:** US: 41, CAN: 1, INTL: 0, CO: 1  
**COST:** \$45.5K-\$66K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$50K net worth w/\$30K liquid

**The Screenmobile ●**

Mobile window and door screening  
**BEGAN:** 1982, Franchising: 1984  
**UNITS:** US: 102, CAN: 0, INTL: 0, CO: 1  
**COST:** \$83.8K-\$121.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Sometimes Spouse ●●**

Handyman and household services  
**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 42, CAN: 0, INTL: 0, CO: 10  
**COST:** \$31.2K-\$66.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$50K liquid

**Yellow Van Handyman ●●**

Handyman services  
**BEGAN:** 2002, Franchising: 2004  
**UNITS:** US: 14, CAN: 1, INTL: 0, CO: 0  
**COST:** \$30K-\$42K, Rty: 12%  
**FINANCING:** Yes  
**QUALIF:** \$30K-\$42K net worth w/\$30K-\$42K liquid

**HVAC SERVICES**

**Aire Serv**

HVAC services  
**BEGAN:** 1993, Franchising: 1993  
**UNITS:** US: 168, CAN: 15, INTL: 4, CO: 0  
**COST:** \$82.6K-\$206.4K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$82.6K-\$200K net worth w/\$45K-\$50K liquid

**Linc Service**

HVAC services  
**BEGAN:** 1979, Franchising: 1980  
**UNITS:** US: 107, CAN: 8, INTL: 22, CO: 33  
**COST:** \$66.5K-\$136K, Rty: 2.5-4.5%  
**FINANCING:** Yes

**One Hour Heating & Air Conditioning**

Residential HVAC maintenance, repair, and replacement  
**BEGAN:** 1999, Franchising: 2003  
**UNITS:** US: 318, CAN: 0, INTL: 0, CO: 34  
**COST:** \$81.8K-\$535.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K liquid

**LAWN CARE**

**The Grounds Guys**

Lawn and landscape maintenance  
**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 172, CAN: 37, INTL: 0, CO: 0  
**COST:** \$73.5K-\$200.1K, Rty: 2.5-7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$40K liquid

**Lawn Army ●●**

Lawn care  
**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 0  
**COST:** \$30K-\$42K, Rty: 12%  
**FINANCING:** Yes  
**QUALIF:** \$30K-\$42K net worth w/\$30K-\$42K liquid

## Lawn Doctor ●

Lawn, tree, and shrub care; mosquito and tick control

**BEGAN:** 1967, Franchising: 1967  
**UNITS:** US: 537, CAN: 0, INTL: 0, CO: 0  
**COST:** \$101.9K-\$115.9K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$60K net worth w/\$60K liquid

## NaturaLawn of America

Organic-based lawn care

**BEGAN:** 1987, Franchising: 1989  
**UNITS:** US: 78, CAN: 0, INTL: 0, CO: 7  
**COST:** \$47.5K-\$112.7K, Rty: 7-9%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K-\$125K liquid

## Rent-A-Ruminant Franchise ●

Vegetation management using goats

**BEGAN:** 2004, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$80K-\$120K, Rty: 8%  
**FINANCING:** Yes

## Spring-Green Lawn Care ●

Lawn and tree care

**BEGAN:** 1977, Franchising: 1977  
**UNITS:** US: 109, CAN: 0, INTL: 0, CO: 26  
**COST:** \$109.1K, Rty: 8-10%  
**FINANCING:** Yes  
**QUALIF:** \$160K net worth w/\$60K liquid

## U.S. Lawns ●

Commercial grounds care

**BEGAN:** 1986, Franchising: 1987  
**UNITS:** US: 267, CAN: 0, INTL: 0, CO: 0  
**COST:** \$32.8K-\$79.3K, Rty: 3-6%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$40K liquid

## Weed Man ●

Lawn care

**BEGAN:** 1970, Franchising: 1976  
**UNITS:** US: 456, CAN: 133, INTL: 5, CO: 0  
**COST:** \$68.5K-\$85.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$60K net worth w/\$60K liquid

## LEATHER & VINYL REPAIR

### Color Glo International ●

Leather, vinyl, fabric, carpet, and surface repair and restoration

**BEGAN:** 1975, Franchising: 1983  
**UNITS:** US: 80, CAN: 12, INTL: 50, CO: 0  
**COST:** \$56.3K-\$61.4K, Rty: 4%+  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$50K liquid

### Creative Colors International ●

Leather, vinyl, fabric, and plastic repair, cleaning, and dyeing

**BEGAN:** 1980, Franchising: 1991  
**UNITS:** US: 60, CAN: 1, INTL: 0, CO: 3  
**COST:** \$94.98K-\$122.3K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth

## Fibrenew ●

Leather, plastic, and vinyl restoration and repair

**BEGAN:** 1985, Franchising: 1987  
**UNITS:** US: 163, CAN: 59, INTL: 16, CO: 2  
**COST:** \$89.5K-\$101.3K, Rty: \$575+/mo.  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

## Leather Medic ●

Leather repair and refinishing

**BEGAN:** 1989, Franchising: 2003  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 3  
**COST:** \$73.9K-\$90.2K, Rty: \$450/truck/mo.  
**FINANCING:** Yes  
**QUALIF:** \$40K net worth w/\$40K liquid

## PEST CONTROL

### Black Diamond Pest Control ●

Termite, bedbug, and other pest control

**BEGAN:** 1940, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$96.9K-\$183K, Rty: 5%  
**FINANCING:** No

### Critter Control ● ●

Wildlife management, pest control

**BEGAN:** 1983, Franchising: 1987  
**UNITS:** US: 98, CAN: 2, INTL: 0, CO: 5  
**COST:** \$23.7K-\$94.6K, Rty: 7%  
**FINANCING:** Yes

### Mosquito Joe ●

Outdoor pest control

**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 233, CAN: 0, INTL: 0, CO: 2  
**COST:** \$69.6K-\$122.5K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$30K-\$50K liquid

### Mosquito Shield ●

Outdoor pest control

**BEGAN:** 2001, Franchising: 2013  
**UNITS:** US: 58, CAN: 0, INTL: 0, CO: 2  
**COST:** \$73.1K-\$106.8K, Rty: 6-9%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$100K liquid

### Mosquito Squad ● ●

Outdoor pest control

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 220, CAN: 0, INTL: 0, CO: 0  
**COST:** \$29.6K-\$69.6K, Rty: \$400-\$1.9K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

### Superior Mosquito Defense ● ●

Outdoor pest control

**BEGAN:** 1996, Franchising: 2013  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 1  
**COST:** \$16.3K-\$27.7K, Rty: 5%  
**FINANCING:** No

## PLUMBING

### Ace DuraFlo Systems ● ●

Pipe restoration

**BEGAN:** 1998, Franchising: 2001  
**UNITS:** US: 26, CAN: 0, INTL: 0, CO: 4  
**COST:** \$41.5K-\$420.1K, Rty: 8%  
**FINANCING:** Yes

### Benjamin Franklin Plumbing

Plumbing service, repair, maintenance

**BEGAN:** 2000, Franchising: 2001  
**UNITS:** US: 260, CAN: 0, INTL: 0, CO: 11  
**COST:** \$89.8K-\$412.1K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K liquid

### bluefrog Plumbing + Drain

Plumbing and drain services

**BEGAN:** 2013, Franchising: 2014  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 0  
**COST:** \$69.4K-\$340.5K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$100K net worth w/\$15K-\$100K liquid

### Mr. Rooter

Plumbing, drain, and sewer cleaning

**BEGAN:** 1968, Franchising: 1972  
**UNITS:** US: 191, CAN: 28, INTL: 57, CO: 0  
**COST:** \$74.3K-\$180.2K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

### Rooter-Man ● ●

Plumbing, drain, and sewer cleaning

**BEGAN:** 1970, Franchising: 1981  
**UNITS:** US: 556, CAN: 56, INTL: 1, CO: 22  
**COST:** \$46.8K-\$137.6K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$25K net worth w/\$10K liquid

## POOL MAINTENANCE

### AccuAquatics Franchise ● ●

Pool services and cleaning

**BEGAN:** 2008, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$37.1K-\$69.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth

### ASP-America's Swimming Pool Company ●

Swimming pool maintenance, repairs, and renovations

**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 254, CAN: 0, INTL: 0, CO: 0  
**COST:** \$96.1K-\$143.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

### Pool Service USA ●

Pool maintenance and cleaning

**BEGAN:** 2007, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$40.6K-\$49.4K, Rty: 5-8%  
**FINANCING:** Yes  
**QUALIF:** \$10K liquid

## RESIDENTIAL CLEANING

### The Cleaning Authority

Residential cleaning

**BEGAN:** 1978, Franchising: 1996  
**UNITS:** US: 208, CAN: 7, INTL: 0, CO: 2  
**COST:** \$70.9K-\$152.6K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$40K liquid

### eMaids ● ●

Residential cleaning

**BEGAN:** 2010, Franchising: 2014  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 2  
**COST:** \$29.9K-\$64.7K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$21.5K liquid

### Enovana Green Cleaning

Environmentally friendly residential cleaning

**BEGAN:** 2007, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$66.9K-\$103.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$25K liquid

### freedommaid ● ●

Residential cleaning

**BEGAN:** 2008, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$49.5K-\$103.1K, Rty: 4-6%  
**FINANCING:** No

### Home Cleaning Centers of America ●

Residential and commercial cleaning

**BEGAN:** 1981, Franchising: 1984  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 0  
**COST:** \$32.8K-\$34.8K, Rty: 3-5%  
**FINANCING:** No

### Maid Brigade

Residential cleaning

**BEGAN:** 1979, Franchising: 1980  
**UNITS:** US: 373, CAN: 76, INTL: 6, CO: 0  
**COST:** \$85K-\$124K, Rty: 3.5-6.9%  
**FINANCING:** No  
**QUALIF:** \$50K net worth w/\$50K liquid

### MaidPro ●

Residential cleaning

**BEGAN:** 1991, Franchising: 1997  
**UNITS:** US: 233, CAN: 9, INTL: 0, CO: 1  
**COST:** \$57.6K-\$207.5K, Rty: 3.5-6.5%  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

### Maid Right Franchising ● ●

Residential cleaning

**BEGAN:** 2013, Franchising: 2013  
**UNITS:** US: 150, CAN: 3, INTL: 0, CO: 1  
**COST:** \$4.7K-\$48.8K, Rty: 15%  
**FINANCING:** Yes  
**QUALIF:** \$1K-\$14K net worth w/\$1K liquid

**The Maids**

Residential cleaning  
**BEGAN:** 1979, Franchising: 1981  
**UNITS:** US: 1,178, CAN: 45, INTL: 0, CO: 111  
**COST:** \$76.1K-\$164.4K, Rty: 3.9-6.9%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$60K liquid

**Maids by Trade** ● ●

Residential cleaning, cleaning products  
**BEGAN:** 2011, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$8.99K-\$109.99K, Rty: 6-12%  
**FINANCING:** No  
**QUALIF:** \$50K net worth w/\$30K liquid

**Maid Simple House Cleaning** ● ●

Residential cleaning  
**BEGAN:** 2012, Franchising: 2012  
**UNITS:** US: 15, CAN: 2, INTL: 0, CO: 0  
**COST:** \$10.6K-\$10.6K, Rty: 15-19%  
**FINANCING:** Yes  
**QUALIF:** \$10K net worth w/\$10K liquid

**Merry Maids**

Residential cleaning  
**BEGAN:** 1979, Franchising: 1980  
**UNITS:** US: 984, CAN: 43, INTL: 792, CO: 3  
**COST:** \$86.8K-\$123.8K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$90K net worth w/\$37.5K liquid

**Molly Maid**

Residential cleaning  
**BEGAN:** 1979, Franchising: 1979  
**UNITS:** US: 466, CAN: 0, INTL: 0, CO: 0  
**COST:** \$89.2K-\$137.2K, Rty: 3-6.5%  
**FINANCING:** Yes

**10BucksARoom.com** ● ●

Residential and commercial cleaning  
**BEGAN:** 2012, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 3  
**COST:** \$31.4K-\$73.8K, Rty: \$750-\$1.25K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$15K-\$30K liquid

**Two Maids & A Mop**

Residential cleaning  
**BEGAN:** 2003, Franchising: 2013  
**UNITS:** US: 45, CAN: 0, INTL: 0, CO: 1  
**COST:** \$56K-\$136.95K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$30K liquid

**You've Got Maids** ●

Environmentally friendly residential cleaning  
**BEGAN:** 2005, Franchising: 2010  
**UNITS:** US: 78, CAN: 0, INTL: 0, CO: 0  
**COST:** \$36.4K-\$107K, Rty: 2.99-5.9%  
**FINANCING:** Yes  
**QUALIF:** \$120K net worth w/\$39.9K liquid

**Zero-To-Clean** ● ●

Residential and commercial cleaning  
**BEGAN:** 2010, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$28.8K-\$30.8K, Rty: 6%  
**FINANCING:** No

**RESTORATION SERVICES**

**Certified Restoration DryCleaning Network** ●

Restoration of textiles and electronics  
**BEGAN:** 1992, Franchising: 2001  
**UNITS:** US: 134, CAN: 14, INTL: 8, CO: 0  
**COST:** \$45.4K-\$235.5K, Rty: 6%/9%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$175K-\$225K liquid

**Delta Disaster Services**

Insurance/disaster restoration  
**BEGAN:** 2006, Franchising: 2010  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 1  
**COST:** \$162.8K-\$332.2K, Rty: 4-8%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$500K net worth

**DKI**

Property restoration  
**BEGAN:** 1974, Franchising: 1994  
**UNITS:** US: 266, CAN: 79, INTL: 1, CO: 0  
**COST:** \$22.1K-\$94.8K, Rty: \$625-\$2.1K/mo.  
**FINANCING:** No

**Duraclean** ●

Carpet and upholstery cleaning, disaster restoration, mold remediation  
**BEGAN:** 1930, Franchising: 1945  
**UNITS:** US: 128, CAN: 1, INTL: 145, CO: 9  
**COST:** \$64.6K-\$115.9K, Rty: 2-8%  
**FINANCING:** Yes  
**QUALIF:** \$25K liquid

**911 Restoration** ● ●

Residential and commercial property restoration  
**BEGAN:** 2003, Franchising: 2007  
**UNITS:** US: 58, CAN: 2, INTL: 0, CO: 0  
**COST:** \$35.1K-\$203.9K, Rty: 3-10%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

**1-800-Packouts**

Building contents packing, cleaning, storage, and restoration  
**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 42, CAN: 0, INTL: 0, CO: 1  
**COST:** \$70.5K-\$248.5K, Rty: 7%  
**FINANCING:** No

**1-800 Water Damage**

Restoration  
**BEGAN:** 1988, Franchising: 2002  
**UNITS:** US: 40, CAN: 0, INTL: 0, CO: 1  
**COST:** \$79K, Rty: 7-11%  
**FINANCING:** No  
**QUALIF:** \$200K net worth w/\$100K liquid

**Paul Davis Emergency Services** ●

Emergency restoration  
**BEGAN:** 1966, Franchising: 2009  
**UNITS:** US: 94, CAN: 0, INTL: 0, CO: 2  
**COST:** \$64.5K-\$188.8K, Rty: 4-8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$55K liquid

**Paul Davis Restoration**

Insurance restoration  
**BEGAN:** 1966, Franchising: 1970  
**UNITS:** US: 184, CAN: 60, INTL: 0, CO: 6  
**COST:** \$188.2K-\$391.1K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$150K liquid

**PuroClean** ●

Property damage restoration and remediation  
**BEGAN:** 1990, Franchising: 1991  
**UNITS:** US: 197, CAN: 31, INTL: 0, CO: 0  
**COST:** \$160.8K-\$182.8K, Rty: 3-10%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K-\$150K liquid

**Rainbow International Restoration & Cleaning**

Indoor cleaning and restoration  
**BEGAN:** 1981, Franchising: 1981  
**UNITS:** US: 282, CAN: 22, INTL: 66, CO: 0  
**COST:** \$171.7K-\$278.1K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

**Restoration 1** ●

Water, fire, smoke, and mold remediation  
**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 109, CAN: 0, INTL: 0, CO: 0  
**COST:** \$77.95K-\$182.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

**Service Team of Professionals (STOP)** ●

Water/fire restoration, mold remediation  
**BEGAN:** 1971, Franchising: 1996  
**UNITS:** US: 35, CAN: 0, INTL: 0, CO: 0  
**COST:** \$78.6K-\$138.5K, Rty: 7-9%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Servpro**

Insurance/disaster restoration and cleaning  
**BEGAN:** 1967, Franchising: 1969  
**UNITS:** US: 1,735, CAN: 14, INTL: 0, CO: 0  
**COST:** \$158.1K-\$211.95K, Rty: 3-10%  
**FINANCING:** Yes  
**QUALIF:** \$105K-\$110K liquid

**Steamatic** ●

Insurance/disaster restoration, cleaning, mold remediation  
**BEGAN:** 1948, Franchising: 1967  
**UNITS:** US: 70, CAN: 62, INTL: 44, CO: 0  
**COST:** \$74.4K-\$173.5K, Rty: 8-2%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$70K liquid

**Storm Guard Restoration**

Exterior restoration  
**BEGAN:** 2003, Franchising: 2011  
**UNITS:** US: 43, CAN: 0, INTL: 0, CO: 3  
**COST:** \$169.4K-\$295.1K, Rty: 6.25%  
**FINANCING:** Yes  
**QUALIF:** \$450K net worth w/\$200K liquid

**Vital Restoration** ●

Disaster restoration  
**BEGAN:** 2004, Franchising: 2011  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 0  
**COST:** \$138.8K-\$305.6K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$50K liquid

**RESTROOM MAINTENANCE**

**Aire-Master of America** ● ●

Restroom odor control and maintenance  
**BEGAN:** 1958, Franchising: 1976  
**UNITS:** US: 105, CAN: 2, INTL: 0, CO: 7  
**COST:** \$39.6K-\$142.4K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

**Enviro-Master International Franchise**

Restroom hygiene products and services  
**BEGAN:** 2009, Franchising: 2011  
**UNITS:** US: 70, CAN: 2, INTL: 0, CO: 2  
**COST:** \$166.3K-\$292.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$350K net worth w/\$250K-\$350K liquid

**WINDOW CLEANING**

**Fish Window Cleaning Services**

Window cleaning  
**BEGAN:** 1978, Franchising: 1998  
**UNITS:** US: 271, CAN: 0, INTL: 0, CO: 1  
**COST:** \$83.2K-\$146.2K, Rty: 6-8%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$500K net worth w/\$60K-\$150K liquid

**Men In Kilts Window Cleaning** ● ●

Window and exterior cleaning  
**BEGAN:** 2002, Franchising: 2010  
**UNITS:** US: 8, CAN: 16, INTL: 0, CO: 0  
**COST:** \$41.4K-\$103.4K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K liquid

**Shack Shine** ●

Interior and exterior window washing, gutter cleaning, power washing, house washing  
**BEGAN:** 2013, Franchising: 2014  
**UNITS:** US: 5, CAN: 13, INTL: 0, CO: 0  
**COST:** \$70.4K-\$104.1K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$100K net worth

## Shine Window Care and Holiday Lighting ●

Window, roof, and gutter cleaning, pressure washing, holiday lighting

**BEGAN:** 2000, Franchising: 2012  
**UNITS:** US: 21, CAN: 0, INTL: 0, CO: 0  
**COST:** \$67.3K-\$92.3K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$50K liquid

## Squeegee Squad ●●

Residential and high-rise window cleaning, building maintenance

**BEGAN:** 1999, Franchising: 2005  
**UNITS:** US: 48, CAN: 0, INTL: 3, CO: 3  
**COST:** \$42.98K-\$143.5K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$3K-\$35K liquid

## Window Gang ●●

Window, gutter, and dryer-vent cleaning, pressure washing, chimney sweeping

**BEGAN:** 1986, Franchising: 1996  
**UNITS:** US: 89, CAN: 0, INTL: 0, CO: 101  
**COST:** \$34.4K-\$81.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$50K liquid

## Window Genie ●

Residential window cleaning, window tinting, pressure washing

**BEGAN:** 1994, Franchising: 1998  
**UNITS:** US: 253, CAN: 0, INTL: 0, CO: 0  
**COST:** \$90.8K-\$140K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K liquid

## MISCELLANEOUS MAINTENANCE SERVICES

### AdvantaClean ●

Environmental services

**BEGAN:** 1994, Franchising: 2006  
**UNITS:** US: 223, CAN: 0, INTL: 0, CO: 0  
**COST:** \$124.8K-\$226.2K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$175K-\$325K net worth w/\$50K-\$150K liquid

### American Leak Detection ●

Concealed water, gas, and sewer leak-detection

**BEGAN:** 1974, Franchising: 1984  
**UNITS:** US: 346, CAN: 8, INTL: 15, CO: 50  
**COST:** \$76.8K-\$259.6K, Rty: 6-10%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$70K liquid

### Bar-B-Clean ●●

Barbecue cleaning

**BEGAN:** 2011, Franchising: 2013  
**UNITS:** US: 26, CAN: 0, INTL: 0, CO: 1  
**COST:** \$32.5K-\$50K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$23K net worth w/\$23K liquid

## Chemstation

Industrial cleanser manufacturing and distribution

**BEGAN:** 1965, Franchising: 1983  
**UNITS:** US: 46, CAN: 0, INTL: 1, CO: 10  
**COST:** \$309.6K-\$427.1K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K-\$500K liquid

## Dryer Vent Wizard International ●

Dryer-vent cleaning, replacement

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 77, CAN: 6, INTL: 0, CO: 0  
**COST:** \$64.2K-\$78.5K, Rty: 10%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$20K liquid

## D'Sapone Restorations

### Franchising ●●

Grout, tile, stone, glass, and tub restoration; cleaning and sealing products

**BEGAN:** 2005, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$43.2K-\$55.5K, Rty: 8%  
**FINANCING:** No

## Duct Doctor USA ●

Residential and commercial air-duct cleaning

**BEGAN:** 1985, Franchising: 2000  
**UNITS:** US: 26, CAN: 0, INTL: 2, CO: 0  
**COST:** \$41K-\$136.5K, Rty: 5-8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

## Ductz International

Air-duct cleaning, HVAC restoration, dryer-vent cleaning

**BEGAN:** 2002, Franchising: 2003  
**UNITS:** US: 90, CAN: 0, INTL: 0, CO: 9  
**COST:** \$92.8K-\$204.2K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$175K net worth w/\$100K liquid

## Fitness Machine

### Technicians (FMT) ●●

Exercise equipment service and repairs

**BEGAN:** 2002, Franchising: 2012  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$43.2K-\$195.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$20K liquid

## Foliage Design Systems ●●

Interior plant sales, leasing, and maintenance

**BEGAN:** 1971, Franchising: 1980  
**UNITS:** US: 21, CAN: 0, INTL: 0, CO: 3  
**COST:** \$44.4K-\$64.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$33.95K-\$124.6K liquid

## Green Home Solutions ●●

Environmentally friendly indoor home services

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 126, CAN: 0, INTL: 0, CO: 1  
**COST:** \$45.7K-\$75.3K, Rty: \$200/mo.  
**FINANCING:** Yes  
**QUALIF:** \$60K liquid

## Jet-Black Franchise Group ●●

Asphalt maintenance

**BEGAN:** 1988, Franchising: 1993  
**UNITS:** US: 104, CAN: 0, INTL: 0, CO: 8  
**COST:** \$43K-\$100.2K, Rty: 1-8%  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

## Magic Bubbles ●

Pressure washing

**BEGAN:** 2007, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 3  
**COST:** \$79K-\$197.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

## Michael & Son Services ●

Plumbing, electrical, HVAC, and duct-cleaning services

**BEGAN:** 1976, Franchising: 2010  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 7  
**COST:** \$171K-\$402.2K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$200K net worth w/\$50K liquid

## Midtown Chimney Sweeps

### Franchising ●●

Chimney sweeping

**BEGAN:** 1979, Franchising: 2014  
**UNITS:** US: 29, CAN: 0, INTL: 0, CO: 0  
**COST:** \$26.7K-\$87.2K, Rty: 7%  
**FINANCING:** Yes

## Modern Purair ●

Indoor-air-quality testing, HVAC cleaning, coil cleaning

**BEGAN:** 2007, Franchising: 2007  
**UNITS:** US: 0, CAN: 11, INTL: 0, CO: 1  
**COST:** \$72K-\$125K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$25K liquid

## Pet Butler ●●

Pet-waste cleanup and removal

**BEGAN:** 1988, Franchising: 2005  
**UNITS:** US: 130, CAN: 0, INTL: 0, CO: 0  
**COST:** \$30K-\$42K, Rty: 12%  
**FINANCING:** Yes  
**QUALIF:** \$30K-\$42K net worth w/\$30K-\$42K liquid

## Renew Crew ●

Environmentally friendly exterior surface cleaning and protection

**BEGAN:** 1993, Franchising: 2001  
**UNITS:** US: 29, CAN: 0, INTL: 0, CO: 0  
**COST:** \$45.3K-\$71.1K, Rty: \$600-\$1.8K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$40K liquid

## Sparkle Wash International ●

Pressure washing, restoration, and preservation services

**BEGAN:** 1965, Franchising: 1967  
**UNITS:** US: 47, CAN: 1, INTL: 10, CO: 1  
**COST:** \$45.1K-\$96.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

## Spaulding Decon ●

Crime-scene, meth-lab, and hoarding cleanup

**BEGAN:** 2005, Franchising: 2015  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$95K-\$149K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

## TruBlue Total House Care ●

Handyman services, residential cleaning, lawn care

**BEGAN:** 2011, Franchising: 2011  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 0  
**COST:** \$61.9K-\$81K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$45K liquid

## Personal Care

### CRYOTHERAPY

#### Chill Cryosauna

Cryotherapy

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$75K-\$250K, Rty: 8-10%  
**FINANCING:** Yes  
**QUALIF:** \$10K liquid

#### Glacé Cryotherapy

Whole-body cryotherapy

**BEGAN:** 2014, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$124.7K-\$202.5K, Rty: 7%  
**FINANCING:** No

### FITNESS BUSINESSES

#### Alkalign Studios

Group fitness classes, streaming fitness classes, nutrition coaching

**BEGAN:** 2015, Franchising: 2015  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 2  
**COST:** \$173.3K-\$521K, Rty: 5%+  
**FINANCING:** No

#### Anytime Fitness

Fitness centers

**BEGAN:** 2001, Franchising: 2002  
**UNITS:** US: 2,308, CAN: 159, INTL: 1,150, CO: 38  
**COST:** \$89.4K-\$677.8K, Rty: \$449-\$549/mo.  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**Baby Boot Camp** ● ●

Prenatal and postpartum fitness

**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 83, CAN: 0, INTL: 0, CO: 1  
**COST:** \$5.1K-\$12.7K, Rty: \$240/mo.  
**FINANCING:** No

**The Barre Code**

Barre fitness classes

**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 23, CAN: 0, INTL: 0, CO: 6  
**COST:** \$184K-\$357K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$150K net worth

**Blink Fitness**

Health and fitness centers

**BEGAN:** 2011, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 55  
**COST:** \$637K-\$2.1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M-\$3M net worth w/\$400K liquid

**Bodytek Fitness**

Gyms

**BEGAN:** 2010, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 4  
**COST:** \$207.9K-\$373K, Rty: 6%  
**FINANCING:** Yes

**Burn Boot Camp**

Women's fitness centers

**BEGAN:** 2012, Franchising: 2015  
**UNITS:** US: 48, CAN: 0, INTL: 0, CO: 5  
**COST:** \$62.9K-\$106.5K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$20K liquid

**CKO Kickboxing**

Kickboxing fitness classes

**BEGAN:** 1997, Franchising: 2007  
**UNITS:** US: 73, CAN: 0, INTL: 0, CO: 1  
**COST:** \$112.99K-\$378.4K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$105K net worth w/\$60K liquid

**Club Pilates**

Pilates classes

**BEGAN:** 2007, Franchising: 2012  
**UNITS:** US: 216, CAN: 0, INTL: 0, CO: 3  
**COST:** \$180.6K-\$249.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$80K liquid

**Crunch Franchise**

Fitness centers

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 141, CAN: 14, INTL: 12, CO: 17  
**COST:** \$304.5K-\$2.1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K-\$400K liquid

**CycleBar**

Indoor cycling classes

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 3  
**COST:** \$378.4K-\$893.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$1M-\$10M net worth w/\$400K liquid

**Epic Hybrid Training**

Fitness centers

**BEGAN:** 2012, Franchising: 2015  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 2  
**COST:** \$62.6K-\$139.8K, Rty: 6%  
**FINANCING:** Yes

**ETF Fitness**

Fitness studios

**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$241.5K-\$567.5K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$250K liquid

**Fit Body Boot Camp** ●

Indoor fitness boot camps

**BEGAN:** 2009, Franchising: 2011  
**UNITS:** US: 320, CAN: 38, INTL: 0, CO: 0  
**COST:** \$38K-\$85.5K, Rty: \$697/mo.  
**FINANCING:** No

**Fit4Mom** ● ●

Prenatal and postpartum fitness and wellness programs

**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 256, CAN: 0, INTL: 0, CO: 1  
**COST:** \$6.2K-\$23.7K, Rty: \$224-\$454/mo.  
**FINANCING:** No

**Fit36**

Group fitness training

**BEGAN:** 2013, Franchising: 2014  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 0  
**COST:** \$161.9K-\$278.95K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$275K net worth w/\$120K liquid

**Fitness Together**

Personal training

**BEGAN:** 1984, Franchising: 1996  
**UNITS:** US: 153, CAN: 0, INTL: 0, CO: 0  
**COST:** \$125K-\$190.8K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$175K net worth w/\$80K liquid

**Fitwall**

Group and semi-private training

**BEGAN:** 2013, Franchising: 2014  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 2  
**COST:** \$310.6K-\$626.2K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$750K net worth w/\$200K liquid

**4U Fitness**

Personal training using electric muscle stimulation

**BEGAN:** 2012, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$142K-\$343.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$250K net worth w/\$50K-\$100K liquid

**Get In Shape For Women**

Small-group personal training for women

**BEGAN:** 2006, Franchising: 2007  
**UNITS:** US: 73, CAN: 0, INTL: 0, CO: 1  
**COST:** \$57.4K-\$190.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**Gold's Gym**

Health and fitness centers

**BEGAN:** 1965, Franchising: 1980  
**UNITS:** US: 255, CAN: 17, INTL: 301, CO: 150  
**COST:** \$2.2M-\$5M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$400K liquid

**GymGuyz** ●

Mobile personal training

**BEGAN:** 2008, Franchising: 2013  
**UNITS:** US: 111, CAN: 0, INTL: 0, CO: 4  
**COST:** \$56.7K-\$119.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$100K liquid

**Hard Exercise Works**

Fitness programs

**BEGAN:** 2008, Franchising: 2011  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 1  
**COST:** \$102.2K-\$403.5K, Rty: \$1K-\$2K/mo.  
**FINANCING:** Yes

**High Altitude Personal Training**

Personal training

**BEGAN:** 2009, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$261.3K-\$365.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$400K net worth w/\$95K liquid

**iLoveKickboxing**

Kickboxing fitness classes

**BEGAN:** 2009, Franchising: 2012  
**UNITS:** US: 203, CAN: 4, INTL: 1, CO: 6  
**COST:** \$157.9K-\$398.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

**Impact Strong Kickboxing/Fitness**

Kickboxing and fitness gyms

**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 1  
**COST:** \$61.2K-\$87.3K, Rty: \$487/mo.  
**FINANCING:** No

**Iron Tribe Fitness**

Group personal-training gyms

**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 33, CAN: 0, INTL: 0, CO: 8  
**COST:** \$300K-\$433.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$50K liquid

**Jazzercise** ● ● ●

Group fitness classes, conventions, apparel, and accessories

**BEGAN:** 1969, Franchising: 1982  
**UNITS:** US: 6,990, CAN: 198, INTL: 1,692, CO: 0  
**COST:** \$3.5K-\$12.9K, Rty: 20%  
**FINANCING:** No

**Just You Fitness** ● ●

Personal training

**BEGAN:** 2011, Franchising: 2016  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$28K-\$42.4K, Rty: \$349/mo.  
**FINANCING:** Yes

**Kaia FIT** ●

Women's fitness

**BEGAN:** 2004, Franchising: 2013  
**UNITS:** US: 56, CAN: 0, INTL: 0, CO: 0  
**COST:** \$34K-\$99.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

**Koko FitClub**

Fitness clubs

**BEGAN:** 2004, Franchising: 2008  
**UNITS:** US: 89, CAN: 0, INTL: 0, CO: 3  
**COST:** \$185.3K-\$396.3K, Rty: 3-5%  
**FINANCING:** No  
**QUALIF:** \$350K net worth w/\$175K liquid

**Legacy Fit**

Group interval training classes

**BEGAN:** 2008, Franchising: 2014  
**UNITS:** US: 1, CAN: 0, INTL: 1, CO: 1  
**COST:** \$200K-\$490K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$90K liquid

**Live 2 B Healthy Senior Fitness** ● ●

Exercise programs for seniors

**BEGAN:** 2008, Franchising: 2010  
**UNITS:** US: 35, CAN: 0, INTL: 0, CO: 0  
**COST:** \$37.7K-\$48.1K, Rty: 6%+  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K liquid

**The Max Challenge**

10-week fitness and nutrition programs

**BEGAN:** 2011, Franchising: 2013  
**UNITS:** US: 51, CAN: 0, INTL: 0, CO: 1  
**COST:** \$112.7K-\$212.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$40K liquid

## Miami Yoga

Yoga studios

**BEGAN:** 2007, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$99.1K-\$199K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

## My House Fitness Franchise

Personal and group training, boot camps, nutrition

**BEGAN:** 2009, Franchising: 2011  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 2  
**COST:** \$115.4K-\$213.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$150K liquid

## 9Round

Kickboxing circuit-training programs

**BEGAN:** 2007, Franchising: 2009  
**UNITS:** US: 447, CAN: 34, INTL: 52, CO: 0  
**COST:** \$75.2K-\$116.8K, Rty: \$449/mo.  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$25K-\$100K liquid

## Orangetheory Fitness

Group personal training

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 599, CAN: 48, INTL: 21, CO: 16  
**COST:** \$488.4K-\$994.4K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

## PickUp USA Fitness

Basketball-focused fitness clubs

**BEGAN:** 2011, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$337.3K-\$539.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$150K liquid

## Planet Fitness

Fitness clubs

**BEGAN:** 1992, Franchising: 2003  
**UNITS:** US: 1,059, CAN: 6, INTL: 1, CO: 58  
**COST:** \$853.4K-\$3.7M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$3M net worth w/\$1.5M liquid

## Polestar Pilates Studio Franchise

Pilates studios

**BEGAN:** 1998, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$121.8K-\$196.95K, Rty: 6%  
**FINANCING:** Yes

## Pro Martial Arts Franchise

Martial-arts instruction, fitness

**BEGAN:** 2000, Franchising: 2008  
**UNITS:** US: 47, CAN: 4, INTL: 0, CO: 1  
**COST:** \$142.8K-\$199.6K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$350K liquid

## Pure Barre

Barre fitness classes and apparel

**BEGAN:** 2001, Franchising: 2009  
**UNITS:** US: 451, CAN: 3, INTL: 0, CO: 13  
**COST:** \$168.1K-\$300.7K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

## Retro Fitness

Health clubs

**BEGAN:** 2002, Franchising: 2006  
**UNITS:** US: 148, CAN: 0, INTL: 0, CO: 0  
**COST:** \$941.4K-\$1.9M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$300K liquid

## Rock Climbing Franchising

Indoor rock-climbing gyms

**BEGAN:** 2005, Franchising: 2012  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 2  
**COST:** \$874.1K-\$1.7M, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$250K liquid

## Self Made Training Facility

Private personal training and supplement sales

**BEGAN:** 2010, Franchising: 2016  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 4  
**COST:** \$179K-\$435.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$255K net worth w/\$155K liquid

## Snap Fitness

24-hour fitness centers

**BEGAN:** 2003, Franchising: 2004  
**UNITS:** US: 920, CAN: 81, INTL: 369, CO: 56  
**COST:** \$148.2K-\$458.5K, Rty: \$529/mo.  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

## Sudore Fitness

Group interval training

**BEGAN:** 2017, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$355.2K-\$745K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$150K liquid

## Tapout Fitness

Fitness and martial arts

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 0  
**COST:** \$83.6K-\$597.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

## Tiger-Rock Martial Arts

Martial-arts and fitness programs

**BEGAN:** 1983, Franchising: 2008  
**UNITS:** US: 133, CAN: 0, INTL: 0, CO: 0  
**COST:** \$89.9K-\$197.6K, Rty: \$3.50/student/mo.  
**FINANCING:** Yes  
**QUALIF:** \$35K liquid

## Title Boxing Club

Boxing and kickboxing fitness classes, personal training, apparel

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 154, CAN: 0, INTL: 1, CO: 3  
**COST:** \$143.3K-\$394.2K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$125K liquid

## UFC Gym

Fitness, boxing, kickboxing, and MMA classes

**BEGAN:** 1992, Franchising: 2004  
**UNITS:** US: 111, CAN: 4, INTL: 3, CO: 12  
**COST:** \$706.1K-\$1.5M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$350K liquid

## Workout Anytime 24/7

24-hour health clubs

**BEGAN:** 1999, Franchising: 2005  
**UNITS:** US: 108, CAN: 0, INTL: 0, CO: 0  
**COST:** \$351.3K-\$836.5K, Rty: \$499+/mo.  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

## Xtend Barre

Fitness studios

**BEGAN:** 2008, Franchising: 2010  
**UNITS:** US: 28, CAN: 1, INTL: 30, CO: 2  
**COST:** \$162.8K-\$516.9K, Rty: 4-6%+  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K liquid

## The Zoo Health Club

Fitness centers

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 22, CAN: 0, INTL: 0, CO: 0  
**COST:** \$71.1K-\$415.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$150K-\$200K liquid

## HAIR CARE

### Camille Albane Franchising

Upscale hair and beauty salons

**BEGAN:** 1954, Franchising: 1994  
**UNITS:** US: 2, CAN: 0, INTL: 269, CO: 2  
**COST:** \$245.9K-\$424.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$125K liquid

### Cookie Cutters Haircuts for Kids

Children's hair salons

**BEGAN:** 1994, Franchising: 1996  
**UNITS:** US: 28, CAN: 1, INTL: 0, CO: 1  
**COST:** \$90.5K-\$261K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$50M net worth w/\$50K-\$10M liquid

## Cost Cutters Family Hair Care

Family hair salons

**BEGAN:** 1982, Franchising: 1982  
**UNITS:** US: 391, CAN: 0, INTL: 0, CO: 260  
**COST:** \$139.6K-\$287.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

## Fantastic Sams Cut & Color

Hair salons

**BEGAN:** 1974, Franchising: 1976  
**UNITS:** US: 1,052, CAN: 5, INTL: 0, CO: 3  
**COST:** \$145.4K-\$317K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$70K liquid

## First Choice Haircutters

Family hair salons

**BEGAN:** 1980, Franchising: 1980  
**UNITS:** US: 0, CAN: 199, INTL: 0, CO: 219  
**COST:** \$162K-\$281K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

## Great Clips

Hair salons

**BEGAN:** 1982, Franchising: 1983  
**UNITS:** US: 3,945, CAN: 146, INTL: 0, CO: 0  
**COST:** \$136.9K-\$258.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$50K-\$150K liquid

## Grooming Lounge Franchise

Upscale men's barbershops/spas

**BEGAN:** 1999, Franchising: 2014  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$422.3K-\$779.99K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$200K-\$1M net worth w/\$150K-\$1M liquid

## Justin's Barbershop

Barbershops

**BEGAN:** 2005, Franchising: 2014  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 3  
**COST:** \$104.5K-\$252.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$200K net worth w/\$50K-\$200K liquid

## Pigtails & Crewcuts

Children's hair salons

**BEGAN:** 2002, Franchising: 2004  
**UNITS:** US: 49, CAN: 0, INTL: 0, CO: 1  
**COST:** \$93.8K-\$250.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$150K liquid

## RazzleDazzle Barbershop

Barbershops

**BEGAN:** 2008, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 7  
**COST:** \$216.4K-\$435K, Rty: 6%  
**FINANCING:** No

**Roosters Men's Grooming Centers**

Men's grooming services and products  
**BEGAN:** 1999, Franchising: 2002  
**UNITS:** US: 80, CAN: 0, INTL: 0, CO: 0  
**COST:** \$173.8K-\$303.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Sharkey's Cuts For Kids**

Children's hair salons  
**BEGAN:** 2001, Franchising: 2004  
**UNITS:** US: 41, CAN: 2, INTL: 1, CO: 1  
**COST:** \$102.4K-\$137.99K, Rty: \$1K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$135K-\$150K liquid

**Snip-Its ●**

Children's hair salons, party services  
**BEGAN:** 1995, Franchising: 2003  
**UNITS:** US: 59, CAN: 0, INTL: 0, CO: 2  
**COST:** \$129K-\$239K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

**Sport Clips**

Men's sports-themed hair salons  
**BEGAN:** 1993, Franchising: 1995  
**UNITS:** US: 1,600, CAN: 38, INTL: 0, CO: 54  
**COST:** \$189.3K-\$354.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$200K liquid

**Supercuts**

Hair salons  
**BEGAN:** 1975, Franchising: 1979  
**UNITS:** US: 1,575, CAN: 17, INTL: 1, CO: 1,191  
**COST:** \$144.3K-\$296.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**V's Barbershop Franchise**

Upscale men's barbershops  
**BEGAN:** 1999, Franchising: 2005  
**UNITS:** US: 33, CAN: 0, INTL: 0, CO: 1  
**COST:** \$195.2K-\$363.3K, Rty: 2.5-5%  
**FINANCING:** No  
**QUALIF:** \$400K net worth w/\$100K liquid

**LASH & BROW SERVICES**

**Amazing Lash Studio**

Eyelash-extension salons  
**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 117, CAN: 0, INTL: 0, CO: 0  
**COST:** \$276.9K-\$597.7K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$600K net worth w/\$100K liquid

**Deka Lash**

Eyelash extensions  
**BEGAN:** 2013, Franchising: 2016  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 4  
**COST:** \$199.5K-\$359.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

**Face. Brow & Beauty Bar**

Makeup, eyebrow shaping and microblading, body waxing, facials, eyelash extensions  
**BEGAN:** 2014, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$106K-\$231.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$29.9K net worth w/\$29.9K liquid

**Flirty Girl Lash Studio**

Eyelash extensions and brow services  
**BEGAN:** 2013, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$147.4K-\$259.95K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$50K liquid

**J'adore**

Eyebrow microblading, scalp micropigmentation, semi-permanent makeup, aesthetics  
**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$81.3K-\$106.4K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$44.9K-\$49.9K net worth w/\$34.9K liquid

**The Lash Lounge**

Eyelash extensions, cosmetic products, apparel, accessories  
**BEGAN:** 2006, Franchising: 2010  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 3  
**COST:** \$136.95K-\$311.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

**Seva Beauty ●**

Eyebrow shaping, eyelash extensions, facials, tinting, makeup, spa services and products  
**BEGAN:** 2008, Franchising: 2010  
**UNITS:** US: 180, CAN: 0, INTL: 0, CO: 0  
**COST:** \$114.7K-\$301K, Rty: 6+%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$39K liquid

**MASSAGE SERVICES**

**Elements Massage**

Therapeutic massage services  
**BEGAN:** 2000, Franchising: 2006  
**UNITS:** US: 233, CAN: 1, INTL: 0, CO: 0  
**COST:** \$206.1K-\$393.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$160K liquid

**Footy Rooty ●**

Foot and body massage  
**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 3  
**COST:** \$46K-\$80K, Rty: \$1K/mo.  
**FINANCING:** No

**Hand and Stone Massage and Facial Spa**

Massage and spa services  
**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 302, CAN: 23, INTL: 0, CO: 1  
**COST:** \$480.5K-\$583.6K, Rty: 5-6%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth w/\$150K liquid

**LaVida Massage**

Massage and spa services  
**BEGAN:** 2007, Franchising: 2007  
**UNITS:** US: 57, CAN: 0, INTL: 0, CO: 0  
**COST:** \$248.8K-\$476.4K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$150K liquid

**Massage Envy**

Therapeutic massage and spa services  
**BEGAN:** 2002, Franchising: 2003  
**UNITS:** US: 1,184, CAN: 0, INTL: 2, CO: 0  
**COST:** \$434.8K-\$1M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Massage Green Spa**

Massage, facial, and spa services  
**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 50, CAN: 0, INTL: 0, CO: 32  
**COST:** \$170K-\$282K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K liquid

**Massage Heights**

Therapeutic massage services and products  
**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 138, CAN: 12, INTL: 0, CO: 2  
**COST:** \$430.1K-\$637.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$175K liquid

**Massage Life Center**

Therapeutic massage  
**BEGAN:** 2011, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$227.4K-\$616.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$450K net worth w/\$150K liquid

**MassageLuXe**

Therapeutic massage, facials, waxing  
**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 42, CAN: 0, INTL: 0, CO: 5  
**COST:** \$399.2K-\$550.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$100K liquid

**Soulstice Ltd.**

Perioperative massage therapy  
**BEGAN:** 2004, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$88.3K-\$174K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

**Spavia**

Massage, skin-care, and spa services  
**BEGAN:** 2005, Franchising: 2007  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 1  
**COST:** \$345.9K-\$633.4K, Rty: 6%  
**FINANCING:** Yes

**SALON SUITES**

**Image Studios 360**

Salon suites  
**BEGAN:** 2010, Franchising: 2015  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 2  
**COST:** \$287.7K-\$888K, Rty: 5.5%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$150K liquid

**My Salon Suite/Salon Plaza**

Salon suites  
**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 39, CAN: 1, INTL: 0, CO: 24  
**COST:** \$371.2K-\$959.3K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$150K liquid

**Phenix Salon Suites Franchising**

Salon suites  
**BEGAN:** 2007, Franchising: 2010  
**UNITS:** US: 199, CAN: 0, INTL: 0, CO: 3  
**COST:** \$296.8K-\$952.7K, Rty: \$750-\$1.3K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

**Salon Studios Beauty Mall**

Salon suites  
**BEGAN:** 2011, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 6  
**COST:** \$274K-\$786K, Rty: 2%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

**Salons by JC**

Salon suites  
**BEGAN:** 1997, Franchising: 2011  
**UNITS:** US: 71, CAN: 1, INTL: 0, CO: 10  
**COST:** \$545.6K-\$1.1M, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K liquid

**SENIOR CARE**

**A Caring Home Services**

Senior care, residential cleaning, handyman services, lawn care, interior decorating, chef services  
**BEGAN:** 2007, Franchising: 2012  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$56.5K-\$152.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$75K liquid

**Acti-Kare ●●**

Nonmedical home care  
**BEGAN:** 2007, Franchising: 2007  
**UNITS:** US: 118, CAN: 0, INTL: 0, CO: 0  
**COST:** \$33.9K-\$52.99K, Rty: 3-5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$40K liquid

## Always Best Care Senior Services

Medical and nonmedical home care, assisted-living placement

**BEGAN:** 1996, Franchising: 2006  
**UNITS:** US: 200, CAN: 1, INTL: 0, CO: 0  
**COST:** \$63.7K-\$114.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$100K liquid

## Amada Senior Care

Home care and assisted-living placement

**BEGAN:** 2007, Franchising: 2012  
**UNITS:** US: 74, CAN: 0, INTL: 0, CO: 0  
**COST:** \$87.7K-\$174.7K, Rty: 5%  
**FINANCING:** Yes

## AmeriCare Alliance

Nonmedical home care

**BEGAN:** 2003, Franchising: 2004  
**UNITS:** US: 28, CAN: 0, INTL: 0, CO: 0  
**COST:** \$89K-\$130K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$300K net worth w/\$100K liquid

## A Right Place For Seniors ●

Senior-care referral and placement

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 0  
**COST:** \$59K-\$87.9K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$100K liquid

## Assisted Living Locators ●

Senior-care referrals and senior-living placement

**BEGAN:** 2003, Franchising: 2006  
**UNITS:** US: 64, CAN: 0, INTL: 0, CO: 3  
**COST:** \$59.3K-\$70.6K, Rty: 8%+  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K liquid

## Assisting Hands Home Care

Home healthcare, respite care

**BEGAN:** 2006, Franchising: 2006  
**UNITS:** US: 90, CAN: 1, INTL: 0, CO: 3  
**COST:** \$70.6K-\$147.5K, Rty: 5-4%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

## BrightStar Care

Medical/nonmedical home care, medical staffing

**BEGAN:** 2002, Franchising: 2005  
**UNITS:** US: 305, CAN: 0, INTL: 0, CO: 4  
**COST:** \$94.2K-\$176.6K, Rty: 5.25-6.25%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

## CarePatrol Franchise Systems ●

Assisted-living referral and placement

**BEGAN:** 1993, Franchising: 2009  
**UNITS:** US: 143, CAN: 0, INTL: 0, CO: 0  
**COST:** \$64.6K-\$84.7K, Rty: \$500-\$1.5K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$70K liquid

## Caring for People Services

Nonmedical home care

**BEGAN:** 2004, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$59.3K-\$69.1K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$25K liquid

## Caring Senior Service

Nonmedical home care

**BEGAN:** 1991, Franchising: 2002  
**UNITS:** US: 49, CAN: 0, INTL: 0, CO: 3  
**COST:** \$58.6K-\$107.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

## ComForCare Home Care

Nonmedical and skilled home care

**BEGAN:** 1996, Franchising: 2001  
**UNITS:** US: 195, CAN: 6, INTL: 1, CO: 0  
**COST:** \$76.7K-\$175K, Rty: 3-5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$75K liquid

## Comfort Keepers

Home care

**BEGAN:** 1998, Franchising: 1999  
**UNITS:** US: 628, CAN: 56, INTL: 67, CO: 23  
**COST:** \$86.2K-\$139.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

## Companion Connection Senior Care ●●

Medical/nonmedical personal care

**BEGAN:** 1985, Franchising: 2010  
**UNITS:** US: 110, CAN: 0, INTL: 1, CO: 1  
**COST:** \$13.5K-\$29.5K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$25K liquid

## Executive Home Care

Home healthcare

**BEGAN:** 2004, Franchising: 2012  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 1  
**COST:** \$99.7K-\$169.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$150K liquid

## FirstLight Home Care

Nonmedical home care

**BEGAN:** 2009, Franchising: 2010  
**UNITS:** US: 154, CAN: 0, INTL: 0, CO: 0  
**COST:** \$97.7K-\$141.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K liquid

## Golden Heart Senior Care ●

Nonmedical home care, staffing, assisted-living placement

**BEGAN:** 2009, Franchising: 2010  
**UNITS:** US: 29, CAN: 0, INTL: 0, CO: 0  
**COST:** \$59.3K-\$86.5K, Rty: 6%+  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$25K liquid

## Granny Nannies Licensing Group

Home care

**BEGAN:** 1990, Franchising: 1997  
**UNITS:** US: 27, CAN: 0, INTL: 0, CO: 3  
**COST:** \$59.6K-\$99.8K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$59.6K-\$99.8K liquid

## Hallmark Homecare ●●

Caregiver search, recruitment, and placement

**BEGAN:** 2012, Franchising: 2013  
**UNITS:** US: 38, CAN: 0, INTL: 0, CO: 0  
**COST:** \$33K-\$46K, Rty: 0  
**FINANCING:** No  
**QUALIF:** \$50K net worth w/\$40K liquid

## Happier At Home

Senior-care management and nonmedical home care

**BEGAN:** 2008, Franchising: 2015  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$90K-\$123.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$25K liquid

## Home Care Assistance

Nonmedical home care

**BEGAN:** 2003, Franchising: 2004  
**UNITS:** US: 101, CAN: 12, INTL: 16, CO: 32  
**COST:** \$77.8K-\$245.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K net worth w/\$85K-\$105K liquid

## HomeHealth24x7 ●

Home healthcare

**BEGAN:** 2015, Franchising: 2015  
**UNITS:** US: 10, CAN: 12, INTL: 0, CO: 10  
**COST:** \$85.5K-\$144.7K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$15K-\$50K liquid

## Home Helpers ●

Medical/nonmedical personal care; monitoring products and services

**BEGAN:** 1997, Franchising: 1997  
**UNITS:** US: 635, CAN: 1, INTL: 0, CO: 0  
**COST:** \$70.9K-\$117.6K, Rty: 3-6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

## Home Instead Senior Care

Nonmedical senior care

**BEGAN:** 1994, Franchising: 1995  
**UNITS:** US: 602, CAN: 36, INTL: 434, CO: 5  
**COST:** \$109.3K-\$117.9K, Rty: 5%  
**FINANCING:** Yes

## Homewatch CareGivers

Home care, nursing-care coordination, memory care

**BEGAN:** 1976, Franchising: 1996  
**UNITS:** US: 190, CAN: 6, INTL: 8, CO: 0  
**COST:** \$83K-\$131K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$50K liquid

## HomeWell Senior Care

Home care

**BEGAN:** 2002, Franchising: 2003  
**UNITS:** US: 50, CAN: 3, INTL: 0, CO: 0  
**COST:** \$67.5K-\$126.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$90K liquid

## Ikor International

Patient advocacy and guardianship for seniors and people with disabilities

**BEGAN:** 1991, Franchising: 2008  
**UNITS:** US: 63, CAN: 0, INTL: 0, CO: 0  
**COST:** \$86.5K-\$138.1K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$240K liquid

## Interim HealthCare

Medical home care, medical staffing

**BEGAN:** 1966, Franchising: 1966  
**UNITS:** US: 327, CAN: 0, INTL: 230, CO: 0  
**COST:** \$123.5K-\$196.5K, Rty: 3.25-5.25%  
**FINANCING:** No  
**QUALIF:** \$250K-\$450K net worth w/\$100K-\$250K liquid

## My Elder Advocate ●●

Senior advocacy

**BEGAN:** 2004, Franchising: 2014  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$85.2K-\$123.2K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$150K liquid

## Nurse Next Door

Home Care Services ●  
 Medical/nonmedical home care

**BEGAN:** 2001, Franchising: 2007  
**UNITS:** US: 81, CAN: 71, INTL: 0, CO: 1  
**COST:** \$99.7K-\$188.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$125K liquid

## Qualicare ●

Medical/nonmedical home care, patient advocacy

**BEGAN:** 2001, Franchising: 2011  
**UNITS:** US: 11, CAN: 15, INTL: 0, CO: 1  
**COST:** \$71.7K-\$201.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$150K-\$200K liquid

## Right at Home

Home care, medical staffing

**BEGAN:** 1995, Franchising: 2000  
**UNITS:** US: 475, CAN: 20, INTL: 58, CO: 0  
**COST:** \$78.3K-\$137.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$240K liquid



### SAFE Homecare

Nonmedical home care

**BEGAN:** 2014, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$86.4K-\$132.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$200K net worth w/\$75K-\$100K liquid

### Senior Care Authority ●

Senior-care placement and consulting

**BEGAN:** 2009, Franchising: 2014  
**UNITS:** US: 21, CAN: 0, INTL: 0, CO: 1  
**COST:** \$56.4K-\$83.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$54K liquid

### Senior Helpers

Personal, companion, and Alzheimer's home care

**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 275, CAN: 3, INTL: 13, CO: 1  
**COST:** \$83.3K-\$117.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

### The Senior's Choice ● ●

Nonmedical home care

**BEGAN:** 1994, Franchising: 2007  
**UNITS:** US: 153, CAN: 6, INTL: 2, CO: 0  
**COST:** \$45K-\$65K  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K liquid

### Seniors Helping Seniors ●

Nonmedical home care

**BEGAN:** 1998, Franchising: 2006  
**UNITS:** US: 278, CAN: 0, INTL: 3, CO: 6  
**COST:** \$86.8K-\$141.4K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$45K net worth w/\$45K liquid

### Sunny Days In-Home Care ●

Senior care

**BEGAN:** 2011, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$72.5K-\$120.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$20K-\$40K liquid

### Synergy HomeCare ●

Nonmedical home care

**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 353, CAN: 0, INTL: 0, CO: 0  
**COST:** \$38K-\$152K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$50K liquid

### Touching Hearts At Home ● ●

Nonmedical home care for seniors and people with disabilities

**BEGAN:** 1996, Franchising: 2007  
**UNITS:** US: 50, CAN: 0, INTL: 0, CO: 0  
**COST:** \$48.4K-\$69.1K, Rty: 3-5%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$75K net worth w/\$34.5K liquid

### Utopia Home Care

Medical/nonmedical home care

**BEGAN:** 1983, Franchising: 2013  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 23  
**COST:** \$74.9K-\$132.1K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$75K liquid

### Visiting Angels

Nonmedical home care

**BEGAN:** 1992, Franchising: 1998  
**UNITS:** US: 548, CAN: 7, INTL: 3, CO: 0  
**COST:** \$77.99K-\$102.3K, Rty: 2.5-3.5%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$100K liquid

### ■ TANNING

#### GloPatrol ● ●

Mobile sunless tanning

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$9K-\$25.5K, Rty: \$150/mo.  
**FINANCING:** Yes

#### Palm Beach Tan

Tanning

**BEGAN:** 1990, Franchising: 2001  
**UNITS:** US: 257, CAN: 0, INTL: 0, CO: 189  
**COST:** \$479K-\$789.1K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K liquid

#### The Palms Tanning Resort

Tanning

**BEGAN:** 2003, Franchising: 2003  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 4  
**COST:** \$489.8K-\$517K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

#### Planet Beach Franchising

Spray tanning, spa services, hot yoga

**BEGAN:** 1995, Franchising: 1996  
**UNITS:** US: 136, CAN: 10, INTL: 2, CO: 1  
**COST:** \$104.3K-\$248.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$65K-\$75K liquid

#### Tan Republic

Tanning, sunless tanning, skin-care products

**BEGAN:** 2005, Franchising: 2008  
**UNITS:** US: 59, CAN: 0, INTL: 0, CO: 11  
**COST:** \$91.8K-\$384.5K, Rty: 5%  
**FINANCING:** Yes

### ■ WAXING

#### LunchBox (A Waxing Salon)

Body waxing

**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 2  
**COST:** \$173.6K-\$389.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$250K liquid

### Rapid Wax

Waxing, facial, and tanning services

**BEGAN:** 2009, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$78.8K-\$190.2K, Rty: 5%  
**FINANCING:** Yes

### Waxing the City

Facial and body waxing

**BEGAN:** 2003, Franchising: 2010  
**UNITS:** US: 75, CAN: 0, INTL: 0, CO: 1  
**COST:** \$121.9K-\$451.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$120K liquid

### ■ MISCELLANEOUS PERSONAL-CARE BUSINESSES

#### clubDetox

Detox programs and juice bars

**BEGAN:** 2012, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$235.7K-\$327K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$36K-\$60K liquid

#### Hammer & Nails - Grooming Shop for Guys

Men's grooming services

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$234.7K-\$541.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

#### In-Symmetry Spa

Massages, acupuncture, facials, waxing

**BEGAN:** 2000, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$128.5K-\$285.7K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$36.5K-\$39.5K net worth w/\$34.5K liquid

#### Marilyn Monroe Spas

Salon and spa services

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 10  
**COST:** \$299.9K-\$737.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth w/\$200K liquid

#### Modern Acupuncture

Acupuncture

**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 0  
**COST:** \$193.8K-\$349K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$300K liquid

#### Pure Vanity

Laser hair removal, facials, body contouring, anti-aging services

**BEGAN:** 2007, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$387K-\$746K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$160K liquid

### The Salt Suite

Salt therapy

**BEGAN:** 2011, Franchising: 2015  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 2  
**COST:** \$141.6K-\$296.9K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$50K net worth

### Sirius Day Spa Franchising

Spa services

**BEGAN:** 2016, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$477.95K-\$698.8K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$75K liquid

### spa810 Laser, Skin & Massage

Laser hair removal, facials, skin care, therapeutic massage, eyelash extensions

**BEGAN:** 2011, Franchising: 2012  
**UNITS:** US: 19, CAN: 0, INTL: 0, CO: 1  
**COST:** \$359.7K-\$531.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$90K liquid

### Wake Foot Sanctuary

Foot soaks and massages, spa products

**BEGAN:** 2013, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$235.7K-\$412.1K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$100K liquid

### The Woodhouse Spas

Spa services and treatments, bath, body, and wellness products

**BEGAN:** 2001, Franchising: 2003  
**UNITS:** US: 49, CAN: 0, INTL: 0, CO: 4  
**COST:** \$597.4K-\$793.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$250K liquid

## Pets

### ■ DOG TRAINING

#### The Dog Wizard ● ●

Dog training

**BEGAN:** 2005, Franchising: 2013  
**UNITS:** US: 19, CAN: 0, INTL: 0, CO: 0  
**COST:** \$47.8K-\$64.3K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$30K liquid

#### Sit Means Sit Dog Training ●

Dog training

**BEGAN:** 2006, Franchising: 2009  
**UNITS:** US: 119, CAN: 1, INTL: 0, CO: 1  
**COST:** \$50.7K-\$123.9K, Rty: \$500/mo.  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$20K liquid

#### Zoom Room

Indoor dog training and socialization, pet products

**BEGAN:** 2007, Franchising: 2009  
**UNITS:** US: 13, CAN: 0, INTL: 0, CO: 3  
**COST:** \$132.8K-\$308.7K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$75K liquid

## PET CARE

### Barkefellers, The Place for Dogs

Upscale pet hotels

**BEGAN:** 2008, Franchising: 2014  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$1M-\$5M, Rty: 3-5%  
**FINANCING:** Yes

### Camp Bow Wow

Dog daycare, boarding, training, grooming; in-home pet care

**BEGAN:** 2000, Franchising: 2003  
**UNITS:** US: 133, CAN: 1, INTL: 0, CO: 9  
**COST:** \$859.6K-\$1.1M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

### Camp Run-A-Mutt

Dog daycare and boarding

**BEGAN:** 2008, Franchising: 2010  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 1  
**COST:** \$187.9K-\$467.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth

### Central Bark Doggy Day Care

Dog daycare

**BEGAN:** 1997, Franchising: 2004  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 1  
**COST:** \$255.1K-\$389K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$80K liquid

### D.O.G.

Dog daycare, boarding, grooming

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$429K-\$548.5K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

### Doggies Gone Wild

Dog daycare and grooming services

**BEGAN:** 2008, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$375.6K-\$618.8K, Rty: 6%  
**FINANCING:** Yes

### The Dog Stop

Dog daycare, boarding, walking, grooming, training, products

**BEGAN:** 2009, Franchising: 2013  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 4  
**COST:** \$254.4K-\$488.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$75K liquid

### Dogtopia

Dog daycare, boarding, and spa services

**BEGAN:** 2002, Franchising: 2005  
**UNITS:** US: 46, CAN: 5, INTL: 0, CO: 4  
**COST:** \$416K-\$1.1M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

### Fetch! Pet Care

Pet-sitting, dog-walking

**BEGAN:** 2002, Franchising: 2004  
**UNITS:** US: 96, CAN: 0, INTL: 0, CO: 6  
**COST:** \$37K-\$44.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$25K net worth w/\$15K liquid

### Hounds Town USA

Dog daycare, pet boarding, pet grooming

**BEGAN:** 2001, Franchising: 2008  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$127.3K-\$193K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$350K net worth w/\$65K liquid

### In Home Pet Services

Pet-sitting, dog-walking

**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 1  
**COST:** \$9.2K-\$35.1K, Rty: 5%  
**FINANCING:** No

### K-9 Resorts

Luxury dog daycare and boarding

**BEGAN:** 2005, Franchising: 2011  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 1  
**COST:** \$915.7K-\$1.3M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K liquid

### Pets Are Inn

Pet care in private homes

**BEGAN:** 1982, Franchising: 1986  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 0  
**COST:** \$59.95K-\$85.2K, Rty: 5-10%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

### Preppy Pet

Pet daycare, boarding, grooming

**BEGAN:** 2003, Franchising: 2006  
**UNITS:** US: 13, CAN: 0, INTL: 0, CO: 1  
**COST:** \$96.95K-\$259K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$100K net worth

### Sitter4Paws

Pet-sitting, dog-walking

**BEGAN:** 2009, Franchising: 2014  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 2  
**COST:** \$21.3K-\$46.8K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$20K net worth w/\$7.6K liquid

## PET GROOMING

### Aussie Pet Mobile

Mobile pet grooming

**BEGAN:** 1996, Franchising: 1996  
**UNITS:** US: 242, CAN: 1, INTL: 2, CO: 0  
**COST:** \$139.2K-\$148.2K, Rty: 4-8%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$300K liquid

### Just 4 Paws Pet Spa

Pet grooming

**BEGAN:** 2004, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$74.1K-\$138.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$18.8K-\$34.8K liquid

### Sydnee's Pet Grooming

Pet grooming

**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 2  
**COST:** \$156.9K-\$244.99K, Rty: 6%  
**FINANCING:** Yes

## PET STORES

### Ben's Marketplace

Pet health-food stores

**BEGAN:** 2005, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$189.8K-\$352.1K, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$70K liquid

### Dee-O-Gee

Pet supplies and services

**BEGAN:** 2008, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$161.5K-\$387.5K, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$150K-\$10M net worth w/\$75K-\$10M liquid

### EarthWise Pet Supply

Pet food and supplies, grooming, and self-wash services

**BEGAN:** 2005, Franchising: 2008  
**UNITS:** US: 38, CAN: 0, INTL: 0, CO: 0  
**COST:** \$211K-\$476K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

### Petland

Pets, pet supplies, boarding, daycare, grooming

**BEGAN:** 1967, Franchising: 1971  
**UNITS:** US: 68, CAN: 34, INTL: 40, CO: 13  
**COST:** \$273.5K-\$1M, Rty: 4.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$82.1K-\$307.2K liquid

### Pet Supplies Plus

Retail pet supplies and services

**BEGAN:** 1987, Franchising: 1990  
**UNITS:** US: 198, CAN: 0, INTL: 0, CO: 210  
**COST:** \$555.4K-\$1.3M, Rty: 2-3%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$250K liquid

### Pets Warehouse

Pets and pet supplies

**BEGAN:** 1974, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 5  
**COST:** \$219.8K-\$485.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$35K liquid

### Pet Wants

Pet-food stores/delivery

**BEGAN:** 2010, Franchising: 2015  
**UNITS:** US: 58, CAN: 0, INTL: 0, CO: 0  
**COST:** \$56.8K-\$191K, Rty: 10%+  
**FINANCING:** Yes  
**QUALIF:** \$30K liquid

### Splash and Dash for Dogs

Pet products and grooming

**BEGAN:** 2009, Franchising: 2014  
**UNITS:** US: 13, CAN: 0, INTL: 0, CO: 0  
**COST:** \$120K-\$185K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$125K liquid

### Wag N' Wash

Natural Food & Bakery

Pet food and supplies, grooming

**BEGAN:** 1999, Franchising: 2006  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 5  
**COST:** \$445.2K-\$635.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth

### Wild Birds Unlimited

Bird-feeding supplies and nature gift items

**BEGAN:** 1981, Franchising: 1983  
**UNITS:** US: 298, CAN: 18, INTL: 0, CO: 0  
**COST:** \$146.7K-\$228.4K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$40K-\$50K liquid

## MISCELLANEOUS PET BUSINESSES

### Husse

Pet-product delivery

**BEGAN:** 1987, Franchising: 2002  
**UNITS:** US: 25, CAN: 0, INTL: 497, CO: 2  
**COST:** \$25K, Rty: 5%  
**FINANCING:** Yes

### Mobile Pet Imaging

Mobile CT-scan services for animals

**BEGAN:** 2014, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$568.9K-\$624.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$34.9K net worth w/\$34.9K liquid

### Pet Passages

Pet funeral and cremation services and products

**BEGAN:** 2009, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$40.5K-\$375K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$50K liquid

## Recreation

### ESCAPE ROOMS

#### The Escape Zone

Escape rooms

**BEGAN:** 2015, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$54.7K-\$105.4K, Rty: 8%  
**FINANCING:** Yes

#### PanIQ Room

Escape rooms

**BEGAN:** 2011, Franchising: 2017  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 8  
**COST:** \$164.9K-\$264.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$24.9K net worth w/\$24.9K liquid

### PAINT-AND-SIP STUDIOS

#### Bottle & Bottega

Paint-and-sip studios

**BEGAN:** 2009, Franchising: 2011  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 2  
**COST:** \$96.8K-\$158.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$80K liquid

#### Masterpiece Mixers Paint & Party Studios ●●

Paint-and-sip studios

**BEGAN:** 2009, Franchising: 2010  
**UNITS:** US: 11, CAN: 0, INTL: 0, CO: 4  
**COST:** \$27.6K-\$65.3K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$150K-\$500K net worth w/\$75K-\$100K liquid

#### Painting with a Twist

Paint-and-sip studios

**BEGAN:** 2007, Franchising: 2009  
**UNITS:** US: 324, CAN: 0, INTL: 0, CO: 0  
**COST:** \$89.3K-\$143.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

#### Pinot's Palette

Paint-and-sip studios

**BEGAN:** 2009, Franchising: 2010  
**UNITS:** US: 175, CAN: 1, INTL: 0, CO: 4  
**COST:** \$63.4K-\$204.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

#### Wine & Design ●

Paint-and-sip studios

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 77, CAN: 0, INTL: 0, CO: 1  
**COST:** \$52.8K-\$105K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$100K net worth w/\$30K-\$150K liquid

### RECREATIONAL RENTALS

#### EagleRider Motorcycle Rental ●

Motorcycle, scooter, and ATV rentals and tours

**BEGAN:** 1992, Franchising: 1997  
**UNITS:** US: 59, CAN: 1, INTL: 12, CO: 5  
**COST:** \$68.4K-\$216.5K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$200K liquid

#### Freedom Boat Club

Membership boat clubs

**BEGAN:** 1989, Franchising: 2000  
**UNITS:** US: 94, CAN: 1, INTL: 0, CO: 17  
**COST:** \$144.2K-\$178.7K, Rty: 6%  
**FINANCING:** Yes

#### RentMotoped

Motorized-bicycle rentals

**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 0  
**COST:** \$180.2K-\$223.8K, Rty: Varies  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$70K liquid

#### SailTime Group ●

Membership boat clubs

**BEGAN:** 2001, Franchising: 2009  
**UNITS:** US: 22, CAN: 0, INTL: 5, CO: 1  
**COST:** \$70.7K-\$151.95K, Rty: 7%  
**FINANCING:** Yes

### SPORTS EQUIPMENT & APPAREL

#### Destination Athlete ●●

Youth sports apparel, equipment, and services

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 41, CAN: 0, INTL: 0, CO: 0  
**COST:** \$37.5K-\$132.8K, Rty: 5-8%  
**FINANCING:** Yes  
**QUALIF:** \$25K net worth w/\$10K liquid

#### Endurance House

Triathlon equipment, apparel, and training programs

**BEGAN:** 2007, Franchising: 2011  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 0  
**COST:** \$411.9K-\$647.8K, Rty: 3-3.5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$150K liquid

#### Fleet Feet Sports

Athletic footwear, apparel, accessories

**BEGAN:** 1976, Franchising: 1978  
**UNITS:** US: 137, CAN: 0, INTL: 0, CO: 34  
**COST:** \$180K-\$338K, Rty: 4%  
**FINANCING:** No

#### Play It Again Sports

New and used sporting goods/equipment

**BEGAN:** 1983, Franchising: 1988  
**UNITS:** US: 251, CAN: 34, INTL: 0, CO: 0  
**COST:** \$240.3K-\$397.2K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$350K net worth w/\$72.1K-\$119.2K liquid

### TRAMPOLINE PARKS

#### Launch Trampoline Park

Trampoline parks/entertainment centers

**BEGAN:** 2012, Franchising: 2013  
**UNITS:** US: 13, CAN: 0, INTL: 0, CO: 2  
**COST:** \$1.1M-\$1.9M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$800K-\$1.5M net worth w/\$200K-\$300K liquid

#### Rockin' Jump

Indoor trampoline arenas and party spaces

**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 22, CAN: 0, INTL: 1, CO: 3  
**COST:** \$1.1M-\$2.5M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$400K-\$500K liquid

#### Sky Zone Trampoline Park

Trampoline playing courts

**BEGAN:** 2004, Franchising: 2009  
**UNITS:** US: 143, CAN: 10, INTL: 19, CO: 1  
**COST:** \$1.2M-\$2.97M, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1.5M net worth w/\$400K liquid

#### Urban Air Adventure Park

Trampoline parks/entertainment centers

**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 5  
**COST:** \$1.5M-\$2.2M, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$750K net worth w/\$300K liquid

### TRAVEL AGENCIES

#### Cruise Planners ●●●

Travel agencies

**BEGAN:** 1994, Franchising: 1999  
**UNITS:** US: 2,564, CAN: 0, INTL: 0, CO: 1  
**COST:** \$2.1K-\$22.9K, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$10.5K net worth w/\$5.5K-\$10.5K liquid

#### Dream Vacations ●●●

Travel agencies

**BEGAN:** 1991, Franchising: 1992  
**UNITS:** US: 1,106, CAN: 0, INTL: 3, CO: 0  
**COST:** \$3.2K-\$21.9K, Rty: to 3%  
**FINANCING:** Yes

#### Expedia CruiseShipCenters

Travel agencies

**BEGAN:** 1987, Franchising: 1987  
**UNITS:** US: 47, CAN: 155, INTL: 0, CO: 1  
**COST:** \$99.4K-\$183.9K, Rty: 9%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### MISCELLANEOUS RECREATION BUSINESSES

#### American Poolplayers Association ●●

Recreational billiard leagues

**BEGAN:** 1981, Franchising: 1982  
**UNITS:** US: 306, CAN: 18, INTL: 2, CO: 5  
**COST:** \$16.7K-\$19.9K, Rty: \$2.50/team/wk.  
**FINANCING:** Yes

#### Color Me Mine Enterprises

Paint-your-own-ceramics studios

**BEGAN:** 1992, Franchising: 1995  
**UNITS:** US: 104, CAN: 17, INTL: 11, CO: 8  
**COST:** \$134.3K-\$174.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$30K-\$60K liquid

#### DivaDance ●●

Adult dance classes and parties

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$28.5K-\$42.5K, Rty: 10%+  
**FINANCING:** Yes  
**QUALIF:** \$20K net worth w/\$15K liquid

#### GolfTEC

Indoor high-tech golf instruction

**BEGAN:** 1995, Franchising: 2003  
**UNITS:** US: 85, CAN: 15, INTL: 7, CO: 93  
**COST:** \$125.3K-\$470.4K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$800K net worth w/\$250K liquid

## Retail

### APPAREL & ACCESSORIES

#### Apricot Lane Boutique

Women's clothing, accessories, gifts

**BEGAN:** 1991, Franchising: 2004  
**UNITS:** US: 73, CAN: 0, INTL: 0, CO: 0  
**COST:** \$135.9K-\$341.8K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

#### BareBones WorkWear

Work and outdoor apparel, footwear, and accessories

**BEGAN:** 1998, Franchising: 2013  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 5  
**COST:** \$345K-\$393.8K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$120K liquid

#### BookATailor ●●

Custom clothing

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 9  
**COST:** \$42.7K-\$63.1K, Rty: 6%  
**FINANCING:** Yes

## Clothes Mentor

Women's clothing and accessories resale stores

**BEGAN:** 2001, Franchising: 2007  
**UNITS:** US: 147, CAN: 0, INTL: 0, CO: 2  
**COST:** \$219K-\$344K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$75K liquid w/\$75K-\$80K liquid

## Copper Penny

Women's clothing and footwear

**BEGAN:** 1987, Franchising: 2013  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 6  
**COST:** \$189.9K-\$414.9K, Rty: 3-5%  
**FINANCING:** No

## fab'rik

Women's clothing

**BEGAN:** 2002, Franchising: 2006  
**UNITS:** US: 35, CAN: 0, INTL: 0, CO: 5  
**COST:** \$113.7K-\$190.8K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$50K liquid

## Mainstream Boutique

Women's clothing, accessories, gifts

**BEGAN:** 1991, Franchising: 1998  
**UNITS:** US: 75, CAN: 0, INTL: 0, CO: 2  
**COST:** \$115K-\$241.5K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth

## Mode

Designer apparel and accessories outlets

**BEGAN:** 2007, Franchising: 2009  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 1  
**COST:** \$178K-\$309K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

## Monkee's Franchising

Women's clothing, shoes, and accessories

**BEGAN:** 1995, Franchising: 2011  
**UNITS:** US: 17, CAN: 0, INTL: 0, CO: 0  
**COST:** \$272.2K-\$545.1K, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$50K liquid

## NTY Clothing Exchange

Teen-clothing and accessories resale stores

**BEGAN:** 2014, Franchising: 2014  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$159K-\$271K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$75K-\$80K liquid

## Plato's Closet

Teen- and young-adult-clothing resale stores

**BEGAN:** 1998, Franchising: 1999  
**UNITS:** US: 444, CAN: 20, INTL: 0, CO: 0  
**COST:** \$253.1K-\$399.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

## Pro Image Sports

Licensed sports apparel and accessories

**BEGAN:** 1985, Franchising: 1986  
**UNITS:** US: 129, CAN: 1, INTL: 2, CO: 0  
**COST:** \$155.5K-\$536.7K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

## Scout and Molly's Boutique

Women's clothing and accessories

**BEGAN:** 2002, Franchising: 2014  
**UNITS:** US: 35, CAN: 0, INTL: 0, CO: 0  
**COST:** \$252.3K-\$301K, Rty: 5-6%  
**FINANCING:** Yes  
**QUALIF:** \$450K net worth w/\$300K liquid

## Silver Pet Prints

Personalized paw-print jewelry

**BEGAN:** 2013, Franchising: 2013  
**UNITS:** US: 3, CAN: 0, INTL: 7, CO: 0  
**COST:** \$18.5K-\$22.3K, Rty: 10%  
**FINANCING:** Yes

## Smallprint

Personalized jewelry

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 8, CAN: 6, INTL: 130, CO: 0  
**COST:** \$16.9K-\$30.8K, Rty: 10%  
**FINANCING:** Yes

## Style Encore

Women's clothing and accessories resale stores

**BEGAN:** 2013, Franchising: 2013  
**UNITS:** US: 48, CAN: 0, INTL: 0, CO: 0  
**COST:** \$256.5K-\$390.7K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$76.9K-\$117.2K liquid

## Uptown Cheapskate

Young-adult-clothing resale stores

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 56, CAN: 0, INTL: 0, CO: 2  
**COST:** \$259.7K-\$443.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$75K liquid

## BATTERIES

### Batteries Plus Bulbs

Batteries, light bulbs, related products

**BEGAN:** 1988, Franchising: 1992  
**UNITS:** US: 660, CAN: 0, INTL: 0, CO: 52  
**COST:** \$220K-\$286K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$100K liquid

### Interstate All Battery Center

Batteries

**BEGAN:** 1999, Franchising: 2000  
**UNITS:** US: 187, CAN: 4, INTL: 2, CO: 8  
**COST:** \$172.6K-\$411K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

## CONVENIENCE STORES

### ampm

Convenience stores and gas stations

**BEGAN:** 1975, Franchising: 1979  
**UNITS:** US: 966, CAN: 0, INTL: 0, CO: 17  
**COST:** \$400.5K-\$7.8M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$800K-\$1.2M liquid

### Circle K

Convenience stores

**BEGAN:** 1951, Franchising: 1995  
**UNITS:** US: 500, CAN: 0, INTL: 1,467, CO: 4,722  
**COST:** \$185.5K-\$1.6M, Rty: 3-7.5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

### Farm Stores

Drive-thru grocery stores

**BEGAN:** 1957, Franchising: 2015  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 4  
**COST:** \$235.1K-\$549.9K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$200K liquid

### 7-Eleven

Convenience stores

**BEGAN:** 1927, Franchising: 1964  
**UNITS:** US: 8,355, CAN: 0, INTL: 50,712, CO: 505  
**COST:** \$37.2K-\$1.6M  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$250K net worth w/\$50K-\$150K liquid

### Street Corner

Convenience stores

**BEGAN:** 1988, Franchising: 1995  
**UNITS:** US: 38, CAN: 0, INTL: 0, CO: 1  
**COST:** \$45.7K-\$1.5M, Rty: 4.95%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$30K liquid

## E-CIGARETTES/ SMOKE SHOPS

### DragnVape

E-cigarettes and related products

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$81.5K-\$145K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

### Holy Smokes

Tobacco shops

**BEGAN:** 2011, Franchising: 2015  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 2  
**COST:** \$84.4K-\$139.4K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

## Juicity Vapor

E-cigarettes and related products

**BEGAN:** 2013, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$79.6K-\$118.5K, Rty: \$900-\$1.8K/mo.  
**FINANCING:** No  
**QUALIF:** \$30K-\$100K net worth w/\$30K-\$100K liquid

## Palm Beach Vapors

E-cigarettes and related products

**BEGAN:** 2013, Franchising: 2013  
**UNITS:** US: 13, CAN: 0, INTL: 0, CO: 1  
**COST:** \$122.4K-\$133.2K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$25K net worth w/\$25K liquid

## Premier Vapor

E-cigarettes and related products

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 2  
**COST:** \$85.7K-\$122.1K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K liquid

## Smart Spark Vapor and Lounge

E-cigarettes and related products

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$77.8K-\$159K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K-\$60K liquid

## Twist Vapor

E-cigarettes, coffee shops

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$184K-\$213.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

## Vape & Smoke Shop

Smoke shops

**BEGAN:** 2012, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 6  
**COST:** \$90.1K-\$168.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

## VaporFi

E-cigarettes and related products

**BEGAN:** 2013, Franchising: 2014  
**UNITS:** US: 21, CAN: 0, INTL: 2, CO: 12  
**COST:** \$137.2K-\$277.9K, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

## Vapor Life

E-cigarettes and related products

**BEGAN:** 2013, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 16  
**COST:** \$77.7K-\$212K, Rty: 3%  
**FINANCING:** No  
**QUALIF:** \$125K net worth w/\$125K liquid

### Vapor Planet

E-cigarettes and related products

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$95.8K-\$140.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

### Vapor Safari

E-cigarettes and related products

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$119.5K-\$161.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

### Vapor Shark

E-cigarettes and related products

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 25, CAN: 0, INTL: 2, CO: 8  
**COST:** \$118.8K-\$200K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

### Vintage Joye

E-cigarette stores and lounges

**BEGAN:** 2009, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$66.1K-\$145.9K, Rty: 6%  
**FINANCING:** Yes

### White Horse Vapor ●●

E-cigarettes and related products

**BEGAN:** 2012, Franchising: 2015  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 3  
**COST:** \$37K-\$70K, Rty: 0  
**FINANCING:** No  
**QUALIF:** \$60K net worth w/\$30K liquid

## FRAME STORES

### Deck The Walls ●

Custom framing and wall decor

**BEGAN:** 1979, Franchising: 1979  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 0  
**COST:** \$111.97K-\$182.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

### Fancy Art, N.F.P.

Art and custom framing

**BEGAN:** 1992, Franchising: 2008  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$104.7K-\$206.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

### The Great Frame Up ●

Custom framing and wall decor

**BEGAN:** 1971, Franchising: 1975  
**UNITS:** US: 84, CAN: 0, INTL: 0, CO: 0  
**COST:** \$111.97K-\$182.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

## TOOLS DISTRIBUTION

### Cornwell Quality Tools ●

Automotive tools and equipment

**BEGAN:** 1919, Franchising: 1997  
**UNITS:** US: 642, CAN: 0, INTL: 0, CO: 0  
**COST:** \$76.5K-\$226.1K  
**FINANCING:** Yes  
**QUALIF:** \$15K liquid

### Mac Tools ●

Automotive tools and equipment

**BEGAN:** 1938, Franchising: 2011  
**UNITS:** US: 606, CAN: 105, INTL: 172, CO: 37  
**COST:** \$103.2K-\$255.3K  
**FINANCING:** Yes  
**QUALIF:** \$12K-\$50K liquid

### Matco Tools ●

Mechanics' tools and equipment

**BEGAN:** 1979, Franchising: 1993  
**UNITS:** US: 1,600, CAN: 70, INTL: 0, CO: 1  
**COST:** \$91.4K-\$269.6K  
**FINANCING:** Yes  
**QUALIF:** \$33K net worth w/\$30K liquid

### Snap-on Tools ●

Professional tools and equipment

**BEGAN:** 1920, Franchising: 1991  
**UNITS:** US: 3,368, CAN: 385, INTL: 943, CO: 162  
**COST:** \$169.5K-\$350.2K, Rty: \$110/mo.  
**FINANCING:** Yes

## VITAMINS

### Complete Nutrition

Weight-loss and nutrition products

**BEGAN:** 2004, Franchising: 2007  
**UNITS:** US: 155, CAN: 0, INTL: 0, CO: 5  
**COST:** \$215.9K-\$322.7K, Rty: 8-9%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

### GNC Franchising

Vitamins and nutrition products

**BEGAN:** 1935, Franchising: 1988  
**UNITS:** US: 1,163, CAN: 0, INTL: 2,075, CO: 3,506  
**COST:** \$192.1K-\$354.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$100K liquid

### Max Muscle Sports Nutrition

Sports nutrition products, weight-loss consulting, athletic apparel

**BEGAN:** 1991, Franchising: 2001  
**UNITS:** US: 127, CAN: 0, INTL: 0, CO: 0  
**COST:** \$114.6K-\$281.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

## MISCELLANEOUS RETAIL BUSINESSES

### Aaron's

Furniture, electronics, computer, and appliance leasing and sales

**BEGAN:** 1955, Franchising: 1992  
**UNITS:** US: 685, CAN: 37, INTL: 0, CO: 1,221  
**COST:** \$283.3K-\$852.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$550K net worth w/\$450K liquid

### Ace Hardware

Hardware and home-improvement stores

**BEGAN:** 1924, Franchising: 1976  
**UNITS:** US: 4,259, CAN: 0, INTL: 653, CO: 98  
**COST:** \$272.5K-\$1.6M, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$250K liquid

### Cellairis Franchise ●

Cellphone and wireless-device accessories and repairs

**BEGAN:** 2000, Franchising: 2006  
**UNITS:** US: 474, CAN: 7, INTL: 86, CO: 3  
**COST:** \$52.4K-\$330K, Rty: 5%+  
**FINANCING:** No

### Consignment King ●●

Consignment and fundraising events

**BEGAN:** 2011, Franchising: 2012  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 0  
**COST:** \$37.9K-\$48.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$25K liquid

### Crown Trophy

Award and recognition items

**BEGAN:** 1978, Franchising: 1987  
**UNITS:** US: 141, CAN: 0, INTL: 0, CO: 0  
**COST:** \$168.2K-\$227.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$1M net worth w/\$50K-\$60K liquid

### Drone Nerds

Drone sales, repairs, and flying lessons

**BEGAN:** 2014, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$138K-\$242K, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$24.9K net worth w/\$24.9K liquid

### Flower Tent

Flower stores

**BEGAN:** 1992, Franchising: 2009  
**UNITS:** US: 61, CAN: 0, INTL: 0, CO: 9  
**COST:** \$30.9K-\$69.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$150K liquid

### Gateway Newstands ●

Newsstand and sundry stores

**BEGAN:** 1983, Franchising: 1983  
**UNITS:** US: 124, CAN: 253, INTL: 0, CO: 0  
**COST:** \$55.9K-\$501.8K, Rty: 3.5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$75K liquid

### Gift Card Monkey ●●●

Gift-card buying and reselling

**BEGAN:** 2010, Franchising: 2011  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$10.95K-\$27.6K  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$14.9K liquid

### HobbyTown

General hobbies and supplies, toys

**BEGAN:** 1969, Franchising: 1986  
**UNITS:** US: 150, CAN: 0, INTL: 0, CO: 0  
**COST:** \$153.3K-\$326.1K, Rty: 3%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$48.5K-\$104.8K liquid

### Jack Farley's Art Supplies

Art supplies and materials

**BEGAN:** 2012, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$97.8K-\$164K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$70K liquid

### LED Source

LED lighting solutions

**BEGAN:** 2005, Franchising: 2010  
**UNITS:** US: 12, CAN: 3, INTL: 3, CO: 1  
**COST:** \$91.1K-\$423.9K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$100K-\$150K net worth w/\$100K-\$150K liquid

### Merle Norman Cosmetics ●

Cosmetics and skin-care products

**BEGAN:** 1931, Franchising: 1973  
**UNITS:** US: 1,172, CAN: 58, INTL: 0, CO: 2  
**COST:** \$34.8K-\$186.5K  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$250K net worth w/\$25K-\$100K liquid

### Metal Supermarkets

Metal stores

**BEGAN:** 1985, Franchising: 1987  
**UNITS:** US: 58, CAN: 24, INTL: 1, CO: 6  
**COST:** \$217.5K-\$379K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$500K net worth w/\$150K-\$350K liquid

### Music Go Round

New and used musical instruments and sound equipment

**BEGAN:** 1986, Franchising: 1994  
**UNITS:** US: 33, CAN: 0, INTL: 0, CO: 0  
**COST:** \$261.5K-\$334.8K, Rty: 3%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$78.5K-\$100.4K liquid

## New Uses

Home-furnishing and accessories resale stores

**BEGAN:** 1998, Franchising: 2011  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 1  
**COST:** \$187.5K-\$286.5K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$75K-\$80K liquid

## OfficeZilla Franchise ● ●

Office supplies

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 29, CAN: 0, INTL: 0, CO: 1  
**COST:** \$10.3K-\$29.3K, Rty: 6-8%  
**FINANCING:** Yes

## Rent-A-Center

Rent-to-own furniture, electronics, computers, appliances

**BEGAN:** 1980, Franchising: 2013  
**UNITS:** US: 154, CAN: 0, INTL: 0, CO: 2,755  
**COST:** \$355.4K-\$582.2K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

## Slumberland Franchising

Home furnishings

**BEGAN:** 1967, Franchising: 1974  
**UNITS:** US: 75, CAN: 0, INTL: 0, CO: 50  
**COST:** \$545.5K-\$2M, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$2M net worth w/\$100K-\$500K liquid

## Walls of Books

New and used books

**BEGAN:** 2007, Franchising: 2012  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 4  
**COST:** \$77.9K-\$170.7K, Rty: 2-4%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$20K liquid

## Wireless Zone ●

Wireless-communications stores

**BEGAN:** 1988, Franchising: 1989  
**UNITS:** US: 360, CAN: 0, INTL: 0, CO: 37  
**COST:** \$128K-\$393.5K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$175K liquid

## Services

### ► DENTAL-HANDPIECE REPAIRS

#### Dental Fix RX ●

Dental-equipment sales, service, and repairs

**BEGAN:** 2009, Franchising: 2009  
**UNITS:** US: 117, CAN: 19, INTL: 0, CO: 0  
**COST:** \$60.1K-\$158K  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$25K liquid

## The Dentist's Choice ●

Dental-handpiece repairs

**BEGAN:** 1992, Franchising: 1994  
**UNITS:** US: 129, CAN: 6, INTL: 0, CO: 0  
**COST:** \$54.4K-\$58.5K, Rty: 1-5%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$60K liquid

### ► DRY CLEANING & LAUNDRY SERVICES

#### Comet Cleaners

Dry cleaning and laundry services

**BEGAN:** 1947, Franchising: 1967  
**UNITS:** US: 175, CAN: 0, INTL: 8, CO: 0  
**COST:** \$93K-\$864.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

#### Dryclean USA

Dry cleaning

**BEGAN:** 1976, Franchising: 1978  
**UNITS:** US: 42, CAN: 0, INTL: 386, CO: 0  
**COST:** \$261.5K-\$606.5K, Rty: \$6.9K/yr.  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K-\$125K liquid

#### The Eco Laundry Company

Organic laundry and dry-cleaning services, tailoring

**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$229.7K-\$375K, Rty: 6%  
**FINANCING:** No

#### Laapels

Dry cleaning and laundry services

**BEGAN:** 2000, Franchising: 2001  
**UNITS:** US: 80, CAN: 0, INTL: 0, CO: 0  
**COST:** \$85.5K-\$529.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$500K net worth w/\$80K-\$250K liquid

#### Martinizing International

Dry cleaning and laundry services

**BEGAN:** 1949, Franchising: 1949  
**UNITS:** US: 171, CAN: 11, INTL: 197, CO: 0  
**COST:** \$125.8K-\$693.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$150K liquid

#### Oxxo Care Cleaners ●

Dry cleaning and laundry services

**BEGAN:** 2001, Franchising: 2002  
**UNITS:** US: 40, CAN: 0, INTL: 7, CO: 3  
**COST:** \$475.5K-\$667K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

#### Tide Dry Cleaners

Dry cleaning

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 38, CAN: 0, INTL: 0, CO: 9  
**COST:** \$632.6K-\$1.5M, Rty: 6.5%  
**FINANCING:** No  
**QUALIF:** \$1M net worth w/\$500K liquid

## WaveMax Laundry

Laundromats

**BEGAN:** 2012, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$132.2K-\$803.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$200K liquid

## Zips Dry Cleaners

Dry cleaning

**BEGAN:** 1996, Franchising: 2006  
**UNITS:** US: 50, CAN: 0, INTL: 0, CO: 2  
**COST:** \$855.4K-\$1.1M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.2M-\$5M net worth w/\$500K-\$2M liquid

### ► EMBROIDERY & SCREEN PRINTING

#### Big Frog Custom T-Shirts

Custom garment printing

**BEGAN:** 2007, Franchising: 2008  
**UNITS:** US: 80, CAN: 0, INTL: 0, CO: 0  
**COST:** \$180.2K-\$239.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

#### Fully Promoted

Branded products and marketing services

**BEGAN:** 2000, Franchising: 2001  
**UNITS:** US: 173, CAN: 19, INTL: 78, CO: 0  
**COST:** \$140K-\$160K, Rty: to 6%  
**FINANCING:** Yes  
**QUALIF:** \$49.5K net worth w/\$49.5K liquid

#### Instant Imprints

Embroidery, signs, banners, promotional products

**BEGAN:** 1992, Franchising: 2001  
**UNITS:** US: 29, CAN: 22, INTL: 0, CO: 1  
**COST:** \$139.8K-\$304.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K-\$125K liquid

#### Palmetto Twist

Personalized apparel and accessories

**BEGAN:** 2012, Franchising: 2015  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$132K-\$241.5K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$40K liquid

### ► ESTATE SALES

#### Aether Estate Sales ●

Estate and consignment sales, online auctions, downsizing services, appraisals

**BEGAN:** 2013, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$64K-\$114K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$140K net worth w/\$60K liquid

## Blue Moon Estate Sales USA ●

Estate sales

**BEGAN:** 2009, Franchising: 2013  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 1  
**COST:** \$40.9K-\$82.8K, Rty: 5%  
**FINANCING:** Yes

## Caring Transitions ●

Sales of estates and household goods

**BEGAN:** 2006, Franchising: 2006  
**UNITS:** US: 188, CAN: 0, INTL: 0, CO: 0  
**COST:** \$58.1K-\$85.8K, Rty: 5%+  
**FINANCING:** Yes  
**QUALIF:** \$45K liquid

## Grasons Co. Estate Sale Services

Estate sales, online auctions, staging

**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 19, CAN: 0, INTL: 0, CO: 1  
**COST:** \$68.6K-\$131K, Rty: \$500/sale  
**FINANCING:** Yes

### ► HOME BUILDING

#### Alair Homes ●

Custom home building

**BEGAN:** 2007, Franchising: 2012  
**UNITS:** US: 8, CAN: 53, INTL: 0, CO: 0  
**COST:** \$84.8K-\$163.7K, Rty: 2.5-4%  
**FINANCING:** Yes  
**QUALIF:** \$84.8K-\$163.7K net worth w/\$30K liquid

#### Epcon Communities Franchising ●

Luxury home building

**BEGAN:** 1986, Franchising: 1995  
**UNITS:** US: 68, CAN: 0, INTL: 0, CO: 3  
**COST:** \$638.5K-\$3.3M, Rty: 1.75%  
**FINANCING:** No  
**QUALIF:** \$1.5M net worth w/\$500K liquid

### ► HOME INSPECTIONS

#### A Buyer's Choice Home Inspections ● ●

Home inspections

**BEGAN:** 2007, Franchising: 2007  
**UNITS:** US: 41, CAN: 113, INTL: 32, CO: 0  
**COST:** \$36.3K-\$43.2K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$36.7K-\$42.7K net worth w/\$29.9K liquid

#### AmeriSpec Home Inspection Services ● ●

Home inspections

**BEGAN:** 1987, Franchising: 1988  
**UNITS:** US: 191, CAN: 80, INTL: 0, CO: 0  
**COST:** \$46.8K-\$58.7K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$24K net worth w/\$24K liquid

#### B-Home Inspections ● ●

Home inspections

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 0  
**COST:** \$10.2K-\$18.7K, Rty: \$397/mo.  
**FINANCING:** No

**The BrickKicker Home Inspection** ● ●

Residential and commercial inspections, related services

**BEGAN:** 1989, Franchising: 1994  
**UNITS:** US: 41, CAN: 0, INTL: 0, CO: 1  
**COST:** \$16.8K-\$44.6K, Rty: 6%  
**FINANCING:** Yes

**1st Inspection Services** ● ●

Commercial and residential inspections

**BEGAN:** 2003, Franchising: 2005  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 0  
**COST:** \$31.4K-\$115K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$10K-\$100K liquid

**HomeTeam Inspection Service**

Home inspections

**BEGAN:** 1992, Franchising: 1992  
**UNITS:** US: 151, CAN: 3, INTL: 0, CO: 0  
**COST:** \$48.8K-\$75.5K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$15K-\$25K liquid

**HouseMaster** ●

Home inspections

**BEGAN:** 1971, Franchising: 1979  
**UNITS:** US: 279, CAN: 33, INTL: 0, CO: 0  
**COST:** \$61.1K-\$106.2K, Rty: 6-7.5%  
**FINANCING:** Yes

**Inspect-It 1st** ● ●

Property inspections

**BEGAN:** 1991, Franchising: 1998  
**UNITS:** US: 29, CAN: 0, INTL: 0, CO: 0  
**COST:** \$32.4K-\$43.4K, Rty: \$200-\$400/mo.  
**FINANCING:** Yes

**Move Smart** ● ●

Home inspections

**BEGAN:** 2002, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$32K-\$41K, Rty: \$12K/yr.  
**FINANCING:** Yes

**National Property Inspections** ● ●

Home and commercial property inspections

**BEGAN:** 1987, Franchising: 1987  
**UNITS:** US: 193, CAN: 27, INTL: 0, CO: 0  
**COST:** \$43.2K-\$47K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$43.4K-\$47.1K liquid

**Pillar To Post Home Inspectors** ● ●

Home inspections

**BEGAN:** 1994, Franchising: 1994  
**UNITS:** US: 463, CAN: 87, INTL: 0, CO: 0  
**COST:** \$33.9K-\$42.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$10K liquid

**WIN Home Inspection** ● ●

Home inspections

**BEGAN:** 1993, Franchising: 1994  
**UNITS:** US: 192, CAN: 0, INTL: 0, CO: 0  
**COST:** \$44.3K-\$67.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$35K liquid

**LAB TESTING**

**Any Lab Test Now**

Health, drug, alcohol, and DNA testing

**BEGAN:** 1992, Franchising: 2007  
**UNITS:** US: 166, CAN: 0, INTL: 0, CO: 0  
**COST:** \$103.1K-\$179.6K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$50K liquid

**ARCpoint Labs**

Laboratory testing, HR services

**BEGAN:** 1998, Franchising: 2005  
**UNITS:** US: 105, CAN: 0, INTL: 0, CO: 2  
**COST:** \$145.3K-\$249.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$75K liquid

**Fastest Labs**

Drug, alcohol, and DNA testing, background screening

**BEGAN:** 2000, Franchising: 2010  
**UNITS:** US: 22, CAN: 0, INTL: 0, CO: 1  
**COST:** \$74.7K-\$88.9K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**LOCKSMITH SERVICES**

**Acme Locksmith**

Locksmith services

**BEGAN:** 1997, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$99.1K-\$205.1K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$50K liquid

**The Flying Locksmiths**

Locksmith and security services and products

**BEGAN:** 1984, Franchising: 2015  
**UNITS:** US: 67, CAN: 0, INTL: 0, CO: 1  
**COST:** \$121.6K-\$366.4K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$90K liquid

**Pop-A-Lock Franchise System** ●

Mobile locksmith and security services

**BEGAN:** 1991, Franchising: 1994  
**UNITS:** US: 524, CAN: 21, INTL: 16, CO: 3  
**COST:** \$99.7K-\$134.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$500K net worth w/\$30K-\$100K liquid

**MOVING/JUNK-REMOVAL SERVICES**

**Bin There Dump That** ●

Residential-friendly dumpster rentals

**BEGAN:** 2001, Franchising: 2003  
**UNITS:** US: 83, CAN: 38, INTL: 0, CO: 0  
**COST:** \$60.2K-\$108.4K, Rty: \$6K-\$12K/yr.  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$75K-\$180K liquid

**College Hunks Hauling Junk/College Hunks Moving**

Junk removal, moving, and labor services

**BEGAN:** 2003, Franchising: 2007  
**UNITS:** US: 189, CAN: 3, INTL: 0, CO: 10  
**COST:** \$89.3K-\$208.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

**Go Mini's Franchising** ●

Portable storage containers

**BEGAN:** 2002, Franchising: 2012  
**UNITS:** US: 80, CAN: 1, INTL: 0, CO: 0  
**COST:** \$224.6K-\$453K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K liquid

**The Junkloggers** ●

Environmentally friendly junk removal

**BEGAN:** 2006, Franchising: 2012  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 3  
**COST:** \$90.9K-\$176.2K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$75K liquid

**Metropolitan Movers** ● ●

Residential/commercial moving services

**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 0, CAN: 19, INTL: 0, CO: 0  
**COST:** \$48.5K-\$250K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$1M net worth w/\$48.5K-\$250K liquid

**NorthStar Moving**

Moving services

**BEGAN:** 1994, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$152.6K-\$188.1K, Rty: 8%  
**FINANCING:** Yes

**1-800-Got-Junk?**

Junk removal

**BEGAN:** 1989, Franchising: 1998  
**UNITS:** US: 131, CAN: 20, INTL: 5, CO: 0  
**COST:** \$209.8K-\$241.8K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$30K-\$50K net worth w/\$30K-\$50K liquid

**redbox+** ●

Construction dumpsters with attached portable restrooms

**BEGAN:** 2007, Franchising: 2014  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 0  
**COST:** \$236.1K-\$354.1K, Rty: \$30-50/box  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K liquid

**Two Men and a Truck International**

Moving services

**BEGAN:** 1985, Franchising: 1989  
**UNITS:** US: 270, CAN: 29, INTL: 3, CO: 2  
**COST:** \$95K-\$666K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$160K-\$400K net worth w/\$80K-\$190K liquid

**You Move Me** ●

Moving services

**BEGAN:** 2012, Franchising: 2012  
**UNITS:** US: 31, CAN: 6, INTL: 0, CO: 0  
**COST:** \$104K-\$192.2K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**Zippy Shell Self Storage and Moving**

Mobile self-storage and moving services

**BEGAN:** 2009, Franchising: 2009  
**UNITS:** US: 32, CAN: 0, INTL: 0, CO: 8  
**COST:** \$505.5K-\$891.2K, Rty: \$16/container/mo.  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$500K net worth w/\$250K-\$500K liquid

**PHOTOGRAPHY SERVICES**

**AEV Unlimited** ● ●

Real-estate photography and marketing collateral

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$23.6K-\$38.7K, Rty: 4%+  
**FINANCING:** No  
**QUALIF:** \$200K net worth w/\$100K liquid

**BirdsiVideo** ●

Aerial photography and videography using drones

**BEGAN:** 2014, Franchising: 2016  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$50.3K-\$89K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

**Complete Weddings + Events** ● ●

Photography, DJ, video, and photo-booth services

**BEGAN:** 1974, Franchising: 1983  
**UNITS:** US: 185, CAN: 5, INTL: 1, CO: 2  
**COST:** \$30.4K-\$48.7K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$10K liquid

**Lil' Angels Photography** ● ●

School, childcare, and family photography

**BEGAN:** 1996, Franchising: 1998  
**UNITS:** US: 59, CAN: 0, INTL: 0, CO: 0  
**COST:** \$36.3K-\$40.8K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$10K-\$20K net worth w/\$10K liquid

## Multivista

Visual documentation services for the construction industry

**BEGAN:** 2003, Franchising: 2007  
**UNITS:** US: 52, CAN: 7, INTL: 3, CO: 5  
**COST:** \$128.5K-\$541.5K, Rty: 18%  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$750K net worth w/\$100K-\$500K liquid

## Silvercloud Trailer Events

Mobile photo booth and bar services using vintage-style trailers

**BEGAN:** 2011, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$138.7K-\$204K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$50K liquid

## Spoiled Rotten Photography

On-site preschool photography

**BEGAN:** 2003, Franchising: 2012  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 1  
**COST:** \$26.5K-\$46.3K, Rty: 8%  
**FINANCING:** Yes

## TapSnap

Digital photo booths

**BEGAN:** 2012, Franchising: 2012  
**UNITS:** US: 141, CAN: 8, INTL: 9, CO: 0  
**COST:** \$48.4K-\$123.5K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

## TSS Photography

Youth sports, school, and event photography

**BEGAN:** 1983, Franchising: 1984  
**UNITS:** US: 177, CAN: 0, INTL: 0, CO: 0  
**COST:** \$24.4K-\$74.3K  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$10.5K-\$25K liquid

## POSTAL & BUSINESS CENTERS

### AIM Mail Centers

Packing, shipping, postal, and business services

**BEGAN:** 1985, Franchising: 1989  
**UNITS:** US: 49, CAN: 0, INTL: 0, CO: 0  
**COST:** \$151.5K-\$224.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

### Handle With Care Packaging Store

Packing, crating, and shipping of fragile, large, awkward, and valuable items

**BEGAN:** 1980, Franchising: 1984  
**UNITS:** US: 38, CAN: 0, INTL: 0, CO: 0  
**COST:** \$96.95K-\$172.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

## Navis Pack & Ship

Packing, crating, and shipping of fragile, large, awkward, and valuable items

**BEGAN:** 2000, Franchising: 2000  
**UNITS:** US: 44, CAN: 5, INTL: 0, CO: 1  
**COST:** \$96.95K-\$172.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

## Pak Mail

Packing, shipping, crating, freight, mailboxes, business services

**BEGAN:** 1983, Franchising: 1984  
**UNITS:** US: 218, CAN: 0, INTL: 166, CO: 1  
**COST:** \$151.5K-\$224.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

## Parcel Plus

Packing, shipping, postal, and business services

**BEGAN:** 1986, Franchising: 1988  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 0  
**COST:** \$151.5K-\$224.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

## Postal Annex+

Packing, shipping, postal, and business services

**BEGAN:** 1985, Franchising: 1986  
**UNITS:** US: 273, CAN: 0, INTL: 0, CO: 0  
**COST:** \$151.5K-\$227.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

## Postal Connections/iSold It

Postal, business, and internet services

**BEGAN:** 1985, Franchising: 1995  
**UNITS:** US: 40, CAN: 0, INTL: 0, CO: 0  
**COST:** \$59.9K-\$233.3K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$42K liquid

## PostNet Neighborhood Business Centers

Packing, shipping, printing, signs, marketing solutions

**BEGAN:** 1985, Franchising: 1993  
**UNITS:** US: 240, CAN: 8, INTL: 423, CO: 0  
**COST:** \$169.8K-\$212.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$60K liquid

## Safe Ship

Packing, shipping, freight, office supplies, notary services

**BEGAN:** 1988, Franchising: 2008  
**UNITS:** US: 36, CAN: 0, INTL: 0, CO: 4  
**COST:** \$49.9K-\$153.9K  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$55K liquid

## The UPS Store

Postal, business, printing, and communications services

**BEGAN:** 1980, Franchising: 1980  
**UNITS:** US: 4,622, CAN: 357, INTL: 0, CO: 0  
**COST:** \$177.96K-\$402.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$60K liquid

## REAL ESTATE

### Assist-2-Sell

Discount real estate

**BEGAN:** 1987, Franchising: 1993  
**UNITS:** US: 152, CAN: 6, INTL: 0, CO: 1  
**COST:** \$24K-\$45.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$40K liquid

### Help-U-Sell Real Estate

Real estate

**BEGAN:** 1976, Franchising: 1978  
**UNITS:** US: 101, CAN: 0, INTL: 2, CO: 4  
**COST:** \$23.3K-\$39.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$8K net worth w/\$8K liquid

### HomeSmart International

Real estate

**BEGAN:** 2000, Franchising: 2005  
**UNITS:** US: 98, CAN: 0, INTL: 0, CO: 24  
**COST:** \$65.5K-\$205K, Rty: Varies  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$50K liquid

### HomeVestors of America

Home buying, repair, and selling

**BEGAN:** 1996, Franchising: 1996  
**UNITS:** US: 851, CAN: 0, INTL: 0, CO: 0  
**COST:** \$44K-\$347.3K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$44K-\$347.3K net worth w/\$44K-\$347.3K liquid

### Keller Williams

Real estate

**BEGAN:** 1983, Franchising: 1987  
**UNITS:** US: 724, CAN: 25, INTL: 113, CO: 0  
**COST:** \$183.9K-\$336.99K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$150K liquid

### ReaLean

Real estate

**BEGAN:** 2012, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$24.2K-\$34.2K, Rty: 2.5%  
**FINANCING:** Yes  
**QUALIF:** \$19.9K net worth w/\$19.9K liquid

### Realty Executives Intl. Svcs.

Real estate

**BEGAN:** 1965, Franchising: 1973  
**UNITS:** US: 380, CAN: 88, INTL: 31, CO: 0  
**COST:** \$20.4K-\$119K, Rty: Varies  
**FINANCING:** No  
**QUALIF:** \$20K-\$200K net worth w/\$10K-\$100K liquid

## Realty One Group

Real estate

**BEGAN:** 2005, Franchising: 2012  
**UNITS:** US: 56, CAN: 0, INTL: 0, CO: 23  
**COST:** \$53.3K-\$220K  
**FINANCING:** Yes

## Redefy Real Estate

Residential real estate

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 0  
**COST:** \$67.2K-\$530K, Rty: 10%  
**FINANCING:** No  
**QUALIF:** \$200K-\$250K liquid

## RE/MAX

Real estate

**BEGAN:** 1973, Franchising: 1975  
**UNITS:** US: 3,632, CAN: 856, INTL: 2,729, CO: 0  
**COST:** \$37.5K-\$224K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$35K liquid

## Sell4Free/List4Less

Real estate

**BEGAN:** 1996, Franchising: 2002  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 0  
**COST:** \$36.4K-\$102.3K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$50K net worth w/\$25K liquid

## United Real Estate Group

Real estate

**BEGAN:** 1925, Franchising: 1997  
**UNITS:** US: 428, CAN: 0, INTL: 7, CO: 5  
**COST:** \$16.7K-\$360.5K, Rty: Varies  
**FINANCING:** Yes

## Weichert Real Estate Affiliates

Real estate

**BEGAN:** 1969, Franchising: 2000  
**UNITS:** US: 323, CAN: 0, INTL: 0, CO: 129  
**COST:** \$50K-\$364.7K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$150K net worth

## SECURITY SERVICES

### Signal 88 Security

Private security guard and patrol services

**BEGAN:** 2003, Franchising: 2008  
**UNITS:** US: 120, CAN: 2, INTL: 2, CO: 2  
**COST:** \$73K-\$268.4K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$30K liquid

### Specialized Risk

Security consulting and private investigation services

**BEGAN:** 1996, Franchising: 2015  
**UNITS:** US: 2, CAN: 0, INTL: 1, CO: 1  
**COST:** \$65.7K-\$143.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$50K liquid



**MISCELLANEOUS SERVICES**

**Auto Appraisal Network** ● ●  
Auto appraisals  
**BEGAN:** 1989, Franchising: 2007  
**UNITS:** US: 19, CAN: 0, INTL: 0, CO: 10  
**COST:** \$16.7K-\$44.3K,  
Rty: \$110/appraisal  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$3K-\$10K liquid

**Beeline Bikes** ●  
Mobile bicycle sales, services,  
and repairs  
**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 20, CAN: 0, INTL: 0, CO: 8  
**COST:** \$59.5K-\$67.5K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth  
w/\$25K-\$35K liquid

**Caliber Care + Transport**  
Nonemergency medical transportation  
**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 29, CAN: 0, INTL: 0, CO: 1  
**COST:** \$124.9K-\$397.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$100K liquid

**Class 101** ●  
College planning and educational services  
**BEGAN:** 1998, Franchising: 2007  
**UNITS:** US: 11, CAN: 0, INTL: 0, CO: 1  
**COST:** \$40.4K-\$57.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$100K net worth  
w/\$50K-\$100K liquid

**Clothes Bin Franchise** ●  
Clothing, shoe, and textile recycling bins  
**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 1  
**COST:** \$140.5K-\$172.3K, Rty: \$5/bin/wk.  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$75K liquid

**Elite Bartending**  
Bartender training and event staffing  
**BEGAN:** 2008, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$39.6K-\$56.4K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$24.9K net worth w/\$24.9K liquid

**Generator Supercenter Franchising**  
Generator sales, installation, and service  
**BEGAN:** 2005, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$178.5K-\$579K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$50K liquid

**GoliathTech** ●  
Foundation systems  
for the construction industry  
**BEGAN:** 2004, Franchising: 2013  
**UNITS:** US: 44, CAN: 49, INTL: 0, CO: 0  
**COST:** \$72.9K-\$176K  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

**Hotel Makeover** ●  
Hotel renovation  
**BEGAN:** 1999, Franchising: 2014  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$57K-\$158.4K, Rty: Varies  
**FINANCING:** No  
**QUALIF:** \$200K net worth  
w/\$100K liquid

**Lifeologie**  
Mental-health therapy services  
**BEGAN:** 1999, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 3  
**COST:** \$80.9K-\$199.9K, Rty: 6%  
**FINANCING:** Yes

**Lifesquire** ● ●  
Personal assistant services  
**BEGAN:** 2009, Franchising: 2015  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 2  
**COST:** \$40.7K-\$53.6K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$45K-\$1M net worth  
w/\$45K-\$50K liquid

**MemoryWise**  
Digitization services  
**BEGAN:** 2003, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$135K-\$250K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$400K net worth  
w/\$100K liquid

**Partyflix** ● ●  
Inflatable movie screen rentals  
**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 4  
**COST:** \$22K-\$41K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$5K-\$30K net worth  
w/\$4K-\$26K liquid

**Pirtek** ●  
Hose service and supply centers/  
mobile services  
**BEGAN:** 1980, Franchising: 1987  
**UNITS:** US: 65, CAN: 0, INTL: 421, CO: 3  
**COST:** \$113.6K-\$633K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$750K net worth  
w/\$100K-\$250K liquid

**Precept Environmental**  
Air and water quality testing,  
consulting services  
**BEGAN:** 2007, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$89.5K-\$198K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$30K-\$50K liquid

**Share My Coach Franchise**  
Privately owned RV rental management  
**BEGAN:** 2007, Franchising: 2015  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 1  
**COST:** \$62.8K-\$84.2K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$62K liquid

**Showhomes**  
Home management and staging  
**BEGAN:** 1986, Franchising: 1994  
**UNITS:** US: 58, CAN: 0, INTL: 0, CO: 0  
**COST:** \$50.7K-\$84.9K, Rty: 10%  
**FINANCING:** Yes

**Storage Authority**  
Self storage  
**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$595K-\$2.6M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$900K net worth w/\$400K liquid

**SuperGreen Solutions**  
Energy-efficiency products and services  
**BEGAN:** 2011, Franchising: 2012  
**UNITS:** US: 16, CAN: 1, INTL: 7, CO: 0  
**COST:** \$75.8K-\$90.1K, Rty: 3-5%  
**FINANCING:** Yes

**Teen Road To Safety**  
Driving schools  
**BEGAN:** 2003, Franchising: 2011  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 4  
**COST:** \$181.6K-\$278.4K, Rty: 4-6%  
**FINANCING:** No

**Thriveworks** ●  
Counseling, life coaching  
**BEGAN:** 2008, Franchising: 2013  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 8  
**COST:** \$16.7K-\$79.3K, Rty: 3%  
**FINANCING:** No

**UBuildIt**  
Construction consulting  
**BEGAN:** 1988, Franchising: 1998  
**UNITS:** US: 70, CAN: 0, INTL: 0, CO: 0  
**COST:** \$85.7K-\$169.1K, Rty: \$1K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$150K net worth  
w/\$50K-\$150K liquid

**velofix Group of Companies** ●  
Mobile bicycle repairs and services  
**BEGAN:** 2012, Franchising: 2013  
**UNITS:** US: 72, CAN: 26, INTL: 0, CO: 0  
**COST:** \$163.2K-\$198.95K, Rty: 8%  
**FINANCING:** Yes

**Vootu World Franchise** ●  
Energy-efficiency products and services  
**BEGAN:** 2010, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$42.4K-\$142.4K, Rty: to 5%  
**FINANCING:** No  
**QUALIF:** \$75K net worth w/\$20K liquid

**We Tie The Knots** ● ●  
Wedding and event planning  
**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 2  
**COST:** \$19K-\$24K, Rty: 10%  
**FINANCING:** Yes

**Tech**  
**ELECTRONICS REPAIRS**

**CPR-Cell Phone Repair** ● ●  
Electronics repairs and sales  
**BEGAN:** 2004, Franchising: 2007  
**UNITS:** US: 335, CAN: 21, INTL: 20, CO: 4  
**COST:** \$58.2K-\$176K, Rty: 5.8-8%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

**Device Pitstop**  
Electronics resales and repairs  
**BEGAN:** 2013, Franchising: 2013  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 1  
**COST:** \$104K-\$159K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth  
w/\$50K-\$60K liquid

**Digital Doc**  
Electronics repairs, sales, and accessories  
**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 29, CAN: 0, INTL: 0, CO: 16  
**COST:** \$73.3K-\$151.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$150K net worth  
w/\$50K-\$100K liquid

**Experimac**  
Electronics resales and repairs  
**BEGAN:** 2009, Franchising: 2014  
**UNITS:** US: 38, CAN: 0, INTL: 0, CO: 2  
**COST:** \$136.8K-\$275.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$49.5K net worth

**iCare Repair** ●  
Electronics repairs, resales,  
and accessories  
**BEGAN:** 2012, Franchising: 2015  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 6  
**COST:** \$55.9K-\$120.99K, Rty: 7.25%  
**FINANCING:** No  
**QUALIF:** \$80K-\$200K net worth  
w/\$30K-\$100K liquid

**iDropped** ●  
Electronics repairs  
**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 5  
**COST:** \$60.1K-\$119.1K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$75K liquid

**Kix Mobile** ●  
Phone and tablet sales,  
exchanges, and repairs  
**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$88.7K-\$234K, Rty: 5-7%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$100K liquid

**Simple Computer Repair**  
Electronics repairs  
**BEGAN:** 2008, Franchising: 2013  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 2  
**COST:** \$109.9K-\$189K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$75K liquid

## FRANCHISE

### Staymobile Franchising

Electronics repairs and accessories

**BEGAN:** 2009, Franchising: 2012  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 22  
**COST:** \$72.5K-\$169K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

### uBreakiFix

Electronics repairs

**BEGAN:** 2009, Franchising: 2013  
**UNITS:** US: 274, CAN: 26, INTL: 1, CO: 21  
**COST:** \$63.6K-\$185.5K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$125K liquid

### MISCELLANEOUS TECH BUSINESSES

#### CMIT Solutions ●

IT and business services for SMBs

**BEGAN:** 1994, Franchising: 1998  
**UNITS:** US: 158, CAN: 1, INTL: 0, CO: 0  
**COST:** \$128.3K-\$176.4K, Rty: to 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth  
w/\$100K-\$150K liquid

#### Computer Troubleshooters ●●

Technology consulting and services  
for small businesses

**BEGAN:** 1997, Franchising: 1997  
**UNITS:** US: 180, CAN: 10, INTL: 177, CO: 3  
**COST:** \$32.2K-\$47.9K, Rty: \$550/mo.  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth  
w/\$45K-\$80K liquid

#### Macrotech (USA) Franchising ●

IT services for hotels

**BEGAN:** 2000, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$92.6K-\$118.6K, Rty: 10%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$30K liquid

#### TeamLogic IT

IT managed services for businesses

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 114, CAN: 1, INTL: 0, CO: 0  
**COST:** \$94.6K-\$137.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$60K liquid

#### TechVoo

Computer sales and service

**BEGAN:** 2005, Franchising: 2014  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$81.5K-\$150.7K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

#### WSI ●

Digital marketing agencies

**BEGAN:** 1995, Franchising: 1996  
**UNITS:** US: 284, CAN: 67, INTL: 497, CO: 2  
**COST:** \$64.4K-\$94.4K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth  
w/\$65K-\$95K liquid

# NON-FRANCHISE OPPORTUNITIES

### ADVERTISING/ MARKETING SERVICES

#### 99 Dollar Social ●●

Social-media management ▽

**NO. OF DEALERS:** 500+  
**COST:** \$99/mo., Financing: No

#### Perks Nearby ●●

Daily-deal websites ▽

**NO. OF LICENSEES:** 150  
**COST:** \$995, Financing: Yes

#### Social Xpand ●

Social-media management ▽

**NO. OF LICENSEES:** —  
**COST:** \$299, Financing: No

#### Today's Senior Magazine ●●

Magazines for seniors ▽

**NO. OF LICENSEES:** 3  
**COST:** \$14.5K, Financing: Yes

#### True North Business Development (TNBD) ●

Email-list-building service ▽

**NO. OF LICENSEES:** 0  
**COST:** \$5K, Financing: Yes

### APPAREL & ACCESSORIES

#### Cariloha

Bamboo apparel, accessories,  
bedding, and home decor ▽

**NO. OF DEALERS:** 45  
**COST:** \$150K, Financing: No

#### Del Sol

Color-changing apparel  
and accessories ▽

**NO. OF DEALERS:** 45  
**COST:** \$150K, Financing: No

### AUTOMOTIVE

#### AMSOIL ●

Synthetic lubricants ▽

**NO. OF ASSOCIATES:** —  
**COST:** \$30-\$75, Financing: No

#### Detail Plus Car Appearance Systems ●●

Auto appearance services,  
automatic car wash ▽

**NO. OF LICENSEES:** 300  
**COST:** \$500-\$500K+, Financing: Yes

### BUSINESS COACHING/ CONSULTING

#### Catalyft Success System

Business coaching ▽

**NO. OF LICENSEES:** 12  
**COST:** \$35K+, Financing: No

### Retailbound ●●

Retail consulting to product startups ▽

**NO. OF LICENSEES:** 0  
**COST:** \$21.5K, Financing: Yes

### CHILDREN'S BUSINESSES

#### Healthy Hands Cooking ●●

Children's classes, parties, camps ▽

**NO. OF LICENSEES:** 285  
**COST:** \$500-\$1K, Financing: No

#### Jiff-e-Books ●●

Personalized children's books ▽

**NO. OF LICENSEES:** 500+  
**COST:** \$495, Financing: No

#### Kid-Fit ●●

Preschool fitness programs ▽

**NO. OF LICENSEES:** 40  
**COST:** \$8.99K-\$9.99K, Financing: Yes

#### Storkdelivery.com ●●

Yard-sign rentals ▽

**NO. OF LICENSEES:** 72  
**COST:** \$999, Financing: Yes

### DENTAL-HANDPIECE REPAIR

#### Handpiece Express ●

Dental-drill repairs ▽

**NO. OF LICENSEES:** 30  
**COST:** \$35K, Financing: No

## KEY

● Home-based/mobile | ●● Kiosk/express option

### 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 example, may have an Apple sign in her window, but she cannot call her business Apple Computer. While the terms distributor and dealer are often used interchangeably, there is a difference between the two: A distributor may sell to a number of dealers, while a dealer usually sells to a retailer or consumer.

### LICENSING OPPORTUNITIES

Trademark product owners receive access to the seller's trade name as well as 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.

### ADD-ON BUSINESSES

These are business opportunities that can be added on to an existing business. So if you own an auto repair shop, you can add on a car-detailing side business.

### NETWORK MARKETING/DIRECT- SALES BUSINESSES

Individuals sell products through their networks of friends, neighbors, coworkers, 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.

**Orion Repair** ●

Dental-handpiece repairs ▾

**NO. OF LICENSEES:** 275**COST:** \$500-\$19K, Financing: Yes**FINANCIAL SERVICES****Blue Coast Savings** ● +

Business financial services ▾

**NO. OF DEALERS:** 252**COST:** \$21.9K, Financing: No**Charter Financial** ● +

Note brokerages ▾

**NO. OF DEALERS:** 600**COST:** \$195, Financing: No**ClaimTek Systems** ●

Medical-claims processing, medical billing ▾

**NO. OF DEALERS:** 865**COST:** \$20K-\$40K, Financing: Yes**Commercial Capital Training Group** ●

Commercial finance ▾

**NO. OF LICENSEES:** 600**COST:** \$25K-\$65K, Financing: No**Loan Consultants** ● +

Loan brokerages ▾

**NO. OF DEALERS:** 1,200**COST:** \$13.8K, Financing: Yes**Loan Consultants (Consulting)** ● +

Business finance consulting ▾

**NO. OF DEALERS:** 1,200**COST:** \$13.8K, Financing: Yes**Umbrella Financial Services Tax Solutions Group** ● +

Tax preparation ▾

**NO. OF LICENSEES:** 500**COST:** \$199, Financing: Yes**FITNESS****FITT Systems** ● +

Infrared fitness and therapy saunas ▾

**NO. OF LICENSEES:** —**COST:** \$10K, Financing: Yes**Vanguard Key Clubs**

24-hour fitness centers ▾

**NO. OF LICENSEES:** 0**COST:** \$300K-\$500K, Financing: No**FOOD****AmeriCandy** ● ● +

Chocolate and confections ▾

**NO. OF DEALERS:** 0**COST:** \$50K, Financing: Yes**Healthier4U Vending** ●

Healthful-food vending machines ▾

**NO. OF DEALERS:** 375**COST:** \$30K, Financing: Yes**HealthyYOU Vending** ●

Healthful snack, beverage, and entrée vending machines ▾

**NO. OF DEALERS:** 6,000+**COST:** \$30K, Financing: No**HungryGenius Holdings** ● +

Burgers, fries, malts ▾

**NO. OF LICENSEES:** 0**COST:** \$350K, Financing: No**HOME IMPROVEMENT/ MAINTENANCE****The BBQ Cleaner** ● +

Barbecue-grill cleaning ▾

**NO. OF LICENSEES:** 137**COST:** \$20K, Financing: Yes**Caltex International** ●

Interior and exterior surface cleaning, mold remediation ▾

**NO. OF LICENSEES:** 1,025**COST:** \$15K-\$20K, Financing: Yes**1867 Confederation Log & Timber Frame** ●

Log and timber-frame homes ▾

**NO. OF DEALERS:** 4**COST:** 0, Financing: No**Lon Waltenberger Training Services** ● +

Bathtub repair and refinishing ▾

**NO. OF LICENSEES:** 84**COST:** \$2.5K-\$4K, Financing: No**Morantz Ultrasonics** ● +

Ultrasonic blinds cleaning; fire restoration ▾

**NO. OF LICENSEES:** 4,000+**COST:** \$8K-\$70K, Financing: Yes**Reliable Appliance & Dryer Vent Service** ● +

Dryer-vent cleaning ▾

**NO. OF LICENSEES:** 51**COST:** \$500-\$1K, Financing: No**Staging Diva** ● +

Home staging ▾

**NO. OF LICENSEES:** 10,000**COST:** \$1K, Financing: No**Sundek Decorative Concrete** ● +

Decorative concrete coatings ▾

**NO. OF DEALERS:** 61**COST:** \$40K, Financing: No**RECREATION****Cascade Cycleboats** ● +

Cycleboat tours and events ▾

**NO. OF LICENSEES:** 9**COST:** \$95K, Financing: Yes**Minigolfinc.com** +

Miniature-golf courses ▾

**NO. OF LICENSEES:** 3,330**COST:** \$6.9K, Financing: No**www.surfpartyinabox.com** ● ●

Virtual surfing entertainment systems ▾

**NO. OF LICENSEES:** 0**COST:** \$895-\$5.99K, Financing: No**SENIOR SERVICES****Active Minds** ●

Learning programs for seniors ▾

**NO. OF LICENSEES:** 1**COST:** Varies, Financing: Yes**Stay At Home Caregivers** ●

Nonmedical home care ▾

**NO. OF LICENSEES:** —**COST:** \$10K, Financing: No**TRAVEL SERVICES****Oasis/New2Travel** ●

Travel agencies ▾

**NO. OF LICENSEES:** 600+**COST:** \$2.99K, Financing: Yes**Pinnacle Business Strategies** ●

Vacation vouchers ▾

**NO. OF DEALERS:** 0**COST:** 0, Financing: No**Tix Travel & Ticket Agency** ● ● +

Travel agencies; concert, sports, and theater tickets ▾

**NO. OF DEALERS:** 500**COST:** \$3.5K, Financing: Yes**MISCELLANEOUS PRODUCTS/SERVICES****Big Star Photo Booths** ● ●

Photo booths ▾

**NO. OF DEALERS:** —**COST:** \$10K, Financing: Yes**Graffiti Graphics/ Puzzled Over Gift Ideas** ●

Custom jigsaw puzzles ▾

**NO. OF LICENSEES:** 540**COST:** \$9.1K, Financing: No**Green Mountain Harvest** ● +

Cannabis harvesting and trimming ▾

**NO. OF LICENSEES:** 0**COST:** \$250K, Financing: No**HempE** ● ● +

Hemp health and beauty products ▾

**NO. OF DEALERS:** 42**COST:** \$1.4K, Financing: No**Home Video Studio** ● +

Video production and post-production services ▾

**NO. OF LICENSEES:** 60**COST:** \$85K, Financing: Yes**Shred-Tech** ● +

Mobile document destruction ▾

**NO. OF LICENSEES:** —**COST:** \$75K, Financing: Yes**Spectrum Unlimited** ● +

Personalized birthday greetings ▾

**NO. OF LICENSEES:** 10,000+**COST:** 200, Financing: No**Teleteria** ●

Casino/sports betting websites ▾

**NO. OF LICENSEES:** —**COST:** \$6K, Financing: Yes**Wachters' Organic Sea Products** ● ●

Nutritional, personal-care, and environmental products ▾

**NO. OF ASSOCIATES:** 220,000**COST:** \$54, Financing: No**Workforce Staffing Network** ● +

Medical staffing ▾

**NO. OF LICENSEES:** 45**COST:** \$4.99K, Financing: No

**A**  
AAAMCO Transmissions and Total Car Care..... 63  
Aaron's..... 99  
Abbott's Frozen Custard..... 75  
ABC..... 84  
Above Grade Level In-Home Tutoring..... 70  
Abrakadoodle..... 67  
A Buyer's Choice Home Inspections..... 100  
A Caring Home Services..... 93  
AccuAquatics Franchise..... 88  
Ace DuraFlo Systems..... 88  
Ace Hardware..... 99  
ACFN-The ATM Franchise Business..... 71  
Acme Locksmith..... 101  
Acropolis Greek Taverna..... 72  
Acti-Kare..... 93  
ActionCoach..... 64  
Active Minds..... 105  
Advanced Maintenance..... 63  
Advanced Multi Sign..... 65  
AdvantaClean..... 90  
Adventure Kids Playcare..... 67  
Aether Estate Sales..... 100  
AEV Unlimited..... 101  
Affordable Suites of America..... 85  
AIM Mail Centers..... 102  
Aire-Master of America..... 89  
Aire Serv..... 87  
Aladdin Doors Franchising..... 83  
Alair Homes..... 100  
Alkalgion Studios..... 90  
All About People Staffing..... 65  
All County Property Management Franchise..... 65  
Allegra Marketing-Print-Mail..... 65  
AlphaGraphics..... 65  
Alta Mere The Automotive Outfitters/SmartView Window Solutions..... 62  
Alternative Board (TAB), The..... 64  
Always Best Care Senior Services..... 94  
Amada Senior Care..... 94  
Amazing Athletes..... 69  
Amazing Lash Studio..... 93  
AmeriCandy..... 105  
American Family Care..... 82  
American Leak Detection..... 90  
American Poolplayers Association..... 97  
American Prosperity Group (APG)..... 71  
American Title Loans..... 71  
AmeriCare Alliance..... 94  
America's Color Consultants..... 84  
America's Coupon Mailer..... 64  
America's Taco Shop..... 77  
AmeriSpec Home Inspection Services..... 100  
ampr..... 98  
Amramp..... 82  
AMSOIL..... 104  
AmSpirit Business Connections..... 66  
Amsterdam Falafelshops..... 79  
Anago Cleaning Systems..... 86  
Andy OnCall..... 87  
Another Broken Egg Cafe..... 72  
Any Lab Test Now..... 101  
Anytime Fitness..... 90  
A-1 Concrete Leveling..... 87  
Apex Energy Solutions..... 84  
Apex Fun Run..... 70  
ApexNetwork Physical Therapy..... 82  
Apricot Lane Boutique..... 97  
Aqua-Tots Swim Schools..... 69  
AraVita..... 74  
Arby's Restaurant Group..... 79  
Archadeck Outdoor Living..... 84  
ARCpoint Labs..... 101  
A Right Place For Seniors..... 94  
Arooga's Grille House & Sports Bar..... 71  
ASP-America's Swimming Pool Company..... 88  
Assisted Living Locators..... 94  
Assisting Hands Home Care..... 94  
Assist-2-Sell..... 102  
AtWork Group..... 65  
Auntie Anne's Hand-Rolled Soft Pretzels..... 73  
Aussie Pet Mobile..... 96  
Auto Appraisal Network..... 103  
Auto-Lab Complete Car Care Centers..... 63

**B**  
Baby Boot Camp..... 91  
Bach to Rock..... 67  
Bahama Buck's Original Shaved Ice..... 76  
Bar-B-Clean..... 90  
Bar-B-Cutie SmokeHouse..... 74  
BareBones WorkWear..... 97  
Barkefellers, The Place for Dogs..... 96  
Bar Louie..... 71  
Barmetrix USA..... 66  
Barre Code, The..... 91  
Baskin-Robbins..... 75  
Batteries Plus Bulbs..... 98  
Baymont Inn & Suites..... 85  
BBQ Cleaner, The..... 105  
BeBalanced Hormone  
Weight Loss Centers..... 82  
Beef Jerky Outlet Franchise..... 81  
Beef O'Brady's Family Sports Pub..... 71  
Beeline Bikes..... 103  
Ben & Jerry's..... 75  
Benjamin Franklin Plumbing..... 88  
Ben's Basketplace..... 96  
Ben's Soft Pretzels..... 73  
Berlitz Language Centers..... 66  
Best in Class Education Center..... 70  
Better Deal Printing..... 65  
Between Rounds Bakery Sandwich Cafe..... 73  
B-Home Hubs..... 100  
Big Apple Bagels/My Favorite Muffin..... 73  
Big Frog Custom T-Shirts..... 100  
Biggby Coffee..... 74  
Big O Tires..... 63  
Big Star Photo Booths..... 105  
Billy Sims BBQ..... 74  
Bin There Dump That..... 101  
BirdsVideo..... 101  
BirthdayPak..... 64  
Black Bear Diners..... 72  
Black Diamond Pest Control..... 88  
Blaze Fast-Fire'd Pizza..... 77  
Blimpie Subs & Salads..... 79  
Blink Fitness..... 91  
Blacks Pizza..... 77  
Bloomin' Blinds..... 84  
Blue Coast Savings..... 105  
bluefrog Plumbing + Drain..... 88  
Blue Moon Estate Sales USA..... 100  
Bluetree Juice..... 80  
Bodytek Fitness..... 91  
Bojangles' Famous Chicken 'n Biscuits..... 74  
BonMi, Vietnamese Sandwiches & Bowls..... 73  
BookATailor..... 97  
Boomerang Diner Franchising..... 72  
Border Magic/Boulder Designs..... 84  
Boston's Restaurant & Sports Bar..... 72  
Bottle & Bottega..... 97  
Brainiac Math & English Centers..... 70  
Brass Tap, The..... 72  
Breadsmith..... 73  
BrickKicker Home Inspection, The..... 101  
Bricks & Minings..... 69  
Bricks Bots & Beakers..... 67  
Bricks 4 Kidz..... 67  
BrightStar Care..... 94  
Brightway Insurance..... 71  
British Swim School USA..... 69  
Bruster's Real Ice Cream..... 76  
Budget Blinds..... 84  
Buffalo's Cafe..... 72  
Buffalo Wild Wings..... 74  
Buffalo Wings and Rings..... 72  
Building Kidz School..... 67  
Buildingstars International..... 86  
Bult Custom Burgers..... 76  
BumperDoc Franchises..... 62  
Burgerfi International..... 76  
Burger 21..... 76  
Burn Boot Camp..... 91

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Caliber Care + Transport..... 103  
Caltex International..... 105  
Campillo Albane Franchising..... 92  
Camp Bow Wow..... 96  
Camp Run-A-Mutt..... 96  
Capriotti's Sandwich Shop..... 79  
Captain D's..... 80  
Captain Tony's Pizza & Pasta Emporium..... 77  
CAP Solutions..... 62  
CarePatrol Franchise Systems..... 94  
Cariloha..... 104  
Caring for People Services..... 94  
Caring Senior Service..... 94  
Caring Transitions..... 100  
Carl's Jr. Restaurants..... 76  
Carstar Franchise Systems..... 63  
Cartridge World..... 66  
Carvel..... 76  
Cascade Cycleboats..... 105  
Catalyft Success System..... 104  
Cellairis Franchise..... 99  
Centerstone Inns, Hotels & Plaza Hotels..... 85  
Central Bark Doggy Day Care..... 96  
CEO Focus..... 64  
CertaPro Painters..... 84  
Certified Restoration  
DryCleaning Network..... 69  
Charley's Philly Steaks..... 79  
Charter Financial..... 105  
Checkers and Rally's Restaurants..... 76  
Cheeburger Cheeburger..... 72  
Chef It Up!/Chef It Up 2 Go!..... 67  
Chem-Dry Carpet & Upholstery Cleaning..... 86  
Chemstation..... 90  
Chester's..... 74  
Chicken Salad Chick..... 74  
Chickery, The..... 74  
Children's Lighthouse..... 67  
Child's Orchard..... 70  
Chill Crysosaua..... 90  
Chocolate Works..... 81  
Christian Brothers Automotive..... 63  
Christmas Decor..... 83  
Chronic Tacos Enterprises..... 77  
Church's Chicken..... 74  
CiCi's Pizza..... 71  
Cinnabon..... 73  
Cinnaholic..... 73  
Circle K..... 98  
City Publications..... 64  
City Wide Maintenance..... 86  
CKO Kickboxing..... 91  
ClaimTek Systems..... 105  
Class 101..... 103  
Cleaning Authority, The..... 88  
Clean Juice..... 80  
CleanNet USA..... 86  
Cleantastic..... 86  
ClimbZone Franchising..... 68  
Closet & Storage Concepts/  
More Space Place..... 83  
Closet Factory..... 83  
Closets By Design Franchising..... 83  
Clothes Bin Franchise..... 103  
Clothes Mentor..... 98  
clubDetox..... 95  
Club Pilates..... 91  
Club Z! In-Home Tutoring Services..... 70  
CMT Solutions..... 104  
Cobblestone Hotels..... 85  
Cococa Grinder..... 74  
Coconut's Fish Cafe Franchise..... 80  
Coder School, the..... 67  
Coffee Beanery, The..... 75  
Coffee News..... 64  
Cold Stone Creamery..... 76  
College Hunks Hauling Junk/College  
Hunks Hauling..... 101  
College Nannies, Sitters and Tutors..... 67  
Color Glo International..... 88  
Color Me Mine Enterprises..... 97  
Colors On Parade..... 62  
Comet Cleaners..... 100  
ComForCare Home Care..... 94  
Comfort Keepers..... 94  
Commercial Capital Training Group..... 105  
Companion Connection Senior Care..... 94  
Complete Nutrition..... 99  
Complete Weddings + Events..... 101  
CompuChild..... 67  
Computer Troubleshooters..... 104  
Concrete Craft..... 81  
Concrete Raising of America..... 97  
Consignment King..... 89  
Cookie Cutters Haircuts for Kids..... 92  
Coop Franchise Group, the..... 68  
Copper Penny..... 98  
Cornwell Quality Tools..... 99  
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# DO THE RIGHT THING

How an old slip of paper reminds **ALEX FIELDING**, cofounder and CEO of Ripcord, how to be a good leader.

**THROUGHOUT MY CHILDHOOD**, my parents had the same morning routine. They'd wake up at 5 A.M. and drive to the local mosque; my mother would go inside to pray while my father waited in the car. Then they'd drive to the Roman Catholic church, where my father would go inside to pray while my mom drove home to take care of me and my siblings. As a kid, I thought this was perfectly normal. Now, as an adult, I realize how special it was—that two deeply religious people, of different faiths, loved each other enough to not try changing the other.

That was just the way my parents were. My father was a white British citizen who fought in World War II, got stationed in East Africa, and ended up as CEO of a Nairobi power company. One day in 1961, my mother applied to be his secretary. She was 22 years his junior, and a black Muslim. Their marriage upset his deeply conservative family—and, this being the age of apartheid, also made their lives in Africa challenging and sometimes dangerous. So in 1965, they moved to America, where I was born.

I grew up with photos and quotes of Nelson Mandela around the house. At the dinner table, my parents led the family in conversations about the issues of the day, and what we'd do if we had the chance to correct them. "It's not about what the norm is," they'd tell us. "It's about what the right thing to do is."

My father passed away in 1997, and a few years ago, while looking through his old files, I came across a deed from when my parents left Africa. They'd sold their property, but, as the document showed, they left a portion of it to the staff who worked there. My mother is

still alive, and I asked her about that decision. Her explanation was a simple echo of every lesson she's taught me: It was just the right thing to do.

I framed that deed and hung it up in my office. For two years I'd been in stealth mode building a startup called Ripcord; we developed a way to digitize massive amounts of corporate documents and make them searchable and usable. On March 23, we announced ourselves publicly, along with the \$9.5 million we raised from Kleiner Perkins Caufield & Byers and clients including Fortune 500 companies. As we've grown, and I've hired what is now a staff of 30, that deed on the wall has helped remind me of how important it is to do right by people. We don't have tiers of medical benefits, for example. And we've consciously built a team full of diverse people with diverse personalities. Because as I've learned from my parents, entrepreneurship, like everything else, is a team sport. There's nothing worse than coming to work and having a mentality of "us versus them." It's all of us in it together. That's what's right.

A smiling man is shown in the foreground, looking towards the camera. In the background, a 7-Eleven store is visible, with the iconic red and white logo on the building. The entire image has a warm, orange-toned overlay.

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