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# Entrepreneur's **startups**

## **FIND YOUR WINNING IDEA!**

Schmidt's Naturals  
Founder

## **JAIIME SCHMIDT**

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Your Brand

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## **IMPROVE YOUR SALES**

What It Takes  
to Close  
the Deal

FALL / WINTER 2020  
ENTREPRENEUR SPECIAL  
DISPLAY UNTIL 2/15/2021

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# YOUR BIG BREAK

Avg. Second Year Total  
Revenue for Top 25 Stores

# \$693K

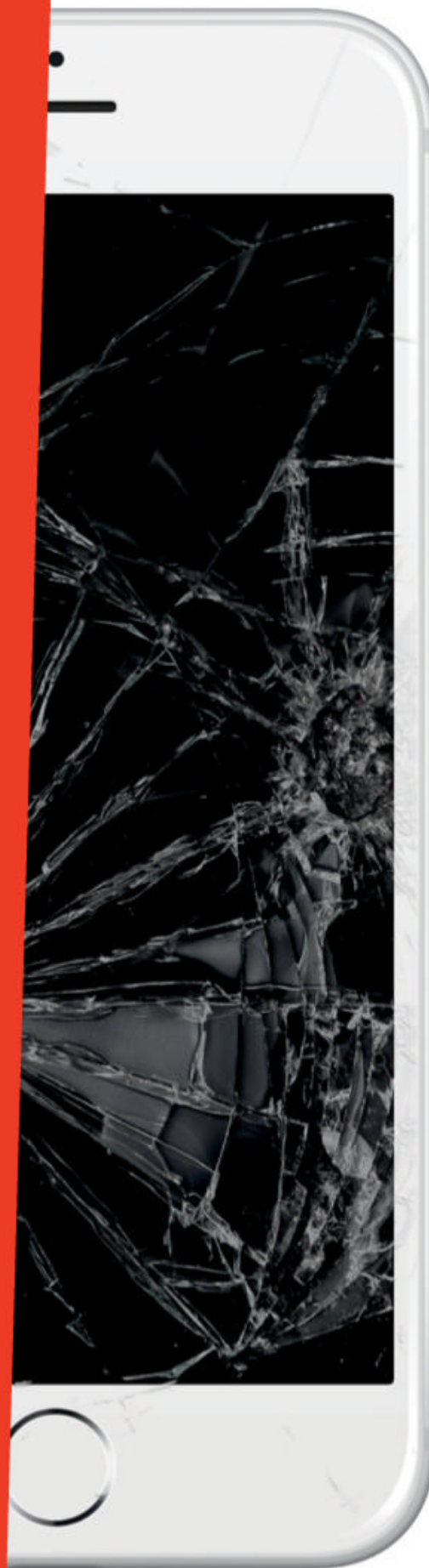
Avg. Second Year Net  
Income for Top 25 Stores

# \$120K

Contact Brynson Smith

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[Franchising@uBreakiFix.com](mailto:Franchising@uBreakiFix.com)



\*As published in Item 19 of our FDD dated April 19, 2019, as amended October 31, 2019 and updated November 12, 2019 these figures represent the average total revenue and net income (total revenue, minus cost of goods sold and expenses excluding interest and income taxes) for the top 25 of 257 out of 420 US franchisee-operated UBREAKIFIX stores that submitted unaudited profit and loss statements from Jan. 2013 through Dec. 2018. Average second year total revenue for the top 25 stores was \$693,389 (median \$672,037). Average second year net income for the top 25 stores was \$120,217 (median \$87,649). Of the stores included for the second year, 10 (or 45%) attained or exceeded the average total revenue and 7 (or 32%) attained or exceeded the average net income. Average second year total revenue for the bottom 25 stores was \$234,062 (median \$235,698). Average second year net income for the bottom 25 stores was -\$14,743 (median \$36,956). Of the stores included for the second year, 9 (or 53%) attained or exceeded the average total revenue and 7 (or 41%) attained or exceeded the average net income. You should review our FDD for details about these numbers. Your results may differ and there are no assurances you will do as well and must accept that risk.

\*\*This information is not intended as an offer to sell, or the solicitation of an offer to buy a franchise. If you are a resident of or want to locate a franchise in a state that regulates the offer and sale of franchises, we will not offer you a franchise unless we have complied with that applicable pre-sale registration and disclosure requirement in your state.

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Entrepreneur's  
**startups**



**Do the Hard Work!**

Some of this magazine is excerpted from our comprehensive book *Start Your Own Business*. Want more guidance? Visit [entrepreneur.com/syob](http://entrepreneur.com/syob).

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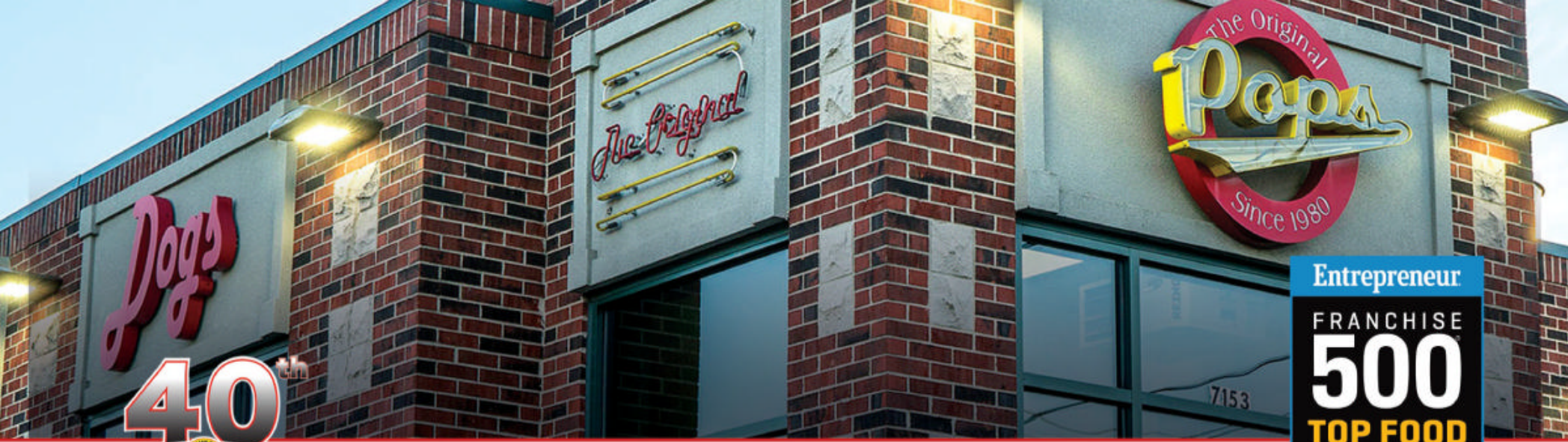


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\*Each franchise office is independently owned and operated.





# Pop's Italian Beef & Sausage Makes Entrepreneurs List of Top 500 Franchises

## Chicago's South Suburbs Pop's Franchise Continues Regional Growth & Service to Local Communities

Born in the south Chicago suburbs of Palos Heights, the famed fast casual eatery exudes the classic Chicago feel and offers unmatched quality in the sandwich category. Since 1980, founder Frank Radochonski has owned and operated Pop's Italian Beef & Sausage, and he can still be found at the original location in Palos Heights, Illinois. Pop's Italian Beef is known for its savory Italian beef, cooked and sliced fresh daily, as well as their commitment to high quality menu items and impeccable service. Pop's made Entrepreneurs list of the top franchises for sandwiches.

Beyond the menu, two clear experiential differentiators further define the brand and separate it within the quick-serve segment of the beef and sausage category. First, Pop's has developed service standards that differentiate it from other concepts, which tend to resemble sandwich-making factories. Rather at Pop's, employees

engage, develop relationships, and check in on customers. Additionally, Pop's is a community ally with a reputation renowned for and founded upon its social responsibility. The brand embeds itself into the communities it serves to connect with the schools, groups, teams, and organizations that define the neighborhoods.

Franchising for 10 years now, Pop's and their team are continuing to grow the franchise model, continuing to attract individuals and proven operators to the brand's unique appeal. Pop's continues growth in regional markets giving new customers the chance to enjoy what only 15 select South Suburban Chicago and Northwest Indiana neighborhoods have been treated to thus far. Pop's is focused on dotting the map with new locations throughout its established region, pinpointing key neighborhoods and towns.



For More Information, Visit [popsbeef.com](http://popsbeef.com)



**CHAPTER**

# HOW TO HIRE

Your team is the most important thing you'll build. Do it right.



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**The Guide to Good Hiring**

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What it takes to grow your team when you can't meet in person.



## Start Your Own Business

# STAFF SMARTS

What you need to know to build your team.

**T**o hire or not to hire? That is the question in the mind of the new entrepreneur. You see, hiring even one employee changes everything. Suddenly, you need payroll procedures, rules regarding hours, and a policy for vacation pay. You're hit with a multitude of legal requirements and management duties you'd never have to deal with if you worked solo.

To decide whether you need employees, take a closer look at your ultimate goals. Do you want to create the next Starbucks, or do you simply want to work on your own terms without a boss looking over your shoulder? If your goals are modest, then adding a staff may not be the best solution for you.

If you do need employees, there are plenty of ways to meet your staffing needs—without driving yourself nuts. From temporaries and independent contractors to employee leasing, this chapter takes a closer look at the dos and don'ts of staffing your business. Read it over, and you will have a better idea whether hiring is the right solution for you.

## ► JOB ANALYSIS

Begin by understanding the requirements of the job being filled. What kind of personality, experience, and education are needed? To determine these attributes, sit down and do a job analysis covering the following areas:

- The physical/mental tasks involved (ranging from judging, planning, and managing to cleaning, lifting, and welding)
- How the job will be done (the methods and equipment used)
- The reason the job exists (including an explanation of job goals and how they relate to other positions in the company)
- The qualifications needed (training, knowledge, skills, and personality traits)

If you are having trouble, one good way to get information for a job analysis is to talk to employees and supervisors at other companies who have similar positions.

## ► JOB DESCRIPTION

Use the job analysis to write a job description and a job specification. Drawing from these concepts, you can then create your recruitment materials, such as a classified ad.

The job description is basically an outline of how the job fits into the company. It should point out in broad terms the job's goals, responsibilities, and duties. First, write down the job title and whom that person will report to. Next, develop a job statement or summary describing the position's major and minor duties. Finally, define

how the job relates to other positions in the company. Which are subordinate and which are of equal responsibility and authority?

For a one-person business hiring its first employee, these steps may seem unnecessary, but remember, you are laying the foundation for your personnel policy, which will be essential as your com-

pany grows. Keeping detailed records from the time you hire your first employee will make things a lot easier when you hire your 50th.

The job specification describes the personal requirements you expect from the employee. Like the job description, it includes the job title, whom the person reports to, and a summary of the position. However, it also lists any educational requirements, desired experience, and specialized skills or knowledge required. Include salary range and benefits. Finish by listing any physical or other special requirements associated with the job as well as any occupational hazards.

Writing the job description and job specifications will also help you determine whether you need a part- or full-time employee, whether the person should be permanent or temporary, and whether you could use an independent contractor to fill the position. (More on all these options later.)

## ► WRITING THE AD

Use the job specification and description to write an ad or a listing that will attract candidates to your company.

## ► TIP

### It's easy to hire employees who are just like you, but that's often a big mistake.

Especially with your first employee, try to find someone who complements your strengths and weaknesses. While personal compatibility is important, hiring a carbon copy of yourself could leave your business ill-prepared for future challenges. Look for people whom you can communicate clearly with and whose ideas and experiences will enhance what you and your company want to accomplish.



The best way to avoid wasting time on interviews with people who do not meet your needs is to write an ad that will lure qualified candidates and discourage others. Consider this example:

*Interior designer seeks inside/outside salesperson. Flooring, drapes (extensive measuring), furniture, etc. In-home consultations. Excellent salary and commission. PREVIOUS EXPERIENCE A NECESSITY. San Francisco Bay Area.*

This job description is designed to attract a flexible salesperson and eliminate those who lack the confidence to work on commission. The advertiser asks for expertise in "extensive measuring," the skill he has had the most difficulty finding. The job location should be included to weed out applicants who don't live in the area or aren't willing to commute or relocate. Finally, the capitalized "PREVIOUS EXPERIENCE A NECESSITY" underscores that he will hire only candidates with previous experience.

To write a similarly targeted ad for your business, look at your job specifications and pull out the top four or five skills that are most essential to the job. Don't, however, list requirements other than educational or experience-related ones in the ad. Nor should you request specific personality traits (such as "outgoing," "detail-oriented"), since people are likely to come in and imitate those characteristics when they don't really possess them. Instead, you should focus on telling the applicants about the excitement and challenge of the job, the salary, what they

## ▶ WILLING AND ABLE

**T**he Americans with Disabilities Act (ADA) of 1990 makes it illegal for employers with 15 or more employees to refuse to hire qualified people with disabilities if making "reasonable accommodations" would enable the person to carry out the duties of the job. That could mean making physical changes to the workplace or reassigning certain responsibilities.

While the law is unclear on exactly how far an employer must go to accommodate a person with disabilities, what is clear is that it's the applicant's responsibility to tell the employer about the disability. Employers are not allowed to ask whether an applicant has a disability or a history of health problems. However, after the applicant has been given a written or verbal explanation of the job duties, you may then ask whether they can adequately perform those duties or would need some type of accommodation.

For further clarification, read the laws, regulations, and enforcement guidance documents available online from the Equal Employment Opportunity Commission at [eoc.gov](http://eoc.gov).

will get out of it, and what it will be like working for you. Finally, specify how applicants should contact you.

You might also consider including a few sentences about what makes your company's culture stand out. In this day and age, many applicants look for a strong cultural fit alongside job fit, opportunity for advancement, and compensation.

## ▶ RECRUITING EMPLOYEES

The first choice for recruiting employees used to be the classified ad section of your local newspaper, both in the printed and online versions. While it can still be a good resource, particularly for lower-level and entry-level positions, the recruiting world now lives

mostly online. Mega job search sites like LinkedIn, Glassdoor, Indeed, Monster, and ZipRecruiter all offer intuitive online tools to find the best candidates.

However, there are still plenty of other places and ways to recruit good employees without the internet's help. Here are some ideas:

- *Contact school placement offices.* List your openings with trade and vocational schools, colleges, and universities. Check with your local school board to see if high schools in your area have job training and placement programs.
- *Post notices at senior citizen centers.* Retirees who need extra income or a productive way to fill their time can make excellent employees.
- *Use an employment agency.*

Private and government-sponsored agencies can help with locating and screening applicants. Often their fees are more than justified by the amount of time and money you save.

- *List your opening with an appropriate job bank.* Many professional associations have job banks for their members. Contact groups related to your industry, even if they are outside your local area, and ask them to alert their members to your staffing needs.
- *Use industry publications.* Trade association newsletters and industry publications often have classified ad sections where members can advertise job openings. This is a very effective way to attract skilled people in your industry.



 **PRESCREENING CANDIDATES**

Two important tools in pre-screening job candidates are the résumé and the employment application. If you ask applicants to submit a résumé, that will be the first tool you use to screen them. You will then have qualified candidates fill out an application when they come in for an interview. If you don't ask for a résumé, you will probably want to have prospective employees come in to fill out applications and then review the applications and call qualified candidates to set up an interview.

In either case, it is important to have an application form ready before you begin the interview process. You can buy generic application forms at most office-supply stores, or you can develop your own to meet your specific needs. Make sure any application form you use conforms to Equal

Employment Opportunity Commission guidelines regarding questions you can and cannot ask.

Your application should ask for specific information such as name, address, and phone number; educational background; work experience, including salary levels; awards or honors; whether the applicant can work full-time or part-time as well as available hours; and any special skills relevant to the job (foreign languages, familiarity with software programs, etc.). Be sure to ask for names and phone numbers of former supervisors to check as references; if the candidate is currently employed, ask whether it is OK to contact their current place of employment. You may also want to ask for personal references. Because many employers these days hesitate to give out information about an employee, you may want to have the

applicant sign a waiver that states the employee authorizes former and/or current employers to disclose information about them. Even when you have that waiver, some employers have policies that only allow them to confirm employment dates—and some have even stricter policies of not giving out any information.

When screening résumés, it helps to have your job description and specifications in front of you so you can keep the qualities and skills you are looking for clearly in mind. Since there is no standard form for résumés, evaluating them can be very subjective. However, there are certain components that you should expect to find in a résumé. It should contain the prospect's name, address, and telephone number at the top and a brief summary of employment and educational experience, including dates. Many résumés include a "career objective" that describes what kind of job the prospect is pursuing; other applicants state their objectives in their cover letters. Additional information you may find on a résumé or in a cover letter includes references, achievements, and career-related affiliations.


 **INTERVIEWING APPLICANTS**

Once you've narrowed down your stack of résumés to 10 or so top candidates, it's time to start setting up interviews. If you dread this portion of the process, you're not alone. Fortunately, there are some ways to put both yourself and the candidates at ease—and make sure you get all

the information you need to make a smart decision. Start by preparing a list of basic interview questions in advance. While you won't read off this list like a robot, having it in front of you will ensure you cover all the bases and ask all the candidates the same questions.

The initial few moments of an interview are the most crucial. As you meet the candidate and shake their hand, you will gain a strong impression of their poise, confidence, and enthusiasm (or lack thereof). Qualities to look for include good communication skills, a neat and clean appearance, and a friendly and enthusiastic manner.

Put the interviewee at ease with a bit of small talk on neutral topics. A good way to break the ice is by explaining the job and describing the company—its business, history, and future plans.

Then move on to the heart of the interview. You will want to ask about several general areas, such as related experience, skills, educational training or background, and unrelated jobs. Open each area with a general, open-ended question, such as "Tell me about your last job." Avoid questions that can be answered with a "yes" or "no" or that prompt obvious responses, such as "Are you detail-oriented?" Instead, ask questions that force the candidate to go into detail. The best questions are follow-up ones, such as "How did that situation come about?" or "Why did you do that?" These queries force applicants to abandon preplanned responses and dig deeper. 

 **E-FYI**

**Use the internet to help you find employees:**

 **CAREERBUILDER** ([careerbuilder.com](http://careerbuilder.com))

offers advice, webinars, leadership development, and hiring solutions to employers and job recruiters.

 **MONSTER** ([monster.com](http://monster.com))

helps you screen résumés so you can find the right candidate quickly.

 **INDEED** ([indeed.com](http://indeed.com)) and **ZIPRECRUITER**

([ziprecruiter.com](http://ziprecruiter.com)) give you more exposure to job seekers; the former is the top jobs site by traffic and the latter will target candidates in its résumé bank that fit your job description.

 **LINKEDIN** ([linkedin.com](http://linkedin.com))

is increasingly the place where employers go to search for and recruit professional employees. Two reasons for the rising popularity: You can search profiles to find strong fits, and you can reach out yourself.



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## Customized transportation and logistics solutions

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## Next Big Thing

# THE NEW APPRENTICES

The old plumber and electrician trainee model has been reimagined for the new world—and could be exactly what a bootstrapped, growing startup needs. **by MAGGIE GINSBERG**



**F**iona McDougall never thought she'd hire an apprentice. The practice was common in her native Australia, but as a principal at the marketing company OneWorld Communications in San Francisco, she had no time. Plus, here in the U.S., the concept of it seemed like it was for...electricians? Plumbers? Certainly not her.

But in 2017, she was invited to an unusual roundtable series with other local businesspeople. It was organized by the city of San Francisco to help them develop an apprenticeship program—which is to say, paying a potential employee to work part-time while also providing on-the-job training and education. McDougall came away thinking it could work for her.

“Small businesses have limited resources,” she says. “You wear many hats, and we expect people to be specialized but nimble and resourceful.” So why not train someone specifically for the role? About a year after the roundtables, the city started distributing small grants to help companies hire apprentices. McDougall's firm received one: \$2,500 to pay for her time to manage the apprentice, plus tuition for outside training costs. The goal was to fill a digital marketing position.

Stories like this are increasing, as businesses of all sizes discover (or rediscover) the value of apprenticeships. The conversation is being pushed along by public initiatives, policymakers, commercial education companies, and entrepreneurs, who now preach the value of earn-and-learn arrangements. They say it's an affordable way to train employees or upskill existing staff, and that the long-term effect is strong. According to the Department of Labor, every dollar spent on apprenticeships returns \$1.47 in increased productivity and innovations.

To understand why apprenticeships suddenly became so





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popular, look no further than the tech skills gap. There aren't enough candidates to fill the open jobs in fields like artificial intelligence, cybersecurity, and software development. Even before the pandemic, more than 500,000 of these "new collar" jobs were unfilled, and analysts predicted the number would grow by 20 percent in three years.

As Silicon Valley tech giants wrestled with this problem, some came to the same conclusion: *If we can't hire great employees, we have to create them.* And so, a new interest in apprenticeships was born. Between 2013 and 2018, the number of apprentices in the U.S. increased 42 percent, and the programs to facilitate them more than doubled, according to the Department of Labor.

From there, enthusiasm for the concept spilled out across the business world. Two years ago in California, then lieutenant governor Gavin Newsom announced a plan to add half a million high-skilled apprenticeships by 2029—a 500 percent increase for the state. And last year, IBM and the Consumer Technology Association (CTA) launched a coalition to scale thousands of these on-the-job tech training positions across the country.

As this has happened, though, many small businesses have asked a reason-

able question: Who can afford to assemble a whole new education program? This is where a third-party company like OpenClassrooms comes in.

OpenClassrooms was founded in France in 2013, and it works like this: When a company needs apprentices, the OpenClassrooms team finds and vets applicants. Selected candidates then split their time between work and online classes that are project-based and designed for the specific needs of the employers. Each apprentice is also matched to a dedicated mentor for weekly video meetings. It's a 12-month program that, according to OpenClassrooms cofounder and CEO Pierre Dubuc, usually ends with the company hiring its apprentices full-time.

In Europe, two-thirds of OpenClassrooms clients are startups and small businesses. After expanding to the U.S. two years ago and becoming part of the CTA coalition, Dubuc says he's committed to serving small businesses here as well. If his program is financially out of reach for some entrepreneurs (it typically costs between \$5,000 and \$15,000), they may qualify for U.S. Department of Labor grants issued through local entities and nonprofits. "It's pretty cool, especially for startup companies and small businesses that want to hire

one developer or two data analysts," says Dubuc. "They can have access to this program and actually be subsidized to run these apprenticeships."

As companies consider whether to bring on apprentices, many often ask Dubuc the same question: "What if I invest all this time and money training an apprentice, only to have them jump ship when it's done?" That's a possibility, as it is with any employee. But advocates argue that the benefits outweigh the risks.

First, they say, the arrangement cuts both ways. Companies get to fully test out a potential hire for a year, without having to commit to them. And for what it's worth, studies find that the process breeds employee loyalty. One survey in the U.K. of more than 4,000 employers who had used an apprenticeship program found the mean retention rate (of the trainees still working for the company) at 73 percent.

Advocates say programs like this can level the playing field, giving smaller companies a way to staff up despite all the perks offered by their larger competitors. "For me, the war for talent has been never-ending, trying to compete against both the shortage of talent and the resources of huge tech giants," says Marty Reaume, a former tech executive at Twilio and Fitbit, who now sits on OpenClassrooms' U.S. advisory board. "But ultimately, some of us are getting future-focused by building and developing our own talent."

And critically, they say, apprenticeships can draw in diverse and unconventional talent. Many of the public-private apprenticeship programs have formed around the goal of increasing diversity across higher-skilled jobs—

from Apprenticeship 2020, a \$3.2 million effort in Chicago, to TechSF Apprenticeship Accelerator, the name of the San Francisco program, which focuses on populations underrepresented in local tech, such as women and people of color.

Jocelyne Umanzor is one of the women who went through TechSF's program. The 23-year-old says she never would have thought of working in IT. Meanwhile, the Silicon Valley delivery startup Postmates would likely never have found Umanzor in the open market. She went to Skyline College, not MIT, and didn't have the network a place like that often affords.

But through the San Francisco program, Umanzor connected with Postmates and apprenticed there while getting an online education in IT, and then transitioned into a full-time role there. "It's like a big door has opened for me," she says. Postmates is happy, too. "We need people in IT who look like the people they support, and we need people writing the code who look like the end user," says Claire Sands, the company's director of communications and engagement. "That's something that TechSF apprenticeships have really been able to fill for us."

Meanwhile, at OneWorld, Fiona McDougall used her apprenticeship program in a slightly different way: She plucked her office administrator off the front desk and trained her to become the digital marketer they needed. "It was a great experience overall," says McDougall. "There's some very resourceful, employable talent in the Bay Area, and this is a way of helping small businesses leverage that in a realistic way."

*These programs can level the playing field, giving smaller companies a way to staff up despite competitors' perks.*



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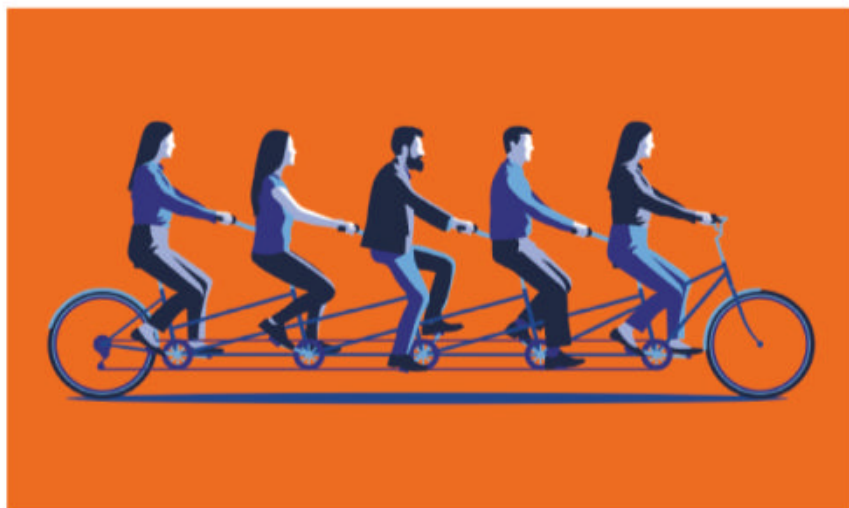


## CULTURE

# KEEP THE TEAM TOGETHER

If you really want to make your employees happy, stop thinking like a boss... and start thinking like an employee.

by ADAM BORNSTEIN



I have a great team, but I'm worried about people leaving. How can I incentivize them to stick around?  
—Tom, Austin, Texas

**ENTREPRENEURS** know how to make customers happy: We learn their needs and then create products and services to match. But too often, we don't do the same thing with our employees. We make incorrect assumptions about what workers value—and, in the process, overlook what will give them long-term stability.

It's based on good intentions, but the delivery is bad.

For example, some employers offer profit-sharing incentives. People like more money, right? But in the U.K., when

researchers surveyed more than 13,000 employees across nearly 1,300 workplaces, these profit-sharing incentives got mostly bad reviews. Why? Because profit sharing is based on the company's overall performance. Employees don't feel rewarded for their individual effort. In fact, they feel like the rewards go to the people with the best positions—not the best workers.

So how can you offer something better? In my experience, which spans work with corporations and

venture-backed startups to my own bootstrapped businesses, I've learned that all employees value three things: compensation and personalized bonuses, upward potential, and respect. Consider the following as you look at these variables through the lens of an employee.

## 1 ► Compensation and personalized bonuses

Everyone wants a higher salary, of course—but your employees' feelings about money may surprise you. Research from Princeton found that higher income does lead to more happiness, but only up to \$75,000 per year. Beyond that, pay increases don't necessarily lead to greater job satisfaction. What *does* matter is employees' perception that their value is rewarded fairly.

To do that, link bonuses—in the form of salary, benefits, or equity and stock—to personal contributions. Your company is set back every time you lose a valued team member; a short-term investment in employees (at the slight detriment of your P&L) could be your biggest unlock for long-term growth.

## 2 ► Upward potential

The general expectation is that better titles mean bigger salaries, but don't overthink that relationship. Many employees join smaller companies for the opportunity of accelerated growth in terms of titles, responsibilities, and mentorship.

To help people who want to grow, attach personal meaning to what they do. A paper published in *Qualitative Organizational Research* stated that people are more incentivized when they feel personally connected to their work and feel that their work is tied to

the success of the business.

Achieving this is as simple as understanding your employees' personal values and then making sure they have the opportunity to find those values in the work they do. When that leads to growth within the company, it will create a strong bond that's hard to break.

## 3 ► Respect

All employees want to feel heard—otherwise, research has shown, they can withdraw into apathy. Once that happens, not only will your business suffer, but your employee may move on.

The best way to establish trust is to give your employees the ability to challenge the status quo. Research from the University of Texas at Austin supports the idea that upward feedback is empowering (assuming it's delivered in an appropriate way), and the way you solicit feedback matters less than the culture you create. In my businesses, I try to listen first to all criticisms and hold off on challenges until the end of the meeting. If your team knows that you're willing to listen, you increase the likelihood that they'll share feedback.

Remember, there's no magic number when it comes to compensating an employee or making them happy; they'll stick around when they feel valued. It will give you a better chance of retaining talent, *and* a reputation as a good employer. And that's a big part of attracting the right people in the first place.

*Adam Bornstein is the founder of Pen Name Consulting, a marketing and branding agency, and the creator of two12, a mentorship experience for entrepreneurs.*





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## Recruiting

# TOP TECH TALENT AT LOW COST?

It's possible. The crisis has created a great hiring opportunity for companies, so long as you approach it the right way, through the right channels. **by BRYAN JANECKO**

**I**n some way, every company today is a tech company. No matter the industry you're in, you'll likely be hiring developers, engineers, and data scientists—and chances are, it's becoming harder and harder to find those people.

In 2019, it took companies an average of 66 days to fill tech roles. Three years earlier, it happened faster—just 55 days. (That's according to a report from iCIMS, an employment recruitment software company.) What changed? Competition, rising salary expectations, and even immigration constraints.

But now you're in luck. While the current global climate poses many challenges for startups, it has also created a bigger, better pool of tech job candidates to pull from. Tens of millions of jobs have been affected over the past few months—AT&T laid off 3,400 people in June and 54 more in August, Airbnb had to cut 25 percent of its staff, and more. That means top-tier talent has suddenly become available.

These five guidelines will help you secure that talent for your budding business, even when working with a smaller budget.

## 1 ► Know what they're looking for.

Workers today are more likely to accept modest salaries—not just because of the economic downturn but because they're increasingly interested in the rewards of their next job, rather than simply the paycheck. This is especially true if they've been laid off, in which case they're likely to be reassessing whether they want to return to a corporate lifestyle.

To attract these kinds of employees, give them a great experience. “A lot of applicants are looking for new challenges and sectors,” says Dina Bayasanova, cofounder and CEO of skills-based talent marketplace PitchMe. “New companies have to be open to accepting career shifters, innovators who are going to want to operate outside the box and who are driven by purpose over pay.”

Workers will also want to know your plans for remote work. In a recent survey, 27 percent of tech workers said they will want to work from home permanently even after most of us return to the office. If you're willing to embrace that, you can hire people from around the country, if not the world. And with the money you're saving on office space, you can invest even more in the well-being of your staff. Everyone is going through hardship right now, and employers need to be supportive of people's general health.

## 2 ► Do your homework.

Managers often try to hire generalists, who can wear multiple hats. But that doesn't work in tech. So before you put out an ad for

a nondescript techie, do your homework. Should they be a front-end, back-end, or full-stack developer?

If you don't know the answer, turn to your network. Ask your peers how they approached this stage of hiring, and study other companies' teams. “When we began putting together our tech team, the first thing we did was look at who our competitors' first hires had been when they were at a similar stage,” says Bayasanova. “We did our first couple of hires that way, and by then we had a clearer vision of our own road map and hiring plan.”

## 3 ► Craft the perfect job description.

Many early-stage founders struggle with writing job descriptions. That's understandable. Bigger businesses have consolidated their product, reputation, and prestige. But as a young company, you're not selling your business—you're selling your vision, work culture, and career and personal development opportunities.

You need to transmit all that in each line of your job ad. People need to know how they would be treated if they joined you, as well as the values and mission that drive you and your staff.

“You'd be amazed at how many talented developers are out there just waiting for the opportunity to show their potential,” says Aryn Gillani, founder and CEO of software company Talos Digital. “Start by creating a diverse environment where everyone is welcome, and offer individuals the opportunity to showcase their knowledge and advance in your team.”

Your job description





should also explain your startup's trajectory. Explain where you are now and where you want to be in six or 12 months, and how this new person can help you get there. Give a brief overview of your product road map, and mention your fundraising plan, if you have one. Candidates want to know that you are economically sound for the foreseeable future, especially if you're not offering equity.

This doesn't mean you have to candy-coat things, though. "When advertising our job roles, we focused on what we wanted in terms of their character," says Bayasanova. "We made it clear we needed people who weren't afraid of challenges or lack of structure." After all, if someone is considering joining a startup, they're already bought in on some level of craziness.

#### **4 ■ Learn the basics, or bring on a technical cofounder.**

Your tech team will be critical to your company, so

you need to speak their language...or have someone who does.

"My experience with developers is like having a bonsai tree garden: You are constantly pruning and adjusting until you get a beautiful product," says David Dorr, cofounder of fintech company Coro Global. "Having an exciting project definitely draws more talent, but it does not alleviate the responsibility of the founders overseeing the development process."

As you're hiring, familiarize yourself with basic tech knowledge. What are the different programming languages, and what are they best for? What's user interface design, and how do you improve SEO?

Smooth communication will help you hold on to those important new hires. That requires time and understanding. "Unless a founder has a background in programming, they'll have an entirely different thought process from their tech staff for how things should

be done," Dorr adds. "Be patient, respect each other's opinions, try out new things, and be prepared for things to go wrong."

If the process is overwhelming and your product is tech-heavy, consider bringing on a technical cofounder. They'll make sure you build the right team.

#### **5 ■ Use the right channels.**

Traditional job boards may be useful, but they may not be the best place to find top talent in industry niches. That's why you'll also want to explore some other places.

The first one is closer than you may realize. Slack isn't just a tool for teams to connect; it's also where people in tech gather to share, among other things, new job opportunities. A GitHub user has compiled a helpful list of developer Slack groups by geographic region, and there are plenty of blog posts and online listicles for more niche tech communities. It's worth noting that some of

the groups have open access while others require an invitation.

You can engage with industry-specific hiring platforms like HackerRank, X-Team, and interview tool CoderPad. These are great for viewing, assessing, and hiring developers from different expertise and job seniority levels. There are also myriad virtual events, like the Bolt online coding contest, where you can find top-tier tech talent. Finding an event is easy; you can start your search on Eventbrite, by simply searching for tech events.

And of course, tech jobs aren't only filled in technical ways. "Make sure to look around and reach out to local organizations for potential candidates," says Gillani. "You'll find incredibly talented graduates from developer bootcamps, such as resilient single mothers who are now great programmers after joining programs such as Girls Who Code."

Finally, no matter how you reach people, be prepared for an honest conversation. People are more conscious than ever about how companies deal with a crisis. Expect potential candidates to ask about how your business has responded to current events and what social impact you aim to achieve. Be sensitive and conscious. Give your staff the freedom to express their creativity, and you'll be ready to bring on board some of the brightest tech talent in the industry. ■

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*Bryan Janeczko is CEO of Nunbelievable, a mission-based baked goods company.*



## Management

# IS IT TIME TO SAY GOODBYE?

Whether or not we like it, firing employees is a part of entrepreneurship. Here's how to know when to let go of a team member.

by **JAMES P. FRIEL**

**I**n a perfect world, entrepreneurs would always hire the best people and never have to deal with firing anybody. But this is the real world. And sometimes people just don't work out.

Firing someone can be one of the most stressful decisions you face as a business owner. You don't want to do it based on a knee-jerk reaction, nor do you want to tolerate low performance. Instead of relying solely on your emotions, there's an easy tool to help you effectively evaluate an employee's performance and make a decision. It's called the Willing and Able Matrix.

There are two different spectrums on which people can perform their jobs: *willing* and *able*. When someone is able to do their job, it means they have the necessary skills, competence, and expertise to perform their responsibilities. When someone is willing to do their job, it means they are aligned with the company's mission and values, and are enthusiastic about their role.

All employees fall into one of the following four categories, and if you can pinpoint where they are,

you can figure out whether to let them go or give them the opportunity to improve.

► **WILLING AND ABLE**

This is where you want every member of your team to exist. These employees have bought into your culture, reflect your values and mission, and are able to fulfill their roles and responsibilities. These are your A-players.

► **UNWILLING BUT ABLE**

This person knows how to get the job done, but it doesn't seem like it's a pri-



ority to them. They're not invested in the mission or invigorated about the work. When this happens, there's usually some underlying reason. Have a frank conversation with this employee, and ask questions to find out what's going on. They might have legitimate concerns that reflect problems in your business. They might be dealing with personal problems. Or they might just not be aligned with your mission. Whatever the case, find out the underlying issue before casting judgment.

► **WILLING BUT UNABLE**

This is a really enthusiastic person who is on board with everything you give them, but they just aren't competent. The question here is: Can you, as a leader, get them where they need to be?

If you are dealing with this person, approach them with honesty. Ask them what can be done to close the gap between expectations and reality. Once again, listen.

Sometimes, with a little bit of additional training, attention, and resources, you can elevate this person's skill set and fairly easily turn them into a valuable team

member. But sometimes, they're just not right for the role—and it's OK to admit that, and to take action in the interest of your business.

► **UNWILLING AND UNABLE**

Just like it's easy to identify your A-players, it's easy to identify an employee who doesn't have the appropriate skills and is also lacking the necessary drive to improve and contribute. In this case, it's time to let them go.

Once you've figured out where on the matrix your struggling employee falls, it's easier to figure out the best path forward. Sit down with them, and be open about their performance. Together, agree on a plan and a timeline to get them where they need to be. If at the end of the timeline, they still have not met your expectations, you'll both know where things stand, and letting them go won't be a mystery but the obvious right thing to do for all parties involved.

*James P. Friel is an entrepreneur, consultant, and investor who helps entrepreneurs systemize, grow, and scale their businesses.*





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## Working from Home

# HOW TO HIRE AND ONBOARD REMOTELY

Make the technology as easy as possible, and build a sense of team camaraderie.

by **DESMOND LIM**

**F**irst, the pandemic brought layoffs. Then, for many fortunate companies, it brought the opposite challenge: hiring. As companies seek to add team members, they're running up against the difficulties of remote interviews.

Large tech companies may have mastered the virtual interviews and training over the past decade, but many smaller companies did everything in person. Now entrepreneurs are left grappling with basic questions like: How do I connect with a potential job candidate? And how do I onboard them from their living room?

Here are some general tips businesses of any size can employ to improve their contactless hiring and onboarding processes.

### 1 ► Make video interviews one-click.

Remember the “KISS principle” (Keep it simple, stupid)? Some companies are forgetting that in job interviews. They're instead forcing

interviewees to use complicated video chat apps that involve downloading a new program. This might be fine for interviewing candidates for a tech-savvy position, but it can be a hassle for many

others who may not have the right device or aptitude with software.

To combat this, make logging on to interviews as one-click as possible. Zoom may have become well-known, for example, but it's still more complicated than Google Meet, which works inside a web browser. If your interviewee has an iPhone, why not use FaceTime? Just connect using your company email instead of your phone number. And instead of simply including a meeting link in a calendar invite, text it to your candidate at the appropriate time, too.

### 2 ► Have a methodology to send, receive, and store virtual documents.

For decades, people have been saying we're headed toward paperless offices. This crisis may finally get us there. With virtual hiring, candidates will have to receive and send back signed paperwork multiple times. Sure, you can email them a PDF to print out and sign and scan and email back...but there are better ways of doing it.

Adobe enables you to create editable PDFs, with fields that are easy to fill out and save. Once you receive these forms, save them in virtual folders for each employee—and *always* create a backup that lives on a secure cloud server, like Dropbox or Google Drive. You may also want to explore using a hiring platform to automate the sending and collecting of all your offer letters, HR docs, W-2 or W-4 forms, and more. (Full disclosure: I created one such platform.)

### 3 ► Use training videos.

Research has found that virtual onboarding *does* work. But you need to create quality training videos. Here are a few key fundamentals:

- **Keep them short.** In one study, videos of less than 15 minutes were recommended—with five to 10 minutes being the sweet spot.
- **Make them interactive.** If you don't have the ability to do interactive onboarding for everyone, at least schedule live virtual meetings to discuss training modules.
- **Focus on accountability.** Post-video quizzes and signed statements of training completion are a must. If your platform prevents videos from being skipped forward, use this option.

### 4 ► Connect quickly.

Starting a job remotely can feel isolating, making it hard to “buy in” to company culture. That lack of loyalty can make your turnover rate skyrocket.

That's why you must establish open communications with new hires right away. For example, you can create a Slack channel to hold “office hours” in. For team bonding, informal video hangouts at the end of the week can be useful. Or send out “welcome boxes.” Companies are getting creative by sending dinner or mixology kits, and cooking (and drinking) together.

The more you can make the virtual feel not as virtual, the more these new onboarded employees can become a trusted (and lasting!) part of your team.

*Desmond Lim is the cofounder of Workstream, a platform for managers.*



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**N**o matter what business you're in, if you're an entrepreneur, you're in sales. "But I hate to sell," you groan. You're not alone. Many people are intimidated by selling—either because they're not sure how to proceed or they think they don't have the "right" personality to sell.

Well, guess what? Anyone can sell—anyone, that is, who can learn to connect with the customer, listen to their needs, and offer the right solutions. In fact, as your business's founder, you're better positioned than anyone to sell your products and services. Even if you have a team of crack salespeople, there's no one else who has the same passion for, understanding of, and enthusiasm about your product as you do. And once you finish reading this chapter, you'll have plenty of sales skills as well.

► **UNDERSTANDING YOUR UNIQUE SELLING PROPOSITION**

Before you can begin to sell your product or service to anyone else, you have to sell yourself on it. This is especially important when your product or service is similar to those around you. Very few businesses are one of a kind. Just look around you: How many clothing retailers, hardware stores, air conditioning installers, and electricians are truly unique?

The key to effective selling in this situation is what advertising and marketing professionals call a unique selling proposition (USP). Unless you can pinpoint what makes your business unique in a world of homogeneous competitors, you cannot target your sales efforts successfully.

Pinpointing your USP requires some hard soul-searching and creativity. One way to start is to analyze

how other companies use their USPs to their advantage. This requires careful analysis of other companies' ads and marketing messages. If you analyze what they say they sell, not just their product or service characteristics, you can learn a great deal about how companies distinguish themselves from competitors.

For example, Charles Revson, founder of Revlon, always used to say he sold hope, not makeup. Some airlines sell friendly service, while others sell on-time service. Neiman Marcus sells luxury, while Walmart sells bargains.

Each of these is an example of a company that has found a USP "peg" on which to hang its marketing strategy. A business can peg its USP on product characteristics, price structure, placement strategy (location and distribution), or promotional strategy. These are what mar-

eters call the "four P's" of marketing. They are manipulated to give a business a market position that sets it apart from the competition.

Sometimes a company focuses on one particular "peg," which also drives the strategy in other areas. A classic example is Hanes L'Eggs hosiery. Back in an era when hosiery was sold primarily in department stores, Hanes opened a new distribution channel for hosiery sales. The idea:

Since hosiery was a consumer staple, why not sell it where other staples were sold—in grocery stores?

That placement strategy then drove the company's selection of product packaging (a plastic egg), so the pantyhose did not seem incongruent in the supermarket. And because the product did not have to be pressed and wrapped in tissue and boxes, it could be priced lower than other brands.

Here's how to uncover your USP and use it to power up your sales:

- *Put yourself in your customer's shoes.* Too often, entrepreneurs fall in love with their product or service and forget that it is the customer's needs, not their own, that they must satisfy. Step back from your daily operations, and carefully scrutinize what your customers really want. Suppose you own a pizza parlor. Sure, customers come into your pizza place for food. But is food all they want? What could make them come back again and again and ignore your competition? The answer might be quality, convenience, reliability, friendliness, cleanliness, courtesy, or customer service. Or it

► **AHA!**

**Want to boost sales? Offer a 100 percent guarantee.**

This minimizes customer objections and shows you believe in your product or service. Product guarantees should be unconditional, with no hidden clauses like "Guaranteed for 30 days." Use guarantees for services, too: "Satisfaction guaranteed. You'll be thrilled with our service, or we'll redo it at our expense." This will also motivate you and your employees to always give your best.



could be that you've got enough seating that they can chat with friends—thus you provide a gathering place. It might be as simple as the fact that you remember their name and ask about their children when they pick up an order.

Remember, price is never the only reason people buy. If your competition is beating you on pricing because they are larger, you have to find another sales feature that addresses the customer's needs and then build your sales and promotional efforts around that feature.

- *Know what motivates your customer's behavior and buying decisions.* Effective marketing requires you to be an amateur psychologist. You need to know what drives and motivates customers. Go beyond the traditional customer demographics, such as age, gender, race, income, and geographic location, that most businesses collect to analyze their sales trends. For our pizza shop example, it is not enough to know that 75 percent of your customers are in the 18-to-25 age range. You need to look at their motives for buying pizza—taste, peer pressure, convenience, and so on.
- *Cosmetics and liquor companies are great examples of industries that know the value of psychologically oriented promotion.* People buy these products based on their desires (for a prettier face, luxury, glamour, and so on), not on their needs.
- *Uncover the real reasons customers buy your product instead of a competitor's.* As your business

## ▶ STAR POWER

**Y**ou can find salespeople of all ranges, temperaments, and styles of selling. Some are more aggressive than others. Some are more consultative. Some are highly educated, some not so. But they're all champs because they're the ones who consistently build the business, keep the territory, and retain their customers. And they share these three traits:

**1 ▶ ATTITUDE.** Attitude makes all the difference. Sales champs set priorities and keep things moving forward, ending each day with a sense of accomplishment. Sales champs don't let losing a deal get them down. If they can't change a situation, they change their attitude about it. In sales, you've got to make things happen for your business—and the best salespeople can't wait to get started every day.

**2 ▶ TENACITY.** When sales champs know they have something of value for a prospect or client, they don't give up. They learn more about the situation, the potential customer, and the customer's company. They study what went wrong and improve their approach for the next time so they can come back with new ideas. They are not easily defeated. However, sales champs understand when they're wasting time and when it's best to move on to the next tactic or even the next sale. If you get smarter each time you come back, you will succeed. When prospects see how much you believe in your vision and in their goals, they, too, will be enthusiastic about what you have to offer.

**3 ▶ FOLLOW-THROUGH.** A broken promise makes it extremely difficult to regain a customer's trust. Sales champs don't make promises they can't keep. They don't try to be everything to everybody. But once they give their word, they stick to it.

A sales champ doesn't exhibit all these traits all the time. But they know that in the end, the harder they work at sharpening these traits, the better these traits will work for them.

grows, you'll be able to ask your best source of information: your customers. For example, the pizza entrepreneur could ask them why they like his pizza over others, plus ask them to rate the importance of the features he offers, such as taste, size, ingredients, atmosphere, and service. You will be surprised how honest people are when you ask how you can improve your service.

- *Since your business is just starting out, you won't have a lot of customers to ask yet, so "shop" your competition instead.* Many retailers routinely drop into their competitors' stores to see what and how they

are selling. If you are really brave, try asking a few of the customers after they leave the premises what they like and dislike about the competitors' products and services.

Once you have gone through this market intelligence process, you need to take the next—and hardest—step: clearing your mind of any preconceived ideas about your product or service and being brutally honest. What features of your business jump out at you as something that sets you apart? What can you promote that will make customers want to patronize your business? How can you position your business to highlight your USP?

Do not get discouraged. Successful business ownership is not about having a unique product or service; it's about making your product stand out—even in a market filled with similar items.

### ▶ COLD-CALLING

The aspect of selling that strikes the greatest fear in people's hearts is usually cold calls. A good way to make cold calls more appealing is to stop thinking of them as "cold" calls. Try thinking of them as "introductory" calls instead. All you are trying to do is introduce yourself and your business to the prospect.

It's important to understand the purpose of introductory calls so you have a



realistic attitude about this type of business development activity. Phone prospecting takes longer to pay off than other types of marketing efforts, so go into it knowing you're exploring a new frontier and it's going to take some time to get results.

Just as with any marketing method, you should never make introductory calls without a plan. First, always use a targeted list of prospects when making your calls. If your product is household cleaning services, why call a random neighborhood if you have no knowledge of income levels, number of household wage earners, or number of children? If you sell nutritional products to hospitals, why call nurses or doctors if a third-party pharmacy makes

all the buying decisions? Get the right list of prospects.

You can obtain information about prospects from the list broker who provides you with the list; if you are working from your house list, you should already have the information. If for some reason you don't, try an introductory call like the following: "We provide mobile pet grooming for dogs and cats. Would that be a service your customers would want to know about, Dr. Veterinarian?"

Next, determine the best time frames for calling. If you are selling financial services to upper-income CEOs or entrepreneurs, wouldn't it be nice to know when their corporate fiscal years end? Perhaps most of their investment

purchases are made two to four weeks prior to that year-end close-out. That's when they know how much extra income needs to be sheltered in a pension plan.

Timing could be your ace in the hole. Granted, follow-up calls throughout the year may make that one important sale possible, but knowing when to instigate the first call is priceless information.

Third, plan by preparing a "sales script" ahead of time. Write down what you are going to say, what responses the prospect is likely to have, and how you will reply to them. No, you're not going to follow this word for word, but if you're nervous about making calls, it helps to have something in front of you. Chances are, after you get beyond the

opening sentences, you'll be able to wing it just fine.

If preparation for cold-calling is easy but making calls is painful for you, here are seven easy steps to get you on the phone fast.

**1 ► Personalize each call by preparing mentally.** Your mindset needs to be aligned with your language, or the conversation will not ring true. You need to work on developing a warm but not sugarcoated telephone voice that has that *Don't I know you?* tone to it.

**2 ► Perfect your phone style alone before making any calls.** If you are self-conscious about calling, you need to feel safe to act uninhibited. Try this: Gather

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Press the record button, and pretend you're talking to a new prospect. Play back the recording, and listen to your conversation. Ask yourself how you could improve your delivery. If your voice seems unnatural and the dialogue contrived, don't despair. As you practice and participate in real

## ▶ VOICE-MAIL VICTORIES

**W**hen making cold calls, always leave voice-mail messages if possible instead of leaving messages with an assistant. No one can transmit your enthusiasm for your products or services the way you can. Here are some tips to make the most of voice mail.

▶ **STATE YOUR BUSINESS.** Clearly tell prospects who you are and why they should be interested in talking to you. "Hello, my name is Jane Smith, and I'm with the Smith Company. We're the people who conduct one-day Sales Power seminars all over the country. Our seminar is coming to your area, and I'd like to tell you about it."

▶ **OFFER GOOD NEWS.** After identifying yourself and your business, say, "I have some good news I'd like to share with you."

▶ **BE COURTEOUS.** Use the phrase "I'd appreciate a return call at (number) at your convenience." Be careful of your tone of voice so that you don't sound condescending.

▶ **FOLLOW UP WITH AN EMAIL.** Send an email that says, "Mr. Wilson, I'm following up on the voice mail I left earlier." Or leave a voice-mail message saying, "I'm emailing you the information; if it is of interest to you, please give me a call."

▶ **ALWAYS LEAVE YOUR PHONE NUMBER-TWICE.** Repeat your number near the end of the message. Practice writing it down as you talk so you don't go too quickly.



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phone experiences, you will improve. Mastering the art of cold-calling is no different than improving your golf swing or skiing technique.

**3 ► Create familiarity all around you.** Use family photos, framed testimonial letters, motivational quotes, or whatever gets you in a positive, enthusiastic mood. If you like, play some music that inspires you.

**4 ► Use your imagination.** Pretend you are a prospective customer calling a bookstore to see if they have a book in stock. If it helps, record how you sound to get the feel of your inquiring phone voice. It's always easier to imagine you're a customer in need of information than

a salesperson trying to force your way into the customer's time. The inquiry call is good practice because the tone of the conversation is *Can you help me?* or *I need some information.* Try to convey that same attitude when you use the phone to contact future customers.

**5 ► Watch your tone of voice.** You do not want to sound sheepish and embarrassed, nor do you want to be arrogant. The ideal tone is warm, businesslike, curious, and straight to the point. A good option is a question or a cut-to-the-chase statement such as: "I'm calling to ask a quick question. Does your café outsource some of its baked goods? Our bakery is now offering bulk partnerships

with cafés and restaurants. We offer a variety of baked goods made with locally sourced ingredients. There's a special discount for first-time orders. I'd love to make an appointment to come by for you to sample our products."

**6 ► Make your goal a fast "50 in 150"—that is, 50 calls in 150 minutes.** Three minutes per call is all you need. With so many voice-mail systems intercepting calls today, this should be easy. Never give people the impression that you have time to chat. You're on a mission. Get to the point, then move to the next prospect.

**7 ► Take five after 15.** After 15 calls, take a five-minute break—stretch, eat,

sip a soda, turn on some tunes, and pat yourself on the back because you're making it happen. Then grab the phone for 15 more calls.

**► FOLLOWING UP** Your initial cold call typically will not result in a sale, or even in an appointment to make a sales presentation. One study shows it takes an average of seven contacts, impressions, or follow-ups to make a sale. (That's only one more time than the number of times experts say a child must be introduced to a new food before they try it—so don't be daunted.)

Think of each follow-up contact as a chance to get closer to the prospect and change their mind about meeting with you. Plan your

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follow-up contacts carefully, and be flexible and creative.

How do you start the follow-up call? Here are some lead-in lines:

- "I thought of a few things that might help you decide..."
- "Something recently happened that I thought you might want to know about..."
- "There has been a change in the status of..."
- "I just was thinking about you recently, and I wanted to tell you about..."

Here are other sales tools you can use in follow-up situations:

- A personal note. A handwritten note on your company note cards is far more effective than a typed business letter.
- An endorsement from a mutual friend. A friend or mutual business acquaintance is far more influential than you are. 

## TEAMWORK

**T**he right sales team—whether they are in-house employees or outside sales representatives—makes a big difference in how quickly your company grows. How can you make sure you're hiring the right people? Try these tips:

- ▶ **Don't rely solely on résumés.** Good salespeople sell themselves so well, they might not even need résumés.
- ▶ **Try placing a classified ad that says, "Send résumé to (address) or call (number)."** Don't even look at the résumés; just interview the people who call. These are the people who won't be afraid to pick up the phone and make cold calls for your company.
- ▶ **In the first phone contact, if the applicant doesn't ask for an appointment, stop right there.** If the person doesn't ask for an interview now, they won't ask for orders later.
- ▶ **Does the person sound like someone you want to spend time with?** If you don't want to, neither will your customers.
- ▶ **When they first call, tell them you're busy and will call them back.** Then don't. If they don't call back, they lack the persistence you need in a salesperson.
- ▶ **Does the applicant listen?** If they're too busy talking, they'll be too busy to listen to your customers.
- ▶ **At the end of the call, say you plan to talk to several candidates and will get back to them.** Wait until one says, "You don't need to talk to more people. I'm the one you want." That's the kind of person you need.

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HELPFUL”

**Jaime Schmidt** built and sold **Schmidt's Naturals** for millions.  
Her advice: Don't focus too much on the challenges ahead. Just get going. **by LIZ BRODY**







T

he brand story is almost too perfect: One day in Portland, a 31-year-old woman stands in her kitchen, eight months pregnant, DIYs a natural deodorant, pours it into a mason jar....and

turns it into a multimillion-dollar business acquired by Unilever for nine figures. No sweat. Or if there is sweat, it smells like ylang-ylang, or maybe rose.

Well, not quite. Jaime Schmidt didn't have a business plan in 2010 or VC funds ever. But she knew who she was, and that propelled her through the handicaps and copycats, the hard decisions and costly mistakes, the broken machines and crumbling products, on the way to building Schmidt's Naturals into a personal care line sold in Walmart, Target, and Costco. Today, she's still involved in Schmidt's, but she also has a new book, *Supermaker*; an investment firm; a website that supports underrepresented founders... and a passion for telling entrepreneurs this: It's never as easy as it looks.

**You started by selling your natural deodorant jars at farmers' markets, and customers were literally in your face. How valuable was that?**

Very valuable. And being in Portland, it's such a discerning market of customers. They want the cleanest, healthiest product, and they know what they're talking about. I learned very quickly that I needed to 100 percent know what was going into my deodorants and be able to speak to every aspect of each ingredient, including where it was sourced, because these customers wanted those details.

**So Portlandia is true.**  
That's so funny. Definitely

parts of it. They actually did a little spoof—it was this commercial for Mother's Sun Deodorant, made from all “the stuff that doesn't do anything.” Then [*Portland Monthly*] had a quiz called Truth or *Portlandia*? And the true one was Schmidt's deodorant. So we were really part of that culture for a while.

**By 2012, you were making natural lotions, sunscreens, and soaps, but you then decided to eliminate everything except deodorant. Why?**

I just knew in my heart that to really have an impact, I had to do one thing and do it really well. I was getting flack from those close



to me, like my husband, saying, “People love your lotions; you can't get rid of them.” But I felt a lot more confidence approaching buyers and customers with one thing, and I knew that deodorant is where the opportunity lay. It was very new to the industry. There was certainly a need for it. It would have been a lot more challenging for me to make a case for my soap or lotion.

**You never raised money. When were you first profitable?**

The first couple of years were a little messy financially, but there was always revenue. Then two years in, we went in really strong with our D2C strategy: We built a new website and ran ads to bring attention to it, and those sales really kept the brand afloat.





**Tell me about the labeling machine fiasco.**

That was in January 2015. The employees had been hand-labeling for so long when we decided to buy a machine. It was a big moment. But we tried to be frugal and bought a used one—it was around \$15,000—which was a bad move. It showed up with missing parts, broken pieces; it was so old that we couldn't find a

manual for it. We tried multiple technicians to try and fix it, and nobody wanted anything to do with it. A big mess. And a lesson learned.

**What was another lesson?**

There's an assumption that when you make something in a smaller batch, you can just scale it up. Well, when you are working in larger masses, everything changes. I learned

that the hard way. Right before launch with a couple of our sensitive-skin scents, we had built all this hype around these new products, we had all these orders. And we quickly realized that the batches were just crumbling.

**What did you do?**

We had to pull each ingredient until we could see exactly what the problem was. We figured it out, but there were

definitely a lot of costs that went into it and disappointed customers, because we'd started shipping them out before we realized they were crumbling. We thought we'd done the proper tests, but we clearly needed to do more *scaled* tests!

**As you've scaled as a business, how have you dealt with the copycats and competition?**





Schmidt got great feedback by launching in the local farmers' markets of Portland.

It's been an ongoing struggle. The first time [I saw] a woman with a deodorant table at one of the farmers' markets, my heart stopped. I was like, *This can't be. I am the deodorant person of Portland.* When you see someone pop up like that, you can't help but feel you may have inspired the idea in them. She came over and asked if I wanted to trade products. I was friendly and said no. Later, I realized

the value in competitors bringing awareness to the category, because there was still this reputation that natural deodorants didn't work or were for a niche consumer. If their product worked well, maybe people would be willing to try mine. There was one brand in Europe, though, that was blatantly ripping us off. We ordered an injunction. They removed the products from the shelf.

**When did you start thinking about selling?**

It never entered my mind until we were approached in 2017.

**And by then, Schmidt's Naturals was in about 14,000 stores in more than 30 countries?**

Yeah. We'd had 400 percent year-over-year growth from \$1.5 million in 2015 to nearly \$25 million in 2017. And once we started getting interest from investment firms and big CPG players like Unilever, I realized we were actually at the point where we could use some new thinking and momentum behind the brand. But it was important to me that I stay connected. Unilever understood the value in our branding and marketing team and didn't have any interest in trying to undo it. We have a really good relationship. I'll be pulled into some of the brainstorming

sessions and operate mostly as their spokesperson.

**So now you're on to new projects, like your Supermaker website. Is that something you plan to monetize?**

Our big goal is to tell stories of founders and feature brands that otherwise might not attract the notice of the press yet, and we try to prioritize underrepresented entrepreneurs. We had no plan to monetize it up front, but we're looking at that now.

**Your investment fund, Color, seems to have a similar mission, focusing on underrepresented founders.**

Yes. It's so trendy to get these sexy headlines for a funding deal. But I challenge people: Is that really the right move? Or maybe you just need to make a strategic hire. Or maybe a consultant. Having the experience of Schmidt's, which I truly bootstrapped, I understand that money is not always the answer.

**So many entrepreneurs start a business because they see a white space or a business opportunity. What else do they need to have in those early days?**

I really don't think you can compete without real passion. There's also a level of naivete I think that was really helpful. If I had been too informed of the competitive landscape and everything else, it would have really been intimidating. Of course, you can only get away with that naivete for so long. But in those earliest days it was beautiful—and critical to our success. 📌

***"I knew that to really have an impact, I had to do one thing and do it really well. And deodorant is where the opportunity lay. It would have been a lot more challenging to make a case for my soap or lotion."***





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### Business Rescue

# BUILD FOR THE FUTURE

We can still build sustainable businesses. But it'll require thinking far ahead—and acting now.

by JON TAFFER

**W**hen there's a problem, entrepreneurs fix it. But it's not enough to just solve today's problems anymore. That's reactive and short-sighted. We have a massive opportunity to thrive after this pandemic, but it'll only happen if we spend today solving tomorrow's problems. Look out into the future, and create the solutions that will resonate in the months and years to come.

You don't need to be a fortune-teller to do this. I'll give you an example.

Let's say a guy named Joe has a favorite burger place. They make a great burger, and he's been craving it. But when his local lockdown was lifted, that favorite burger place seemed messy and disorganized. Meanwhile, there's a second-best burger place down the street—and that place is spotless. So where do you think Joe went? I bet he picked the second-best burger.

What can we learn from that story? Here's what I see:

## 1 ► The importance of trust.

Every business must distinguish itself, and that has always happened in many ways—with factors like quality, price, and convenience. But when Joe chose the second-best burger place, he pushed all those old qualities aside, and trust bubbled up to the top instead. That's a massive shift. Before the pandemic, trust was barely spoken about. No longer.

This means entrepreneurs can stand out from competitors in new ways. You can meet people's new expectations by focusing on different elements of your business. For example, your customer may have never cared about your operations before, but now they will. How can you innovate there? And how can you be transparent, so people trust those new operations? At my new restaurant, Taffer's Tavern, for example, I've put internet-connected cameras in the kitchen. I want the world to see my kitchen—and to trust what comes out of it.

## 2 ► The importance of changing minds.

It's time to ask yourself some simple, difficult questions. Start with these: *Am I selling a product that solves a problem that's unique to today? Do people value me more or less today?*

Your customers are asking similar questions. They're not thinking exactly the same way they used to. They're instead wondering, *Who understands my needs now? Who can be there for me?* And frankly, they may not know

what to think about you. They may have loved you before, but all bets are off now.

You want those customers to come back, and you can't do that just by asking, or reminding them of what you were like before. You need to change how they think about you—and to do that, you first need to understand how they think, and then react to it.

## 3 ► The importance of openness.

In the past, entrepreneurs hid their financial troubles. If customers knew we were struggling, we feared they might not come back. But COVID-19 has flipped that around, because we're all in this together. If you're a valuable business, nobody wants you to disappear. They want to support you.

It's time to market from a position of weakness, and let that become your strength. Share your challenges, and then show how they led you to great new solutions. Let your best team members step up. This is a time when greatness will be made—when great marketers and operators and promoters will find their voice and power. It's a time when small companies can become big, and big companies can really blow it.

The value equation has changed. So to thrive, we can't just say we've changed. We need to step up—and really change.

*Jon Taffer is host of the TV show Bar Rescue. The first location of his Taffer's Tavern franchise opened in Georgia in October.*



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Brand Power

# HOW TO WIN FRIENDS AND INFLUENCER PEOPLE

**Shaun Neff** builds the hottest brands for the hottest people, including Kendall Jenner, Shay Mitchell, and Millie Bobby Brown. His secret to creating a hit: It's all about the vibe. **by REID MITENBULER**





Early in his career, Shaun Neff carried around gold business cards that read SHAUN NEFF, BOSS MAN. People weren't always sure how to interpret this. Was it braggadocio? A joke?

They would half smirk and reply, "Oh, a gold card," Neff says, imitating the reaction many people had. But the gold card wasn't an ego thing, and critics didn't necessarily see what was driving the young entrepreneur. "My favorite inspiration ever is Willy Wonka," Neff explains. The card symbolized fun—it was the golden ticket.

Nearly two decades later, Neff is definitely having fun. He's an avid surfer, his vibe is casual, and he often sprinkles his language with words like *dude*, *gnarly*, and *rad*. But underneath the relaxed appearance is a shrewd marketing guru, a guy with entrepreneurial hustle and a highly analytical mind working overtime to make sense of complicated trends. His process has ended up making a lot of money for a lot of people, earning him the nickname "the Brand Whisperer."

One of his latest ventures is Beach House Group in El Segundo, Calif., a company that incubates celebrity-driven brands such as Moon, oral care products created with Kendall Jenner; Florence by Mills, a beauty collection with Millie Bobby Brown; Tracee Ellis Ross' hair care company, Pattern Beauty; and Shay Mitchell's Béis travel gear. The company's full portfolio, before the pandemic hit, was estimated to generate more than \$120 million in sales this year, driven almost entirely by products created since Neff joined the company in 2016.

But that success isn't a case of lightning striking for the first time. It's more like the third or fourth time—a pattern that begins to turn heads. Neff has built his reputation by navigating the fickle and arbitrary world of youth culture—a mercurial demographic if there ever was one. At 41, he's been doing this for nearly half his life, accumulating an invaluable set of lessons about how to navigate markets that are in constant flux from dramatic changes in technology, social media, culture, and now a racial justice movement and a deadly virus. But the guiding principle is still the same: A brand is about emotion. You have to make people *feel*.

**MOST CHILDREN** like a brand's products; Neff, however, was attracted to the deeper psychological components of their advertising campaigns. "That's kind of where the initial entrepreneurial bug came from," he says. Even as a kid, he'd ask himself, *Why am I jonesing so bad to try to be a part of this brand? Why am I just so bought into everything they're putting out?*

One of Neff's earliest epiphanies came during junior high school, when he first saw the classic Nike advertisements featuring basketball player Michael Jordan and filmmaker Spike Lee. Jordan was an icon, but as anyone who has seen *The Last Dance* knows, he also possessed an intense (and pathologically competitive) personality that could be difficult for mere mortals to connect with. Spike Lee helped soften Jordan's persona and gave him a hipness he didn't naturally have. "I was like, *Someone's so smart, because Spike is so rad and steezy-looking—the glasses, the hat flipped up,*" Neff remembers. "Those two being on the same spot together made Michael so much cooler, right?"

The insight sparked his curiosity about how brands build followings. By high school, he knew he wanted to own a lifestyle brand around his passions—surf, skate, and snow sports—that would draw fans. Then, as a freshman studying marketing and advertising at Brigham Young University, he decided, *I'm just going to do it* and printed his last name on some 30 shirts. "Wanna buy a T-shirt?" he'd ask random classmates. "People were like, 'Yo, dude, I'm just trying to leave math class.'" When his professional snowboarder friends told him they couldn't wear his shirts because of sponsorships with brands like Quiksilver and Burton, he had an idea.

"I've never seen a deal," he told them. "Can I read yours?" They showed him their contracts. And that's how he discovered a loophole.

The paperwork said nothing about headwear—surprising, Neff thought, because a professional athlete's head is

frequently on camera, especially if they're standing on the winner's podium.

Knowing nothing about headwear, Neff took the \$30 in his pocket and purchased as many beanies and headbands as he could from a 99-cent store. Then he scrawled his name across them with a Sharpie and handed them out to his pro snowboarder buddies at an Olympics prequalifying event in Park City, Utah. "Dude, you can rock this," he told them.

The athletes looked to their agents for approval: "Can I rock this?" According to Neff, the agents replied, "Uh, I mean, Neff has a point, but you know all your companies are going to be mad. It's up to you."

Some of the athletes agreed and later ended up on the winner's podium. That's when the brand "got its first hurrah," recalls Neff, who launched Neff Headwear in 2002. Much of its success was due to his friendship with the pros, but he also acknowledges the role played by an aspect of snowboarder culture that scorns corporate influence, even if it's paying your bills. "That definitely was part of the appeal," he says—his headwear's appropriation felt like a fun yet harmless prank. What snowboarder, decked out in his corporate threads but wanting to keep it real, would turn down a chance to join in the fun? Especially if it came with no real financial penalty and helped support a friend from the scene?

Neff soon had a roster of about 25 of the biggest snowboarders in the world. "I wasn't paying them anything...I was just slinging







them beanies,” he says. “It kind of got around that if you got on Neff, you were a part of the cool crew in snowboarding. And I think that was massive.”

Neff was also giving the beanie look a unique spin. “No one was selling a neon pink, one-off, hand-made beanie,” he says. Roy Thorsen, who became the company’s COO in 2008, points out that many schools at that time were cracking down on kids wearing ball caps, partly because of their possible gang affiliations, which helped make Neff Headwear a popular alternative. “The beanie became this new fashion item,” Thorsen says. “Shaun timed it perfectly.”

Over the next four years, Neff Headwear expanded into apparel and accessories, with sales growing from roughly \$5 million a year to about \$30 million a year. In 2012, the company pulled in about \$100 million in retail revenues, according to Thorsen. The company’s rise, which Neff gives Thorsen much credit for, wasn’t without missteps, however. Neff was traveling in South America when he spotted a pair of boots. “Like an Ugg, but they were knitted, almost like a beanie,” he says. “I was like, *Whoa, those are dope.*” While it’s hard to imagine anyone having that reaction to a knitted boot, this was around the same time that Uggs were at peak popularity. Neff found a manufacturer and created a new brand called Ffen. “Neff backward, which was not a good idea,” he now admits. Shortly after launching, Ffen cratered. “For years

I was giving away knitted boots,” he says.

What he gained, however, was a lesson: Time out—stay focused on Neff. He now tells protégés that their first business venture “can’t be more than one thing. You’ve got to be all in.” Back then, Neff refocused his efforts on scaling up his core company. A relentless networker, he began leveraging his success to gain access to parties and events where he knew there’d be certain celebrities with appeal in the wider popular culture. Contracts were eventually signed with talents like Snoop Dogg, Wiz Khalifa, Scarlett Johansson, Deadmau5, and Kate Upton. By 2017, Neff Headwear had gained distribution in 72 countries and had overall retail revenues approaching half a billion dollars.

But Neff also knew that the snow, surf, and skate space was still only a niche area. He was missing out on broader opportunities. That same year, he sold Neff Headwear to the licensed apparel wholesaler Mad Engine for an undisclosed amount. He stayed on as chief creative officer but, unshackled from day-to-day duties, had room to broaden his horizons. So what next?

**WHEN YOU’RE** good at building a brand, people take notice. And PJ Brice was taking notice. Back around the time Neff sold his company, Brice was the CEO of an incubator called Beach House Group. It was an under-the-radar operation that primarily supplied private label products to Target and changed its name a few times. But Brice had bigger ambitions, and his

friends kept telling him to talk to Neff. “You need to meet this guy; he’s a creative genius,” they’d say. A meeting was arranged, and the two agreed to partner up. Neff would get a cofounder title, and they’d shift Beach House’s business model. “We had the established infrastructure to be a safe haven for him to come and play and create,” Brice says.

The new goal: It would build brands that resonate—fast.

Neff’s plan was to partner with celebrities, which sounds like a no-brainer. Famous people have little trouble getting press and a built-in reputation to trade off of. But the world is also littered with failed celebrity-backed businesses, from Britney Spears’ Nyla Restaurant to Mandy Moore’s Mblem clothing. Even part-owners Bruce Willis and Sylvester Stallone couldn’t save Planet Hollywood.

What’s missing in all that, Neff believes, is the same thing any business needs, regardless of its founder: It needs genuineness. Neff is extremely selective about whom he partners with. He won’t simply slap a celebrity’s name on a product. He looks for enthusiastic collaborators who are a natural, organic fit for the brand. Even with a celebrity, the *brand* has to come first. It is, after all, the thing consumers really interact with.

For this reason, Neff often starts with the product, a marketplace, or even just a sensibility. He constantly scans for inspiration—in art galleries, murals, fonts on a menu, subcultures on social media, his kids’ coloring

books. He obsessively notes details, gut-checking what resonates and what doesn’t. Instead of chasing trends that have already gained traction and then riding their coattails, Neff tries to create entirely new ones. He has a hard time articulating exactly how he does this; he says he’ll get into a “zone” where his mind blanks out—surfing the waves or running on the treadmill, music pumping, staring at a white wall and thinking, *All right, OK...what’s an industry I want to try to come in to and shake up?*

Often he just wanders through stores, looking at the shelves. That’s where the idea for Moon came from. “The oral care aisle was just the ugliest aisle on the floor,” he says, referring to a section of the pharmacy that since the dawn of time has contained “the same big blue and green bottles I’ve seen my whole life, and the same color toothpaste. No company had really taken oral care and made it part of the beauty regimen.” So he approached Kendall Jenner about partnering on a line of products that would create a new market niche, one that Neff felt already had customers waiting for it.

This is different work from what he’d done before, where his brand was built off his own personality. To make these new brands work, Neff says he is constantly staying aware of who he is...and isn’t. “Make sure you hire people who are your consumer—that age demo that understands what’s poppin’ on TikTok,” he says, for example. He also emphasizes the value of developing





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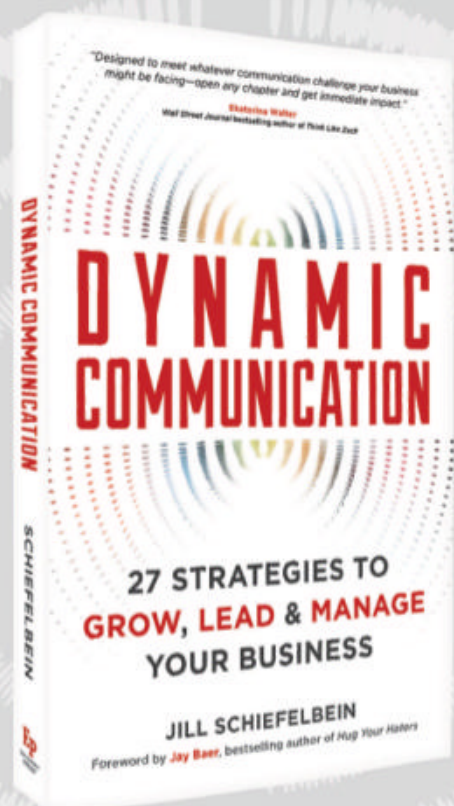
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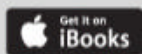


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close relationships with your partners, celebrity or otherwise, which can give you insight into customer groups you aren't necessarily a part of. To understand the yearnings of teenage girls, he spends time with 16-year-old Millie Bobby Brown (she plays Eleven on Netflix's *Stranger Things*), who has nearly 36 million Instagram followers and launched a beauty company with Beach House. As they work together, Neff closely observes how she interacts with people, what she says, and what trends excite her—all things he'll later integrate into evolving the brand.

Meanwhile, when Neff has an idea that's squarely in his own wheelhouse, he tackles it himself. That's how he got involved in Sun Bum, a small sunscreen company he invested in. The relationship began when he asked himself, *Is there a brand on the market today in the sunscreen category with a logo a consumer would take and go put on their car or surfboard?* The answer was no, so he decided to seize the opportunity—and as a result, last year, Sun Bum was acquired by SC Johnson in a deal that was reported to be around \$400 million.

These days, he's involved in Orro, a protein-based meal replacement beverage that launched in July, which aligns with his ideas about putting good products into the world. Most exciting to him, though, he is partnering with professional surfers Cheyne Magnusson and Kalani Robb to open a state-of-the-art surf park called the Palm Springs Surf Club. So far they've been doing test runs, with plans to go live in 2021. "I'm just going, *I love surfing so much. Holy cow; I could go jump in the car with my boys and rip out and go surf for a couple of hours at any time?* Like, oh my God, this is the best investment ever." Pure fun. Which was always the point.

But there was a time when he'd forgotten that.

**A FEW YEARS** into his beanie company, Neff lost his way. He

enjoyed working intensely, hands in everything, but for an entire decade, he hadn't gone on a vacation longer than three or four days. When he did, his family would be playing on some beach while he was stressing out about events back at the office. He'd done the thing everyone warns about: If you turn your passion into work, you might lose your passion.

Then he had an encounter that changed everything.

He was at the home of Larry H. Miller, the Utah businessman who owned the Utah Jazz basketball team and a slew of other enterprises. The house was perched atop a hill overlooking Salt Lake City. Neff asked him, "How does it feel to just sit at breakfast and look out at this city and know that your team plays there, and that's your movie theater, and that's where you sell cars? Wild, right?"

But Miller just shrugged. "Well, look at me now," he replied, pointing to a leg he lost from diabetes because he failed to take care of it properly. He had spent his whole career in overdrive, micromanaging everyone around him until his health was gone. "I had amazing people around me my whole life," Miller said, regretting that he hadn't let them take more responsibility and lighten his burden. "You have to enjoy life. You have to have balance," he said. Miller passed away in 2009, at age 64.

The comment "blew my mind," Neff recalls. He realized that he was making the same mistakes. Right then, he started delegating, putting more trust in the people around him, letting people spread their wings and fly. Neff Headwear grew as a result, benefiting from changes implemented by its new COO, Roy Thorsen.

If Neff could give his younger self some guidance, he would recommend being much more appreciative of everyone around him. When business is peaking and you're having your moment, he says, "it's easy to think you know a lot." But others often know more. As obvious as



that advice sounds, Neff can't emphasize its importance enough.

These days, Neff is relying again on that good advice. As the world changes, he is staying alert to what consumers need—and what messages no longer resonate. Back in March, I joined a conference call with his Beach House team, where Neff was urging caution in how they marketed. "Gotta be careful," he told everyone; an insensitive post from one of the influencers they work with, or photos showing crowds of people, could quickly spiral into a PR crisis. He urged a tone "less about selling stuff" and more about "letting people know we're here." It would be a wise strategy: When I checked back in June, he said sales of Beach House Group products online were up 300 percent for the year—a good sign considering everything going on.

The pandemic has forced Neff to make changes in himself, too. Working remotely has made him realize how much time he used to waste in airports, traveling to meetings that might last only an hour. He has been more efficient and is enjoying spending the extra time with his family. Neff also mentions he is particularly stoked about hanging out with his sons at the new surf park next year. "It's fun," he says, speaking about why he does what he does, as if nothing has changed from the days of handing out those gold business cards. "I love it." ■

*Reid Mitenbuler is the author of Bourbon Empire: The Past and Future of America's Whiskey and the forthcoming Wild Minds: The Artists and Rivalries That Inspired the Golden Age of Animation.*



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**CHAPTER**

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Become your own boss...through franchising.

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It's our biggest list of the year. Which company is right for you?

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**The List**

# LOOKING TO BUY?

Here are 1,387 business opportunities for you to explore. One might be your next career.

**Compiled by TRACY STAPP HEROLD**

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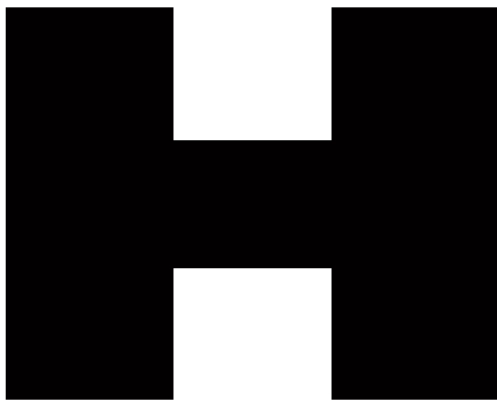
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ave the entrepreneurial itch, but wary of going it alone? A franchise or other business opportunity just might be the perfect compromise. These opportunities give you the chance to open your own business, but with the guidance, support, and branding of an established company behind you. And no matter what type of business interests you—from traditional to unconventional, from brick-and-mortar to home-based or a business on wheels, from low-cost to large investment—you'll probably find it here in our most comprehensive annual listing of almost 1,400 franchise and non-franchise opportunities.

This list is not intended as an endorsement of any particular company. Always do your own careful research before investing in an opportunity. Consult with a lawyer and an accountant, read the company's legal documents, and talk to existing franchisees, licensees, or dealers to find out if the business is right for you.

The 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 or non-franchise business opportunity, visit [entrepreneur.com/franchises](http://entrepreneur.com/franchises).



Tint World

## Automotive

### APPEARANCE SERVICES

#### Alta Mere/SmartView ●

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

**BEGAN:** 1986, Franchising: 1993  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 0  
**COST:** \$201K-\$259.4K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$225K net worth w/\$50K-\$60K liquid

#### Deckhand Detailing ● ●

Mobile auto and boat detailing

**BEGAN:** 1990, Franchising: 2018  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$31.9K-\$53.8K, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$15K liquid

#### Maaco Franchising

Auto painting and collision repair

**BEGAN:** 1972, Franchising: 1972  
**UNITS:** US: 435, CAN: 20, INTL: 0, CO: 0  
**COST:** \$297.3K-\$587.9K, Rty: 9%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$140K liquid

#### Tint World ●

Auto accessories, mobile electronics, security, window tinting, appearance services

**BEGAN:** 1982, Franchising: 2007  
**UNITS:** US: 73, CAN: 3, INTL: 2, CO: 0  
**COST:** \$124.7K-\$299.95K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$200K net worth w/\$70K-\$90K liquid

#### Ziebart

Auto appearance and protection services

**BEGAN:** 1959, Franchising: 1962  
**UNITS:** US: 82, CAN: 111, INTL: 182, CO: 12  
**COST:** \$297.8K-\$469.1K, Rty: 5%/8%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$150K liquid

### CAR WASHES

#### DetailXPerts ● ●

Environmentally friendly mobile vehicle wash and detailing

**BEGAN:** 2002, Franchising: 2008  
**UNITS:** US: 12, CAN: 0, INTL: 58, CO: 12  
**COST:** \$88.5K-\$195.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$1M net worth w/\$35K-\$75K liquid

#### Fleet Clean USA ●

Mobile commercial-fleet washing

**BEGAN:** 2009, Franchising: 2013  
**UNITS:** US: 27, CAN: 0, INTL: 0, CO: 8  
**COST:** \$158.4K-\$321.4K, Rty: 8.5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$150K net worth w/\$80K-\$150K liquid

#### Green Shine ● ●

Environmentally friendly car cleaning and detailing

**BEGAN:** 2005, Franchising: 2011  
**UNITS:** US: 1, CAN: 0, INTL: 12, CO: 4  
**COST:** \$47.9K-\$160.6K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$75K net worth w/\$31.7K 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



**No-H2O** 

On-demand waterless car wash

**BEGAN:** 2007, Franchising: 2012  
**UNITS:** US: 5, CAN: 0, INTL: 61, CO: 0  
**COST:** \$81.6K-\$119.5K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth

**Tommy's Express**

Car washes

**BEGAN:** 1969, Franchising: 2016  
**UNITS:** US: 40, CAN: 0, INTL: 0, CO: 3  
**COST:** \$4.2M-\$5.97M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$2M net worth w/\$1M liquid

 **OIL-CHANGE SERVICES**
**Grease Monkey Franchising**

Oil changes, preventive maintenance, brakes, light repairs

**BEGAN:** 1978, Franchising: 1979  
**UNITS:** US: 183, CAN: 0, INTL: 66, CO: 120  
**COST:** \$156.7K-\$347.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$60K-\$75K liquid

**Jiffy Lube International**

Oil changes, preventive maintenance

**BEGAN:** 1979, Franchising: 1979  
**UNITS:** US: 1,939, CAN: 165, INTL: 0, CO: 0  
**COST:** \$207K-\$500K, Rty: 3-4%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K liquid

**Luby Dudes**

Mobile oil-change services

**BEGAN:** 2018, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$99.9K-\$124.8K, Rty: 6%+  
**FINANCING:** Yes

**SpeeDee Oil Change & Auto Service Center**

Oil changes, tune-ups, brakes, and repair services

**BEGAN:** 1980, Franchising: 1982  
**UNITS:** US: 76, CAN: 0, INTL: 21, CO: 1  
**COST:** \$188.3K-\$527.97K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$60K-\$75K liquid

**Strickland Brothers 10 Minute Oil Change**

Oil-change services

**BEGAN:** 2016, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 13  
**COST:** \$196.4K-\$321.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$450K net worth w/\$250K liquid

**Take 5 Oil Change**

Oil changes

**BEGAN:** 1984, Franchising: 2016  
**UNITS:** US: 46, CAN: 31, INTL: 0, CO: 473  
**COST:** \$216.5K-\$905.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$300K liquid

**Valvoline Instant Oil Change**

Oil changes and preventive maintenance

**BEGAN:** 1986, Franchising: 1988  
**UNITS:** US: 778, CAN: 0, INTL: 0, CO: 549  
**COST:** \$181K-\$3.2M, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$600K liquid

 **RENTALS & SALES**
**Byrider**

Used-auto sales and financing

**BEGAN:** 1979, Franchising: 1989  
**UNITS:** US: 120, CAN: 0, INTL: 0, CO: 30  
**COST:** \$825.5K-\$3.7M, 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: 4, CAN: 0, INTL: 0, CO: 18  
**COST:** \$339.99K-\$790.2K, Rty: \$34/car/mo.  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$50K liquid

**Priceless Rent-A-Car**

Auto rentals

**BEGAN:** 1997, Franchising: 1997  
**UNITS:** US: 23, CAN: 0, INTL: 1, CO: 0  
**COST:** \$282.5K-\$745.2K, Rty: \$34/car/mo.  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

 **REPAIR & MAINTENANCE SERVICES**
**AAMCO Transmissions and Total Car Care**

Transmission and general auto repairs, diagnostic services

**BEGAN:** 1963, Franchising: 1963  
**UNITS:** US: 549, CAN: 7, INTL: 0, CO: 13  
**COST:** \$223.6K-\$330.5K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$65K liquid

**Advanced Maintenance**

Commercial-fleet maintenance, repair, and management services

**BEGAN:** 2000, Franchising: 2006  
**UNITS:** US: 21, CAN: 0, INTL: 0, CO: 2  
**COST:** \$132.4K-\$185.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$35K liquid

**Auto-Lab Complete Car Care Centers**

Auto repair and maintenance

**BEGAN:** 1987, Franchising: 1989  
**UNITS:** US: 17, CAN: 0, INTL: 0, CO: 0  
**COST:** \$128.8K-\$317.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$400K net worth w/\$250K liquid

**Carstar**

Auto collision repair

**BEGAN:** 1989, Franchising: 1989  
**UNITS:** US: 386, CAN: 320, INTL: 0, CO: 2  
**COST:** \$298.2K-\$804.3K, Rty: 1.5%+  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$300K liquid

**Christian Brothers Automotive**

Auto repair

**BEGAN:** 1982, Franchising: 1996  
**UNITS:** US: 203, CAN: 0, INTL: 0, CO: 1  
**COST:** \$454.3K-\$582.4K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$85K liquid

**Eagle Transmission**

Transmission repair and replacement

**BEGAN:** 1983, Franchising: 1990  
**UNITS:** US: 25, CAN: 0, INTL: 0, CO: 0  
**COST:** \$229K-\$492.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Honest-1 Auto Care**

Auto repair and maintenance

**BEGAN:** 2003, Franchising: 2003  
**UNITS:** US: 71, CAN: 0, INTL: 0, CO: 2  
**COST:** \$223.2K-\$867.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$700K net worth w/\$200K liquid

**Meineke Car Care Centers**

Auto repair and maintenance

**BEGAN:** 1972, Franchising: 1972  
**UNITS:** US: 726, CAN: 37, INTL: 44, CO: 0  
**COST:** \$319.8K-\$610.3K, Rty: \$20.8K+/yr.  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$110K liquid

**Merlin Complete Auto Care**

Auto repair and maintenance services, tires

**BEGAN:** 1975, Franchising: 1975  
**UNITS:** US: 25, CAN: 0, INTL: 0, CO: 1  
**COST:** \$236.2K-\$398K, Rty: 6.9%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$110K liquid

**Midas International**

Auto repair and maintenance

**BEGAN:** 1954, Franchising: 1956  
**UNITS:** US: 992, CAN: 147, INTL: 878, CO: 0  
**COST:** \$198.7K-\$539.5K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

**Milex Complete Auto Care/Mr. Transmission**

Auto repair and maintenance

**BEGAN:** 1956, Franchising: 1976  
**UNITS:** US: 87, CAN: 0, INTL: 1, CO: 1  
**COST:** \$203.6K-\$296.8K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$300K net worth w/\$70K liquid

**Mister Transmission International**

Transmission repair and services

**BEGAN:** 1963, Franchising: 1969  
**UNITS:** US: 0, CAN: 53, INTL: 0, CO: 5  
**COST:** \$127.7K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$175K net worth w/\$50K liquid

**Precision Tune Auto Care**

Auto repair and maintenance

**BEGAN:** 1975, Franchising: 1978  
**UNITS:** US: 189, CAN: 0, INTL: 52, CO: 48  
**COST:** \$127K-\$253.6K, Rty: 6-7.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**Tuffy Tire and Auto Service**

Auto repair

**BEGAN:** 1970, Franchising: 1971  
**UNITS:** US: 147, CAN: 0, INTL: 0, CO: 21  
**COST:** \$224K-\$418.5K, Rty: 2.5-5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

 **TIRES & WHEELS**
**Big O Tires**

Tires, tire services, auto products

**BEGAN:** 1962, Franchising: 1982  
**UNITS:** US: 422, CAN: 0, INTL: 0, CO: 41  
**COST:** \$311K-\$1.1M, Rty: 2-5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**RimTyme Custom Wheels and Tires**

Rent-to-own custom wheels and tires

**BEGAN:** 2005, Franchising: 2007  
**UNITS:** US: 36, CAN: 0, INTL: 0, CO: 0  
**COST:** \$321.2K-\$684.3K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

**RNR Tire Express**

Tire and custom wheel sales and rentals

**BEGAN:** 1999, Franchising: 2003  
**UNITS:** US: 119, CAN: 0, INTL: 0, CO: 16  
**COST:** \$500K-\$1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$2M-\$100M net worth w/\$500K-\$1M liquid



## WINDSHIELD REPAIR

### Novus Glass ●

Auto glass repair and replacement  
**BEGAN:** 1972, Franchising: 1985  
**UNITS:** US: 171, CAN: 67, INTL: 1786, CO: 29  
**COST:** \$55K-\$264.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$30K liquid

### SuperGlass Windshield Repair ●●●

Windshield repair, glass scratch removal, headlight lens repair  
**BEGAN:** 1992, Franchising: 1993  
**UNITS:** US: 271, CAN: 5, INTL: 60, CO: 0  
**COST:** \$18.7K-\$84.2K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$15K net worth w/\$15K liquid

## MISCELLANEOUS AUTO PRODUCTS & SERVICES

### DPF Alternatives

Diesel filter cleaning and restoration  
**BEGAN:** 2013, Franchising: 2016  
**UNITS:** US: 20, CAN: 0, INTL: 0, CO: 2  
**COST:** \$60K-\$141.5K, Rty: \$750/mo.  
**FINANCING:** Yes

### Line-X

Spray-on truck-bed liners, truck accessories, protective coatings  
**BEGAN:** 1993, Franchising: 1999  
**UNITS:** US: 443, CAN: 80, INTL: 60, CO: 3  
**COST:** \$130.3K-\$373.3K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$250K net worth w/\$30K-\$60K liquid

### Mighty Auto Parts

Wholesale distribution of auto parts, chemicals, lubricants, shop supplies, and PPE  
**BEGAN:** 1963, Franchising: 1970  
**UNITS:** US: 96, CAN: 0, INTL: 3, CO: 2  
**COST:** \$227K-\$496.1K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

## Business Services

### ADVERTISING

#### BirthdayPak ●●

Direct-mail advertising  
**BEGAN:** 2009, Franchising: 2014  
**UNITS:** US: 27, CAN: 0, INTL: 0, CO: 2  
**COST:** \$29.5K-\$144.7K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

#### Coffee News ●●

Weekly publication distributed at restaurants and waiting areas  
**BEGAN:** 1988, Franchising: 1994  
**UNITS:** US: 338, CAN: 209, INTL: 49, CO: 3  
**COST:** \$10.8K-\$11.8K, Rty: \$25-\$80/wk.  
**FINANCING:** Yes

#### Discovery Map International ●●

Visitor-information maps and guides  
**BEGAN:** 1974, Franchising: 1993  
**UNITS:** US: 128, CAN: 2, INTL: 1, CO: 4  
**COST:** \$35.95K-\$45.95K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$100K liquid

#### Fun 4 US Kids ●●

Family calendar/directory websites  
**BEGAN:** 2013, Franchising: 2017  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 9  
**COST:** \$10.3K-\$28.8K, Rty: 0  
**FINANCING:** Yes

#### GetintheLoop ●●

Local shopping apps  
**BEGAN:** 2013, Franchising: 2018  
**UNITS:** US: 0, CAN: 41, INTL: 0, CO: 1  
**COST:** \$25K-\$45K, Rty: 27%  
**FINANCING:** Yes

### Homes & Land ●●

Real estate marketing magazines  
**BEGAN:** 1973, Franchising: 1984  
**UNITS:** US: 124, CAN: 25, INTL: 0, CO: 28  
**COST:** \$45.5K-\$114K, Rty: 10.5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

### Money Mailer Franchise ●

Direct-mail, online, and mobile marketing services  
**BEGAN:** 1979, Franchising: 1980  
**UNITS:** US: 149, CAN: 0, INTL: 0, CO: 80  
**COST:** \$65.2K-\$77K, Rty: \$75-\$300/area  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$100K liquid

### NeoTripper ●

Advertising and marketing services  
**BEGAN:** 2016, Franchising: 2019  
**UNITS:** US: 4, CAN: 2, INTL: 121, CO: 0  
**COST:** \$26.6K-\$142.2K, Rty: 5%  
**FINANCING:** Yes

### N2 Publishing ●●

Monthly community publications  
**BEGAN:** 2004, Franchising: 2016  
**UNITS:** US: 934, CAN: 0, INTL: 0, CO: 1  
**COST:** \$975-\$5.7K, Rty: 15%  
**FINANCING:** No

### Our Town America ●

Direct-mail advertising to new movers  
**BEGAN:** 1972, Franchising: 2004  
**UNITS:** US: 60, CAN: 0, INTL: 0, CO: 0  
**COST:** \$63.8K-\$86.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$160K net worth w/\$70K liquid

### RSVP Advertising ●

Advertising  
**BEGAN:** 1985, Franchising: 1998  
**UNITS:** US: 67, CAN: 0, INTL: 0, CO: 0  
**COST:** \$96.4K-\$265.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$15K-\$90K liquid

### Runningboards Marketing ●

Advertising  
**BEGAN:** 2018, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$71.5K-\$254.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

### The Scout Guide ●

City guides  
**BEGAN:** 2011, Franchising: 2013  
**UNITS:** US: 59, CAN: 0, INTL: 0, CO: 3  
**COST:** \$63.5K-\$70K, Rty: 10%  
**FINANCING:** No

### Tapinto.net ●●

Local online news sites  
**BEGAN:** 2008, Franchising: 2013  
**UNITS:** US: 77, CAN: 0, INTL: 0, CO: 0  
**COST:** \$10.3K-\$16.5K, Rty: 5-40%  
**FINANCING:** No

### Town Money Saver ●●

Direct-mail and digital advertising  
**BEGAN:** 1992, Franchising: 2005  
**UNITS:** US: 50, CAN: 0, INTL: 0, CO: 2  
**COST:** \$5.7K-\$17K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$5K liquid

## BUSINESS BROKERAGES

### First Choice Business Brokers ●●

Business brokerages  
**BEGAN:** 1994, Franchising: 2005  
**UNITS:** US: 20, CAN: 0, INTL: 0, CO: 6  
**COST:** \$54.3K-\$81.8K, Rty: 10-7%  
**FINANCING:** Yes

### Sunbelt Business Brokers ●

Business brokerages  
**BEGAN:** 1979, Franchising: 1993  
**UNITS:** US: 123, CAN: 31, INTL: 13, CO: 0  
**COST:** \$43.5K-\$104K, Rty: 0  
**FINANCING:** No

### Transworld Business Advisors ●

Business brokerages; franchise consulting  
**BEGAN:** 2007, Franchising: 2007  
**UNITS:** US: 253, CAN: 1, INTL: 40, CO: 1  
**COST:** \$74.9K-\$97.2K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$80K-\$100K net worth w/\$65K-\$86.9K liquid

### We Sell Restaurants ●

Restaurant and business brokerages, business services  
**BEGAN:** 2004, Franchising: 2011  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 3  
**COST:** \$59.9K-\$95.7K, Rty: 15%  
**FINANCING:** No  
**QUALIF:** \$50K liquid

### Website Closers

Business brokerages for tech and internet businesses  
**BEGAN:** 2010, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$77.1K-\$159.6K, Rty: 50%  
**FINANCING:** No  
**QUALIF:** \$100K net worth



N2 Publishing



 **BUSINESS COACHING & CONSULTING**
**ActionCoach** ● ●

Business coaching

**BEGAN:** 1993, Franchising: 1997  
**UNITS:** US: 152, CAN: 19, INTL: 617, CO: 2  
**COST:** \$47.9K-\$189.8K, Rty: \$1.95K+/mo.  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K-\$100K liquid

**The Alternative Board (TAB)**

● ●

Peer advisory boards, business coaching

**BEGAN:** 1990, Franchising: 1996  
**UNITS:** US: 110, CAN: 15, INTL: 165, CO: 25  
**COST:** \$48.6K-\$97.8K, Rty: 10-50%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$70K liquid

**Franchise Creator** ● ●

Franchise consulting

**BEGAN:** 2011, Franchising: 2013  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$30.7K-\$34.2K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$20K net worth w/\$20K liquid

**The Growth Coach** ●

Business and sales coaching for SMBs

**BEGAN:** 2002, Franchising: 2003  
**UNITS:** US: 69, CAN: 3, INTL: 12, CO: 0  
**COST:** \$57K-\$78.9K, Rty: 10%  
**FINANCING:** Yes

 **COWORKING SPACES**
**Office Evolution**

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

**BEGAN:** 2003, Franchising: 2012  
**UNITS:** US: 55, CAN: 0, INTL: 0, CO: 8  
**COST:** \$286.8K-\$1.5M, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$300K liquid

**Regus**

Flexible/virtual offices, coworking spaces, meeting and training facilities

**BEGAN:** 1989, Franchising: 2012  
**UNITS:** US: 0, CAN: 0, INTL: 28, CO: 3079  
**COST:** \$650.3K-\$1.7M, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1M net worth w/\$350K liquid

**Venture X**

Coworking spaces

**BEGAN:** 2012, Franchising: 2016  
**UNITS:** US: 20, CAN: 2, INTL: 1, CO: 0  
**COST:** \$612.2K-\$1.2M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$500K liquid

**WorkLodge**

Coworking and private office spaces

**BEGAN:** 2015, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$315.9K-\$1.4M, Rty: 7.5-7%  
**FINANCING:** Yes  
**QUALIF:** \$350K liquid

 **NETWORKING GROUPS**
**AmSpirit Business Connections**

● ●

Professional networking referral groups

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 1  
**COST:** \$13.9K-\$51.8K, Rty: 30%  
**FINANCING:** Yes

**Network In Action** ●

Professional networking and referral groups

**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 58, CAN: 0, INTL: 0, CO: 2  
**COST:** \$19.7K-\$47.7K, Rty: 9%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$25K liquid

**Network Lead Exchange** ● ●

Business referral networks

**BEGAN:** 2018, Franchising: 2018  
**UNITS:** US: 29, CAN: 0, INTL: 0, CO: 0  
**COST:** \$12.1K-\$21.8K, Rty: 25%  
**FINANCING:** Yes

 **PRINTING/MARKETING SERVICES**
**Allegra Marketing-Print-Mail**

Printing, marketing, mail, signs, promotional products

**BEGAN:** 1976, Franchising: 1977  
**UNITS:** US: 221, CAN: 66, INTL: 0, CO: 2  
**COST:** \$30.9K-\$373.9K, Rty: 1.5-6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$100K-\$250K liquid

**AlphaGraphics**

Printing, marketing communications, signs and graphics.

**BEGAN:** 1970, Franchising: 1980  
**UNITS:** US: 247, CAN: 0, INTL: 23, CO: 0  
**COST:** \$102.3K-\$380.6K, Rty: 7-3%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth

**Minuteman Press International**

Printing, graphics, and marketing services

**BEGAN:** 1973, Franchising: 1975  
**UNITS:** US: 713, CAN: 80, INTL: 174, CO: 0  
**COST:** \$74.9K-\$180.1K, Rty: to 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

**Optamark** ● ●

Printing and promotional products

**BEGAN:** 2011, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$35.95K-\$44.2K, Rty: 5-8%  
**FINANCING:** No

**PIP Marketing, Signs, Print**

Printing, signs, marketing services

**BEGAN:** 1965, Franchising: 1968  
**UNITS:** US: 64, CAN: 0, INTL: 2, CO: 0  
**COST:** \$227.98K-\$277.98K, Rty: 0.5-6.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$125K-\$150K liquid

**Proforma** ● ●

Printing and promotional products

**BEGAN:** 1978, Franchising: 1985  
**UNITS:** US: 595, CAN: 42, INTL: 0, CO: 0  
**COST:** \$5K-\$59.7K, Rty: 5-8%  
**FINANCING:** Yes

**Sir Speedy Print Signs Marketing**

Printing, signs, marketing services

**BEGAN:** 1968, Franchising: 1968  
**UNITS:** US: 151, CAN: 1, INTL: 68, 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:** 1990, Franchising: 2008  
**UNITS:** US: 51, CAN: 0, INTL: 0, CO: 1  
**COST:** \$66.95K-\$98.9K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$50K-\$150K liquid

**iTrip Vacations** ●

Short-term rental property management

**BEGAN:** 2008, Franchising: 2015  
**UNITS:** US: 83, CAN: 0, INTL: 0, CO: 1  
**COST:** \$129.1K-\$148.4K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$200K liquid

**Keyrenter Property Management** ●

Residential property management

**BEGAN:** 2007, Franchising: 2014  
**UNITS:** US: 38, CAN: 0, INTL: 0, CO: 4  
**COST:** \$70.1K-\$122.4K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

**Property Management Inc.** ● ●

Commercial, residential, association, and short-term rental property management

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 254, CAN: 0, INTL: 2, CO: 1  
**COST:** \$42.6K-\$166.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$500K net worth w/\$50K-\$120K liquid

**Real Property Management**

Property management

**BEGAN:** 1986, Franchising: 2004  
**UNITS:** US: 315, CAN: 22, INTL: 0, CO: 0  
**COST:** \$101.2K-\$154.97K, Rty: 7%  
**FINANCING:** Yes

 **SHIPPING SERVICES**
**InXpress** ●

Shipping services

**BEGAN:** 1999, Franchising: 2000  
**UNITS:** US: 101, CAN: 34, INTL: 240, CO: 0  
**COST:** \$85.6K-\$166.99K, Rty: 30%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$25K liquid

**Unishippers Global Logistics**

● ●

Shipping services

**BEGAN:** 1987, Franchising: 1987  
**UNITS:** US: 137, CAN: 0, INTL: 0, CO: 92  
**COST:** \$41.8K-\$331.6K, Rty: 15-18.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$40K-\$100K liquid

 **SIGNS**
**FastSigns International**

Signs, graphics

**BEGAN:** 1985, Franchising: 1986  
**UNITS:** US: 656, CAN: 36, INTL: 49, CO: 0  
**COST:** \$218.6K-\$298.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$80K liquid

**Image360**

Signs, graphics, displays, digital imaging

**BEGAN:** 1986, Franchising: 1987  
**UNITS:** US: 293, CAN: 5, INTL: 4, CO: 2  
**COST:** \$196.5K-\$370.5K, Rty: 6-1.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

**Signarama**

Sign products and services

**BEGAN:** 1986, Franchising: 1987  
**UNITS:** US: 415, CAN: 30, INTL: 276, CO: 0  
**COST:** \$106.5K-\$308.5K, Rty: 2-6%  
**FINANCING:** Yes

**SpeedPro**

Large-format graphics

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 134, CAN: 51, INTL: 0, CO: 0  
**COST:** \$53.6K-\$297.8K, Rty: 6%/4%  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$500K net worth w/\$60K liquid



## STAFFING/RECRUITING

### American Recruiters ●

Recruiting

**BEGAN:** 1982, Franchising: 1999  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 1  
**COST:** \$75.8K-\$123.3K, Rty: 9-3%  
**FINANCING:** Yes

### AtWork Group

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

**BEGAN:** 1986, Franchising: 1992  
**UNITS:** US: 78, CAN: 0, INTL: 0, CO: 1  
**COST:** \$154K-\$231K, Rty: 7-2.6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

### Express Employment Professionals

Staffing, HR solutions

**BEGAN:** 1983, Franchising: 1985  
**UNITS:** US: 749, CAN: 38, INTL: 13, CO: 0  
**COST:** \$140K-\$211K, Rty: 8.6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

### Fortune Personnel Consultants (FPC)

Executive recruiting

**BEGAN:** 1959, Franchising: 1973  
**UNITS:** US: 60, CAN: 1, INTL: 0, CO: 0  
**COST:** \$86.3K-\$135.1K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K-\$100K liquid

### Jomsom Staffing Services

Temporary staffing, direct hire, recruitment services, consulting

**BEGAN:** 2008, Franchising: 2012  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 0  
**COST:** \$84.1K-\$128K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$100K liquid

### Labor Finders

Industrial staffing

**BEGAN:** 1975, Franchising: 1975  
**UNITS:** US: 195, CAN: 0, INTL: 0, CO: 0  
**COST:** \$128.5K-\$217.96K, Rty: 3.5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$35K liquid

### Link Staffing Services

Staffing, HR solutions

**BEGAN:** 1980, Franchising: 1994  
**UNITS:** US: 37, CAN: 0, INTL: 0, CO: 7  
**COST:** \$112.5K-\$199K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$250K net worth w/\$80K-\$160K liquid

### Nextaff

Staffing

**BEGAN:** 1998, Franchising: 2004  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 61  
**COST:** \$98.8K-\$148.8K, Rty: 8-6%  
**FINANCING:** Yes  
**QUALIF:** \$175K net worth w/\$150K liquid

### Patrice & Associates ●

Hospitality, retail, and sales recruiting

**BEGAN:** 1989, Franchising: 2008  
**UNITS:** US: 154, CAN: 3, INTL: 0, CO: 0  
**COST:** \$90.6K-\$108K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth

### PrideStaff

Staffing

**BEGAN:** 1978, Franchising: 1995  
**UNITS:** US: 77, CAN: 0, INTL: 0, CO: 3  
**COST:** \$143K-\$233.5K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$350K net worth w/\$150K-\$200K liquid

### Recruiting in Motion Franchise

Permanent and contract/temporary personnel placement and recruiting

**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 0, CAN: 7, INTL: 0, CO: 4  
**COST:** \$102.9K-\$238.7K, Rty: 3-7%  
**FINANCING:** No  
**QUALIF:** \$150K-\$250K net worth w/\$40K-\$75K liquid

### Remedy Intelligent Staffing

Staffing

**BEGAN:** 1965, Franchising: 1987  
**UNITS:** US: 130, CAN: 0, INTL: 0, CO: 0  
**COST:** \$152K-\$258.5K, Rty: Varies  
**FINANCING:** No  
**QUALIF:** \$50K-\$100K liquid

### Sanford Rose Associates International ●

Executive search and recruiting

**BEGAN:** 1959, Franchising: 1970  
**UNITS:** US: 99, CAN: 0, INTL: 3, CO: 0  
**COST:** \$108.3K-\$143.6K, Rty: 7-6%  
**FINANCING:** Yes

### Spherion Staffing

Staffing, recruiting

**BEGAN:** 1946, Franchising: 1956  
**UNITS:** US: 197, CAN: 0, INTL: 0, CO: 0  
**COST:** \$148K-\$347.5K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$100K liquid

## TRAINING PROGRAMS

### Crestcom International ●

Leadership development

**BEGAN:** 1987, Franchising: 1991  
**UNITS:** US: 41, CAN: 15, INTL: 124, CO: 0  
**COST:** \$85.2K-\$99.3K, Rty: 1.5%  
**FINANCING:** Yes  
**QUALIF:** \$120K-\$500K net worth w/\$75K liquid

### Dale Carnegie

Workplace training and development

**BEGAN:** 1912, Franchising: 2000  
**UNITS:** US: 95, CAN: 9, INTL: 126, CO: 1  
**COST:** \$93.4K-\$245.8K, Rty: 4.5-12%  
**FINANCING:** No  
**QUALIF:** \$500K-\$1M net worth w/\$150K-\$500K liquid

### Leadership Management International ● ●

Leadership and organization training and development

**BEGAN:** 1966, Franchising: 1966  
**UNITS:** US: 112, 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: 15, INTL: 55, CO: 0  
**COST:** \$97.5K-\$114.5K, Rty: \$1.2K/mo.  
**FINANCING:** No  
**QUALIF:** \$250K-\$450K net worth w/\$100K-\$150K liquid

## MISCELLANEOUS BUSINESS SERVICES

### Cartridge World ● ●

Printers, cartridges, and printer services

**BEGAN:** 1997, Franchising: 1997  
**UNITS:** US: 245, CAN: 1, INTL: 312, CO: 0  
**COST:** \$36.9K-\$136.3K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$30K-\$40K liquid

### Coconut Stock ●

Branded coconuts

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$41.6K-\$49.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$19.9K net worth w/\$19.9K liquid

### Nexterus Franchising ●

Consulting, supply chain management, logistics

**BEGAN:** 1946, Franchising: 2018  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$117.8K-\$154.3K, Rty: 15%  
**FINANCING:** Yes

### Please Hold ●

Custom on-hold messages

**BEGAN:** 1994, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$47.8K-\$70.8K, Rty: 10%  
**FINANCING:** No

### Supply Pointe ●

Transportation, packaging, waste removal, pallet supply

**BEGAN:** 2002, Franchising: 2017  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 3  
**COST:** \$79K-\$141.5K, Rty: to \$2K/mo.  
**FINANCING:** Yes

### Total Reporting ● ●

Employment screening

**BEGAN:** 2004, Franchising: 2015  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 1  
**COST:** \$25.8K-\$37.8K, Rty: 0  
**FINANCING:** Yes

### Valenta BPO ●

Outsourcing, consulting, and CRM solutions

**BEGAN:** 2014, Franchising: 2018  
**UNITS:** US: 1, CAN: 1, INTL: 4, CO: 8  
**COST:** \$66.9K-\$97.7K, Rty: 0  
**FINANCING:** No

### YESCO Sign & Lighting Service ●

Sign and lighting service and maintenance

**BEGAN:** 1920, Franchising: 2011  
**UNITS:** US: 50, CAN: 7, INTL: 0, CO: 39  
**COST:** \$65K-\$352.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

## Children's Businesses

### CHILDCARE

#### Adventure Kids Playcare

Childcare/entertainment centers

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 12, 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: 27, CAN: 0, INTL: 0, CO: 3  
**COST:** \$215K-\$656K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

**Celebree School**

Early childhood education and childcare

**BEGAN:** 1994, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 26  
**COST:** \$525.5K-\$684K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$100K liquid

**Children's Lighthouse**

Childcare

**BEGAN:** 1996, Franchising: 1999  
**UNITS:** US: 49, CAN: 0, INTL: 0, CO: 0  
**COST:** \$722.5K-\$4.99M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$600K-\$950K net worth w/\$300K-\$500K liquid

**College Nannies, Sitters and Tutors**

Nanny-placement, babysitting

**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 193, CAN: 0, INTL: 0, CO: 0  
**COST:** \$105K-\$158K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$60K liquid

**Creative World School Franchising**

Early childhood education centers

**BEGAN:** 1970, Franchising: 2000  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 7  
**COST:** \$2.4M-\$5.2M, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$400K-\$550K liquid

**Discovery Point Franchising**

Childcare

**BEGAN:** 1988, Franchising: 1990  
**UNITS:** US: 44, CAN: 0, INTL: 0, CO: 3  
**COST:** \$405.6K-\$3.4M, Rty: \$4.7K-\$6.5K/mo.  
**FINANCING:** No  
**QUALIF:** \$1.5M net worth w/\$300K-\$500K liquid

**Genius Kids**

Preschool, daycare, public-speaking enrichment programs

**BEGAN:** 2001, Franchising: 2011  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 4  
**COST:** \$239.9K-\$619.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$250K liquid

**Giggles Drop-In Childcare**

Drop-in childcare, afterschool programs, summer camps

**BEGAN:** 2008, Franchising: 2013  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 1  
**COST:** \$334K-\$762.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K-\$75K liquid

**Goddard Systems**

Preschool/educational childcare

**BEGAN:** 1986, Franchising: 1988  
**UNITS:** US: 538, CAN: 0, INTL: 0, CO: 0  
**COST:** \$697.1K-\$863.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$750K-\$2M net worth w/\$150K liquid

**Ivybrook Academy**

Preschool

**BEGAN:** 2007, Franchising: 2016  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 1  
**COST:** \$310.7K-\$440.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$150K liquid

**Ivy Kids Systems**

Childcare and early learning

**BEGAN:** 2002, Franchising: 2016  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 5  
**COST:** \$2.6M-\$5.6M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$600K-\$1M net worth w/\$500K-\$1M liquid

**Kiddie Academy**

Educational childcare

**BEGAN:** 1981, Franchising: 1992  
**UNITS:** US: 256, CAN: 0, INTL: 0, CO: 1  
**COST:** \$345K-\$5.6M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$250K liquid

**KidsPark**

Hourly childcare and preschool

**BEGAN:** 1988, Franchising: 2003  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 2  
**COST:** \$261.3K-\$449.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$500K net worth w/\$70K-\$400K liquid

**Kids 'R' Kids Learning Academies**

Childcare centers

**BEGAN:** 1985, Franchising: 1988  
**UNITS:** US: 165, CAN: 0, INTL: 11, CO: 0  
**COST:** \$4.4M-\$5.7M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$400K-\$600K liquid

**KLA Schools**

Preschool/childcare

**BEGAN:** 2007, Franchising: 2009  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 7  
**COST:** \$1.1M-\$5.95M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$600K-\$1M net worth w/\$250K-\$400K liquid

**LeafSpring Schools**

Educational childcare, preschool, school-age recreation

**BEGAN:** 1988, Franchising: 1999  
**UNITS:** US: 11, CAN: 0, INTL: 0, CO: 1  
**COST:** \$3.7M-\$6.8M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M-\$2.5M net worth w/\$750K-\$1.5M liquid

**The Learning Experience Academy of Early Education**

Preschool/educational childcare

**BEGAN:** 1979, Franchising: 2003  
**UNITS:** US: 212, CAN: 0, INTL: 0, CO: 23  
**COST:** \$544.4K-\$3.6M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Lightbridge Academy**

Childcare/early learning

**BEGAN:** 1997, Franchising: 2011  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 14  
**COST:** \$549.2K-\$5.1M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$200K liquid

**Montessori Kids Universe**

Educational childcare

**BEGAN:** 1988, Franchising: 2013  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 0  
**COST:** \$431.3K-\$933.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$550K net worth w/\$150K-\$300K liquid

**Muse Global**

Early childhood education

**BEGAN:** 2006, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$432.1K-\$2.2M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K liquid

**Primrose School Franchising**

Educational childcare

**BEGAN:** 1982, Franchising: 1988  
**UNITS:** US: 430, CAN: 0, INTL: 0, CO: 0  
**COST:** \$651.9K-\$6.8M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$600K liquid

**Tierra Encantada**

Spanish immersion daycare and preschool

**BEGAN:** 2013, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 5  
**COST:** \$846.6K-\$1.8M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$250K-\$360K liquid

**Twinkle Toes Nanny Agency** 

In-home child care

**BEGAN:** 2011, Franchising: 2017  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 2  
**COST:** \$35.4K-\$68.9K, Rty: 3%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$30K liquid

 **CHILDREN'S ENRICHMENT: ART**
**Abrakadoodle**  

Art-education programs for children

**BEGAN:** 2002, Franchising: 2004  
**UNITS:** US: 40, CAN: 0, INTL: 447, CO: 2  
**COST:** \$38K-\$81.9K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Kidcreate Studio** 

Children's art education

**BEGAN:** 2007, Franchising: 2016  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 2  
**COST:** \$108.8K-\$231.8K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$75K liquid

**KidzArt**  

Art-education programs, products, and services

**BEGAN:** 1997, Franchising: 2002  
**UNITS:** US: 41, CAN: 1, INTL: 9, CO: 0  
**COST:** \$21.5K-\$34.1K, Rty: 8%  
**FINANCING:** Yes

**Young Rembrandts Franchise**

Drawing classes for ages 3 to 12

**BEGAN:** 1988, Franchising: 1997  
**UNITS:** US: 86, CAN: 5, INTL: 6, CO: 0  
**COST:** \$41.3K-\$48.7K, Rty: 10-8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$40K liquid

 **CHILDREN'S ENRICHMENT: COOKING**
**Chef It Up!/Chef It Up 2 Go!**  

Allergy-friendly cooking parties, classes, and events

**BEGAN:** 2003, Franchising: 2005  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 2  
**COST:** \$36.1K-\$95.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$20K net worth w/\$10K liquid



### Taste Buds Kitchen

Cooking events for children and adults

**BEGAN:** 2007, Franchising: 2013  
**UNITS:** US: 11, CAN: 0, INTL: 0, CO: 1  
**COST:** \$260.1K-\$405.2K, Rty: 9%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$350K net worth w/\$100K-\$120K liquid

### Young Chefs Academy

Cooking schools for children and adults

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 2  
**COST:** \$95.3K-\$183.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$75K liquid

## CHILDREN'S ENRICHMENT: MUSIC

### Bach to Rock

Music schools

**BEGAN:** 2007, Franchising: 2011  
**UNITS:** US: 33, CAN: 0, INTL: 0, CO: 9  
**COST:** \$292.7K-\$525.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

### My Music Workshop ● ●

Music classes for ages 2 to 6

**BEGAN:** 2009, Franchising: 2018  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$31.1K-\$48.5K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$15K liquid

### School of Rock

Music education

**BEGAN:** 1998, Franchising: 2005  
**UNITS:** US: 172, CAN: 5, INTL: 42, CO: 48  
**COST:** \$271.5K-\$494.1K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$125K liquid

### Songs for Seeds ● ●

Children's music classes

**BEGAN:** 2009, Franchising: 2012  
**UNITS:** US: 19, CAN: 0, INTL: 0, CO: 0  
**COST:** \$92.3K-\$122.7K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$70K liquid

## CHILDREN'S ENRICHMENT: STEM

### Areteem Intelligence Planet

STEM learning centers for K-12 students

**BEGAN:** 2004, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$81.8K-\$133.7K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$24.9K net worth w/\$24.9K liquid

### Bricks Bots & Beakers ● ●

STEM camps, classes, parties

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 19, CAN: 0, INTL: 0, CO: 2  
**COST:** \$29.6K-\$37.5K, 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: 303, CAN: 37, INTL: 184, CO: 0  
**COST:** \$37.3K-\$68.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$30K liquid

### Challenge Island ● ●

Educational enrichment programs

**BEGAN:** 2003, Franchising: 2012  
**UNITS:** US: 90, CAN: 0, INTL: 11, CO: 3  
**COST:** \$48.3K-\$62.95K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$40K liquid

### Club SciKidz ● ●

Science and technology enrichment programs

**BEGAN:** 1997, Franchising: 2007  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 1  
**COST:** \$43K-\$63.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$45K-\$250K net worth w/\$40K-\$50K liquid

### CodeFu ● ●

Coding classes for children

**BEGAN:** 2015, Franchising: 2018  
**UNITS:** US: 9, CAN: 6, INTL: 2, CO: 9  
**COST:** \$21.7K-\$33.6K, Rty: 10%  
**FINANCING:** Yes

### Code Ninjas

Computer-coding learning centers for ages 4 and up

**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 201, CAN: 8, INTL: 0, CO: 3  
**COST:** \$118.6K-\$387.3K, Rty: 6%  
**FINANCING:** Yes

### the Coder School

Coding education for ages 7 to 18

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 41, CAN: 0, INTL: 0, CO: 3  
**COST:** \$65.3K-\$150.7K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$50K liquid

### Code Wiz

Coding, robotics, and STEM enrichment classes and camps for ages 7 to 17

**BEGAN:** 2017, Franchising: 2018  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$93.8K-\$168.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K liquid

### CompuChild ● ●

STEAM classes

**BEGAN:** 1994, Franchising: 2001  
**UNITS:** US: 21, CAN: 1, INTL: 0, CO: 1  
**COST:** \$18.3K-\$33K, Rty: \$150+/mo.  
**FINANCING:** No  
**QUALIF:** \$5K-\$16K liquid

### Engineering for Kids ● ●

STEM activities

**BEGAN:** 2009, Franchising: 2011  
**UNITS:** US: 85, CAN: 10, INTL: 61, CO: 1  
**COST:** \$28.1K-\$94.3K, Rty: 7-5%  
**FINANCING:** Yes

### High Touch-High Tech ●

Science enrichment activities for schools/parties

**BEGAN:** 1990, Franchising: 1993  
**UNITS:** US: 18, CAN: 2, INTL: 11, CO: 4  
**COST:** \$62.8K-\$69K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$39.5K-\$61.3K liquid

### Ho Math Chess Tutoring Centre ● ●

After-school math, chess, and puzzle learning programs

**BEGAN:** 1995, Franchising: 2004  
**UNITS:** US: 4, CAN: 2, INTL: 3, CO: 1  
**COST:** \$5K-\$5K, Rty: 0  
**FINANCING:** Yes

### iCode

Computer science education for children in grades K-12

**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 2  
**COST:** \$175K-\$343K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$100K liquid

### IDEA Lab Kids

STEAM enrichment classes, camps, and parties

**BEGAN:** 2012, Franchising: 2016  
**UNITS:** US: 19, CAN: 4, INTL: 2, CO: 0  
**COST:** \$155.5K-\$368K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$25K-\$50K liquid

### Mad Science Group

Science education and entertainment programs

**BEGAN:** 1985, Franchising: 1995  
**UNITS:** US: 80, CAN: 22, INTL: 36, CO: 1  
**COST:** \$74.1K-\$110.5K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$23.5K liquid

### Nutty Scientists ● ● ●

Science enrichment and entertainment programs

**BEGAN:** 1996, Franchising: 1997  
**UNITS:** US: 5, CAN: 2, INTL: 242, CO: 3  
**COST:** \$35K-\$187.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$40K net worth w/\$35K liquid

### Snapology ● ●

STEAM education programs

**BEGAN:** 2010, Franchising: 2015  
**UNITS:** US: 98, CAN: 3, INTL: 55, CO: 1  
**COST:** \$40.4K-\$214.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$37.5K-\$50K liquid

### STEAM City Kids ●

Mobile STEAM enrichment programs

**BEGAN:** 2006, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$73.8K-\$81.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$26.5K net worth w/\$26.5K liquid

### STEM For Kids ● ●

Biomed, coding, business, and engineering programs for ages 4 to 14

**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 65, CAN: 24, INTL: 28, CO: 5  
**COST:** \$19.9K-\$48.7K, Rty: 7%+  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$20K liquid

### Stemtree

Science, coding, robotics, and electronics programs

**BEGAN:** 2014, Franchising: 2016  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 1  
**COST:** \$65.2K-\$130.8K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$149.8K net worth w/\$125K-\$149.8K liquid

### Wize Computing Academy ● ●

Coding and robotics programs for ages 4 to 16

**BEGAN:** 2015, Franchising: 2018  
**UNITS:** US: 7, CAN: 2, INTL: 0, CO: 1  
**COST:** \$34.8K-\$66.8K, Rty: 8-6%  
**FINANCING:** Yes

## CHILDREN'S ENRICHMENT: MISCELLANEOUS

### Detroit Kid City Franchise

Children's educational entertainment cafes

**BEGAN:** 2011, Franchising: 2017  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$281.2K-\$378.95K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$56.2K-\$75.8K liquid



**Drama Kids International**  

After-school drama classes and summer camps

**BEGAN:** 1979, Franchising: 1989  
**UNITS:** US: 73, CAN: 0, INTL: 165, CO: 0  
**COST:** \$33.8K-\$68K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$30K liquid

**iKids U** 

Educational after-school programs

**BEGAN:** 2007, Franchising: 2016  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$102.2K-\$123K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$50K liquid

**LearningRx**

Learning enhancement, cognitive training, reading training

**BEGAN:** 1986, Franchising: 2003  
**UNITS:** US: 64, CAN: 0, INTL: 0, CO: 1  
**COST:** \$90K-\$149K, Rty: 8-7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$44K-\$60K liquid

**Little Medical School**  

Healthcare-themed after-school and summer-camp programs

**BEGAN:** 2010, Franchising: 2014  
**UNITS:** US: 35, CAN: 3, INTL: 11, CO: 4  
**COST:** \$36.8K-\$53.2K, Rty: 8%+  
**FINANCING:** Yes

**Oksana Enrichment Programs**  

Enrichment programs

**BEGAN:** 1999, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$24.7K-\$36.7K, Rty: \$300+/mo.  
**FINANCING:** No

**Parker-Anderson Enrichment**  

Enrichment programs

**BEGAN:** 2005, Franchising: 2014  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 1  
**COST:** \$15.98K-\$81.1K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$20K liquid

**Romp n' Roll**

Recreational and enrichment classes, camps, parties

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 10, CAN: 0, INTL: 345, CO: 2  
**COST:** \$198.7K-\$399.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**Village East Gifted**

Learning centers for gifted students

**BEGAN:** 2007, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$115.4K-\$160.4K, Rty: 8.5%  
**FINANCING:** Yes

 **CHILDREN'S FITNESS**
**Amazing Athletes**  

Educational sports programs

**BEGAN:** 2002, Franchising: 2006  
**UNITS:** US: 115, CAN: 0, INTL: 4, CO: 11  
**COST:** \$30.7K-\$61.7K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$15.5K liquid

**Apex Leadership Co.** 

Elementary-school fundraising and fitness programs

**BEGAN:** 2011, Franchising: 2012  
**UNITS:** US: 97, CAN: 0, INTL: 0, CO: 8  
**COST:** \$81.5K-\$104.2K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$50K liquid

**Children First Sports**  

Physical education programs

**BEGAN:** 2017, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$39.4K-\$46K, Rty: 6%  
**FINANCING:** Yes

**D-BAT Academies**

Indoor baseball and softball training, batting cages, merchandise

**BEGAN:** 1998, Franchising: 2007  
**UNITS:** US: 75, CAN: 0, INTL: 5, CO: 0  
**COST:** \$398K-\$699.98K, Rty: 40% of membership fees  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$5M net worth w/\$75K-\$200K liquid

**Footbik**

Soccer-based early development centers

**BEGAN:** 2018, Franchising: 2019  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 3  
**COST:** \$207.3K-\$354K, Rty: 7%  
**FINANCING:** No

**Fun Bus Fitness Fun on Wheels** 

Mobile children's fitness and entertainment

**BEGAN:** 2000, Franchising: 2003  
**UNITS:** US: 23, CAN: 0, INTL: 0, CO: 0  
**COST:** \$95.7K-\$117.9K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$300K net worth w/\$50K-\$100K liquid

**Hi-Five Sports Franchising**  

Youth sports programs

**BEGAN:** 1990, Franchising: 2015  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 3  
**COST:** \$17.9K-\$388.2K, Rty: 8.5%  
**FINANCING:** Yes

**i9 Sports** 

Youth sports leagues, camps, and clinics

**BEGAN:** 2002, Franchising: 2003  
**UNITS:** US: 146, CAN: 0, INTL: 0, CO: 1  
**COST:** \$59.9K-\$69.9K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Kidokinetics**  

Mobile children's physical education programs

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

**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

**Kinderdance International**  

Children's dance, gymnastics, fitness, and yoga programs

**BEGAN:** 1979, Franchising: 1985  
**UNITS:** US: 98, CAN: 0, INTL: 63, CO: 2  
**COST:** \$18.1K-\$46.8K, Rty: 6-12%  
**FINANCING:** Yes  
**QUALIF:** \$14.95K net worth w/\$14.95K liquid

**The Little Gym International**

Child-development/fitness programs

**BEGAN:** 1976, Franchising: 1992  
**UNITS:** US: 192, CAN: 6, INTL: 171, CO: 0  
**COST:** \$174.9K-\$456.5K, 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: 46, INTL: 289, CO: 2  
**COST:** \$25.2K-\$37.1K, Rty: 10%  
**FINANCING:** No

**Little Land Play Gym**

Indoor play facilities and pediatric therapy

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 7, CAN: 0, INTL: 1, CO: 2  
**COST:** \$225.5K-\$498.5K, Rty: 6%  
**FINANCING:** Yes

**My Gym Children's Fitness Center**  

Early-learning/fitness programs

**BEGAN:** 1983, Franchising: 1995  
**UNITS:** US: 170, CAN: 14, INTL: 510, CO: 0  
**COST:** \$36.8K-\$277.2K, Rty: 7-8%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K net worth w/\$35K-\$65K liquid

**NZone Sports of America**  

Sports leagues and programs for ages 2 to 15

**BEGAN:** 2010, Franchising: 2011  
**UNITS:** US: 47, CAN: 0, INTL: 0, CO: 0  
**COST:** \$41.1K-\$58.5K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$20K-\$45K liquid

**One Sports Nation/Fun Size Sports**  

Youth sports leagues/children's sports enrichment programs

**BEGAN:** 2012, Franchising: 2012  
**UNITS:** US: 25, CAN: 0, INTL: 0, CO: 0  
**COST:** \$16.6K-\$98.2K, Rty: 8%  
**FINANCING:** No

**Overtime Franchise** 

Youth sports programs

**BEGAN:** 2003, Franchising: 2016  
**UNITS:** US: 17, CAN: 0, INTL: 0, CO: 3  
**COST:** \$32.7K-\$56.3K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$10K-\$20K liquid

**Parisi Speed School**  

Youth sports performance training

**BEGAN:** 1992, Franchising: 2005  
**UNITS:** US: 100, CAN: 0, INTL: 3, CO: 0  
**COST:** \$9K-\$183.5K, Rty: \$250-\$1.4K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

**RedLine Athletics Franchising**   

Youth athletic training centers; fitness and fundraising services

**BEGAN:** 2013, Franchising: 2013  
**UNITS:** US: 21, CAN: 0, INTL: 0, CO: 1  
**COST:** \$4.3K-\$422.2K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** Up to \$300K net worth w/\$10K-\$75K liquid

**Skyhawks Sports & Supertots Sports Academy**  

Sports camps and programs

**BEGAN:** 1979, Franchising: 2007  
**UNITS:** US: 99, CAN: 0, INTL: 3, CO: 65  
**COST:** \$30K-\$71.8K, Rty: 9-6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$75K liquid



### Soccer Shots Franchising ●●

Soccer programs for ages 2 to 8

**BEGAN:** 1997, Franchising: 2005  
**UNITS:** US: 218, CAN: 5, INTL: 0, CO: 9  
**COST:** \$41K-\$53.95K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$35K net worth w/\$20K liquid

### Sportball ●

Sports enrichment programs for ages 16 months to 12 years

**BEGAN:** 1995, Franchising: 2007  
**UNITS:** US: 7, CAN: 18, INTL: 1, CO: 4  
**COST:** \$50.2K-\$68.3K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$20K-\$25K liquid

### TGA Premier Sports ●●

Youth sports programs

**BEGAN:** 2002, Franchising: 2006  
**UNITS:** US: 119, CAN: 2, INTL: 0, CO: 4  
**COST:** \$18.8K-\$68.3K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$25K net worth w/\$25K liquid

### Tippi Toes ●

Children's dance classes

**BEGAN:** 2002, Franchising: 2009  
**UNITS:** US: 31, CAN: 0, INTL: 1, CO: 0  
**COST:** \$52.1K-\$69.1K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$15K liquid

### Tutu School

Children's ballet schools

**BEGAN:** 2008, Franchising: 2012  
**UNITS:** US: 34, CAN: 0, INTL: 0, CO: 3  
**COST:** \$73.7K-\$135.2K, Rty: 5%  
**FINANCING:** No

### Zooga Yoga Enterprises

Yoga classes for children and families

**BEGAN:** 2012, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$88.4K-\$282.3K, Rty: 5%  
**FINANCING:** Yes

## CHILDREN'S RETAIL

### Bricks & Minifigs

Lego resale stores

**BEGAN:** 2010, Franchising: 2011  
**UNITS:** US: 35, CAN: 1, INTL: 0, CO: 2  
**COST:** \$108.5K-\$276.4K, Rty: 6%  
**FINANCING:** Yes

### Children's Orchard

Children's clothing and toys resale stores

**BEGAN:** 1980, Franchising: 1985  
**UNITS:** US: 25, CAN: 0, INTL: 0, CO: 0  
**COST:** \$174.7K-\$326K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$90K liquid

### Just Between Friends Franchise Systems ●●

Children's and maternity consignment events

**BEGAN:** 1997, Franchising: 2004  
**UNITS:** US: 150, CAN: 0, INTL: 0, CO: 7  
**COST:** \$38.5K-\$54.5K, Rty: 3%  
**FINANCING:** No  
**QUALIF:** \$50K net worth w/\$30K liquid

### Kid to Kid

New and used children's and maternity clothing and products

**BEGAN:** 1992, Franchising: 1994  
**UNITS:** US: 86, CAN: 1, INTL: 23, CO: 4  
**COST:** \$301.8K-\$484.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

### Learning Express Toys

Specialty toy stores

**BEGAN:** 1987, Franchising: 1990  
**UNITS:** US: 107, CAN: 0, INTL: 0, CO: 0  
**COST:** \$189.9K-\$364.2K, 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: 338, CAN: 47, INTL: 0, CO: 0  
**COST:** \$246.7K-\$391.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$90K-\$105K liquid

### Rhea Lana's Franchise Systems ●

Children's consignment events

**BEGAN:** 1997, Franchising: 2008  
**UNITS:** US: 93, CAN: 0, INTL: 0, CO: 3  
**COST:** \$20.6K-\$39.95K, Rty: 3-1%  
**FINANCING:** No

## SWIMMING LESSONS

### Aqua-Tots Swim Schools

Swimming lessons

**BEGAN:** 1991, Franchising: 2007  
**UNITS:** US: 93, CAN: 2, INTL: 14, CO: 1  
**COST:** \$502.1K-\$1.2M, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1.5M net worth w/\$200K-\$500K liquid

### Big Blue Swim School

Swimming lessons for ages newborn to 10

**BEGAN:** 2009, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 5  
**COST:** \$1.8M-\$3.7M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M-\$10M net worth w/\$600K-\$1M liquid

### British Swim School ●

Swimming lessons for ages 3 months and older

**BEGAN:** 1981, Franchising: 2011  
**UNITS:** US: 65, CAN: 3, INTL: 1, CO: 0  
**COST:** \$91.3K-\$145.9K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$100K liquid

### Goldfish Swim School Franchising

Infant and child swimming lessons

**BEGAN:** 2006, Franchising: 2008  
**UNITS:** US: 99, CAN: 2, INTL: 0, CO: 1  
**COST:** \$1.4M-\$3.2M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$600K liquid

### SafeSplash/SwimLabs/Swimtastic ●

Child and adult swimming lessons, parties, summer camps

**BEGAN:** 2005, Franchising: 2014  
**UNITS:** US: 105, CAN: 0, INTL: 49, CO: 9  
**COST:** \$44.5K-\$1.8M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$1.5M net worth w/\$60K-\$300K liquid

## TUTORING

### Best Brains ●

Tutoring centers

**BEGAN:** 2011, Franchising: 2013  
**UNITS:** US: 122, CAN: 13, INTL: 2, CO: 4  
**COST:** \$16.5K-\$78.7K, Rty: 18-14%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$35K liquid

### Best in Class Education Center

Afterschool supplemental education

**BEGAN:** 1988, Franchising: 2011  
**UNITS:** US: 65, CAN: 0, INTL: 0, CO: 0  
**COST:** \$67.4K-\$127.7K, Rty: 12%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$150K net worth w/\$35K-\$50K liquid

### Brain Balance Achievement Centers

Supplemental education

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 111, CAN: 0, INTL: 0, CO: 1  
**COST:** \$256.9K-\$478.9K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth

### Club Z! In-Home Tutoring Services ●●

In-home tutoring

**BEGAN:** 1995, Franchising: 1998  
**UNITS:** US: 365, CAN: 12, INTL: 5, CO: 0  
**COST:** \$33.5K-\$52.4K, Rty: 6-8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$40K liquid

### Elite Tutoring Place

Tutoring

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 1  
**COST:** \$48K-\$93K, Rty: \$300-\$600/mo.  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$22.5K liquid

### Eye Level Learning Centers

Supplemental education

**BEGAN:** 1976, Franchising: 1976  
**UNITS:** US: 180, CAN: 13, INTL: 646, CO: 799  
**COST:** \$52.3K-\$121.7K, Rty: \$32-\$36/subject/mo.  
**FINANCING:** Yes  
**QUALIF:** \$130K net worth w/\$50K-\$60K liquid

### GradePower Learning

Supplemental education

**BEGAN:** 1984, Franchising: 1991  
**UNITS:** US: 28, CAN: 121, INTL: 5, CO: 3  
**COST:** \$99.8K-\$270.5K, Rty: 10%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K liquid

### Huntington Learning Centers

Tutoring and test prep

**BEGAN:** 1977, Franchising: 1985  
**UNITS:** US: 274, CAN: 0, INTL: 0, CO: 24  
**COST:** \$133.5K-\$276.7K, Rty: 9.5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$65K liquid

### JEI Learning Center

Individualized supplemental education

**BEGAN:** 1977, Franchising: 1992  
**UNITS:** US: 82, CAN: 9, INTL: 161, CO: 265  
**COST:** \$69.8K-\$116.5K, Rty: \$23-\$33/subject/mo.  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$75K liquid

### Kumon Math & Reading Centers

Supplemental education

**BEGAN:** 1954, Franchising: 1958  
**UNITS:** US: 1,565, CAN: 373, INTL: 24,400, CO: 27  
**COST:** \$74.4K-\$156.6K, Rty: \$34-\$38/student/mo.  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$70K liquid

### Mathnasium Learning Centers

Math tutoring

**BEGAN:** 2002, Franchising: 2003  
**UNITS:** US: 934, CAN: 76, INTL: 58, CO: 6  
**COST:** \$112.8K-\$149.1K, Rty: 10%+  
**FINANCING:** Yes  
**QUALIF:** \$149.1K net worth w/\$112.8K liquid



**Sylvan Learning**

Individualized supplemental education  
**BEGAN:** 1979, Franchising: 1980  
**UNITS:** US: 476, CAN: 68, INTL: 20, CO: 7  
**COST:** \$70.3K-\$163.6K, Rty: 16%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K liquid

**Tutor Doctor** ●

Tutoring  
**BEGAN:** 2000, Franchising: 2003  
**UNITS:** US: 354, CAN: 116, INTL: 216, CO: 0  
**COST:** \$84.3K-\$128.99K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$300K net worth w/\$84.3K-\$128.99K liquid

**The Tutoring Center**

Tutoring  
**BEGAN:** 1994, Franchising: 2005  
**UNITS:** US: 98, CAN: 0, INTL: 2, CO: 0  
**COST:** \$106.4K-\$180.2K, Rty: \$1K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$40K liquid

**Financial Services**

▶ **BUSINESS FINANCIAL SERVICES**

**BooXkeeping** ● ●

Bookkeeping for small businesses  
**BEGAN:** 2011, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$40.2K-\$65.2K, Rty: 10%  
**FINANCING:** Yes

**Expense Reduction Analysts** ●

Business financial consulting  
**BEGAN:** 1984, Franchising: 1993  
**UNITS:** US: 130, CAN: 7, INTL: 560, CO: 0  
**COST:** \$66K-\$85.9K, Rty: 15%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$100K liquid

**Flaherty Solutions** ● ●

Bookkeeping and accounting services  
**BEGAN:** 2012, Franchising: 2019  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$43.8K-\$81.9K, Rty: 10%  
**FINANCING:** No

**The Interface Financial Group - IFG 50/50** ●

Invoice discounting  
**BEGAN:** 1972, Franchising: 2014  
**UNITS:** US: 30, CAN: 5, INTL: 13, CO: 0  
**COST:** \$86.8K-\$137.8K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K liquid



**Goosehead Insurance Agency**

**Lendio Franchising** ● ●

Small-business financing  
**BEGAN:** 2011, Franchising: 2016  
**UNITS:** US: 64, CAN: 0, INTL: 0, CO: 0  
**COST:** \$30.2K-\$117.1K, Rty: to \$4K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$65K liquid

**Padgett Business Services**

Financial, payroll, consulting, and tax services  
**BEGAN:** 1965, Franchising: 1975  
**UNITS:** US: 202, CAN: 119, INTL: 0, CO: 0  
**COST:** \$20.2K-\$99.98K, Rty: 9%+  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$100K liquid

**Payroll Vault Franchising** ● ●

Payroll and workforce management services  
**BEGAN:** 2007, Franchising: 2012  
**UNITS:** US: 49, CAN: 0, INTL: 0, CO: 4  
**COST:** \$49.3K-\$65.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**Succentrix Business Advisors**

Accounting, payroll, tax, and advisory services  
**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 31, CAN: 0, INTL: 0, CO: 1  
**COST:** \$39.1K-\$50.7K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$100K net worth w/\$25K-\$50K liquid

**Supporting Strategies** ●

Bookkeeping and controller services  
**BEGAN:** 2004, Franchising: 2013  
**UNITS:** US: 103, CAN: 0, INTL: 0, CO: 0  
**COST:** \$77.9K-\$103.2K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

▶ **INSURANCE**

**Brightway Insurance** ●

Property and casualty insurance  
**BEGAN:** 2003, Franchising: 2007  
**UNITS:** US: 208, CAN: 0, INTL: 0, CO: 1  
**COST:** \$18.1K-\$173.5K, Rty: to 50%  
**FINANCING:** Yes  
**QUALIF:** \$25K-\$200K liquid

**Estrella Insurance** ● ● ●

Auto, home, and business insurance  
**BEGAN:** 1980, Franchising: 2008  
**UNITS:** US: 164, CAN: 0, INTL: 0, CO: 2  
**COST:** \$12.3K-\$84K, Rty: 10-14%  
**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: 225, CAN: 0, INTL: 0, CO: 0  
**COST:** \$67.1K-\$120.6K, Rty: 15-25%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$65K liquid

**Goosehead Insurance Agency**

Property and casualty insurance  
**BEGAN:** 2003, Franchising: 2011  
**UNITS:** US: 748, CAN: 0, INTL: 0, CO: 0  
**COST:** \$41.5K-\$116.5K, Rty: 20-50%  
**FINANCING:** Yes

**Pronto Insurance** ●

Insurance  
**BEGAN:** 1997, Franchising: 2009  
**UNITS:** US: 47, CAN: 0, INTL: 0, CO: 186  
**COST:** \$52.9K-\$120.95K, Rty: 0  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$70K liquid

**SunPlex Insurance** ●

Insurance  
**BEGAN:** 2011, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$36.1K-\$53.4K, Rty: 12%  
**FINANCING:** Yes  
**QUALIF:** \$19.9K net worth w/\$19.9K liquid

**We Insure** ●

Insurance  
**BEGAN:** 2006, Franchising: 2010  
**UNITS:** US: 111, CAN: 0, INTL: 0, CO: 1  
**COST:** \$46K-\$97.3K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$30K-\$75K liquid

▶ **TAX SERVICES**

**Atax Franchise** ●

Tax preparation, business services  
**BEGAN:** 1986, Franchising: 2007  
**UNITS:** US: 43, CAN: 0, INTL: 0, CO: 1  
**COST:** \$17.5K-\$76.7K, Rty: 10%  
**FINANCING:** Yes

**G.I. Tax**

Tax preparation, financial services  
**BEGAN:** 2012, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$127.5K-\$188K, Rty: 12.5%  
**FINANCING:** Yes  
**QUALIF:** \$25K-\$36K liquid

**H&R Block** ● ●

Tax preparation, electronic filing  
**BEGAN:** 1955, Franchising: 1956  
**UNITS:** US: 3,136, CAN: 562, INTL: 179, CO: 6,388  
**COST:** \$31.6K-\$149.4K, Rty: 30%  
**FINANCING:** Yes

**Jackson Hewitt Tax Service**

Tax preparation  
**BEGAN:** 1985, Franchising: 1986  
**UNITS:** US: 3,922, CAN: 0, INTL: 0, CO: 1,857  
**COST:** \$45.1K-\$110.3K, Rty: 5-15%  
**FINANCING:** Yes

**Liberty Tax Service** ●

Tax preparation, electronic filing  
**BEGAN:** 1972, Franchising: 1973  
**UNITS:** US: 2,661, CAN: 261, INTL: 0, CO: 84  
**COST:** \$58.7K-\$71.9K, Rty: 14%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$250K net worth w/\$75K liquid

**The Tax Team**

Tax preparation  
**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 3  
**COST:** \$77.7K-\$123.2K, Rty: 12%  
**FINANCING:** Yes



## MISCELLANEOUS FINANCIAL SERVICES

### ACFN ●

Automated teller machines

**BEGAN:** 1996, Franchising: 2003  
**UNITS:** US: 230, CAN: 5, INTL: 0, CO: 0  
**COST:** \$39.1K-\$64K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

### Family Financial Centers ●

Financial services

**BEGAN:** 2004, Franchising: 2004  
**UNITS:** US: 50, CAN: 0, INTL: 0, CO: 0  
**COST:** \$153.7K-\$307K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$1M net worth w/\$50K-\$1M liquid

### Motto Mortgage ●

Mortgage brokerages

**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 123, CAN: 0, INTL: 0, CO: 0  
**COST:** \$47.8K-\$68.1K, Rty: to \$4.5K/mo.  
**FINANCING:** Yes

## Food: Full-Service Restaurants

### ASIAN RESTAURANTS

#### Gyu-Kaku Japanese BBQ Restaurant

Japanese barbecue restaurants

**BEGAN:** 1996, Franchising: 1997  
**UNITS:** US: 23, CAN: 8, INTL: 720, CO: 26  
**COST:** \$1.2M-\$2.5M, Rty: 4-5%  
**FINANCING:** No  
**QUALIF:** \$1M-\$1.5M net worth w/\$500K liquid

#### HuHot Mongolian Grills

Mongolian grill restaurants

**BEGAN:** 1999, Franchising: 2002  
**UNITS:** US: 42, CAN: 0, INTL: 0, CO: 22  
**COST:** \$984K-\$1.2M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K-\$500K liquid

#### Keo Asian Cuisine

Asian restaurants

**BEGAN:** 2007, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$221K-\$425K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$10M net worth w/\$80K-\$1M liquid

### Q Restaurant

Asian fusion restaurants

**BEGAN:** 2009, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$417.3K-\$857.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$29.9K net worth w/\$29.9K liquid

### BREAKFAST RESTAURANTS

#### Eggs Up Grill

Breakfast, brunch, and lunch restaurants

**BEGAN:** 1986, Franchising: 2005  
**UNITS:** US: 41, CAN: 0, INTL: 0, CO: 1  
**COST:** \$462.3K-\$653.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

#### Elmer's Breakfast Lunch Dinner/Egg N' Joe

Family restaurants

**BEGAN:** 1960, Franchising: 1982  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 11  
**COST:** \$712K-\$3.2M, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$600K-\$2M net worth w/\$300K-\$800K liquid

#### Famous Toastery

Breakfast, brunch, and lunch restaurants

**BEGAN:** 2005, Franchising: 2013  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 8  
**COST:** \$605.5K-\$1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K-\$400K liquid

#### The Flying Biscuit Café

Southern food and breakfast

**BEGAN:** 1993, Franchising: 2006  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 0  
**COST:** \$442.5K-\$737K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

#### Grumpy's Restaurant

Breakfast, lunch, and brunch restaurants

**BEGAN:** 2001, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$375.9K-\$675.9K, Rty: 4-5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$150K liquid

#### The Toasted Yolk

Breakfast, brunch, and lunch restaurants

**BEGAN:** 2010, Franchising: 2016  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 6  
**COST:** \$758.2K-\$1.1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$350K liquid

### SEAFOOD RESTAURANTS

#### Captain's House Franchise

Seafood restaurants

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$185.5K-\$400.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$250K liquid

#### Shuckin' Shack Oyster Bar

Oyster bar/seafood restaurants

**BEGAN:** 2007, Franchising: 2014  
**UNITS:** US: 13, CAN: 0, INTL: 0, CO: 2  
**COST:** \$234.2K-\$541.4K, Rty: 3-5%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$1M net worth w/\$150K-\$600K liquid

### SPORTS BARS/PUBS

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

Sports-themed restaurants and bars

**BEGAN:** 2007, Franchising: 2010  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 10  
**COST:** \$1.3M-\$3.6M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$4M net worth w/\$700K liquid

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

Family sports restaurants

**BEGAN:** 1985, Franchising: 1998  
**UNITS:** US: 118, CAN: 0, INTL: 0, CO: 26  
**COST:** \$806.8K-\$1.3M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K liquid

#### Beerhead Bar & Eatery

Craft beer, spirits, wine, food

**BEGAN:** 2012, Franchising: 2015  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 2  
**COST:** \$558K-\$1M, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$400K net worth w/\$400K liquid

#### Brass Tap

Craft-beer bars

**BEGAN:** 2008, Franchising: 2010  
**UNITS:** US: 44, CAN: 0, INTL: 0, CO: 1  
**COST:** \$780.9K-\$1.3M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K liquid

#### Buffalo Wild Wings

Wings, bar food, alcohol

**BEGAN:** 1982, Franchising: 1991  
**UNITS:** US: 536, CAN: 0, INTL: 59, CO: 684  
**COST:** \$1.9M-\$3.8M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$750K liquid

### Buffalo Wings & Rings

Sports restaurants and bars

**BEGAN:** 1984, Franchising: 1988  
**UNITS:** US: 54, CAN: 0, INTL: 22, CO: 5  
**COST:** \$1.1M-\$1.6M, Rty: to 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.3M net worth w/\$500K liquid

### Global Brew Tap House

Craft-beer bars

**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 2  
**COST:** \$337.3K-\$548K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K-\$150K liquid

### The Greene Turtle Sports Bar & Grille ●

Restaurants and sports bars

**BEGAN:** 1976, Franchising: 2003  
**UNITS:** US: 31, CAN: 0, INTL: 0, CO: 13  
**COST:** \$1.5M-\$2.7M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$500K liquid

### Hooters

Casual restaurants

**BEGAN:** 1983, Franchising: 1986  
**UNITS:** US: 128, CAN: 6, INTL: 76, CO: 202  
**COST:** \$956.5K-\$4.3M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$2.5M-\$3M net worth w/\$1.5M liquid

### Native Grill & Wings Franchising

Family sports grills

**BEGAN:** 1979, Franchising: 1993  
**UNITS:** US: 29, CAN: 0, INTL: 0, CO: 0  
**COST:** \$998K-\$2.6M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

### Old Chicago Pizza & Taproom

Pizza, pasta, burgers, salads, craft beer

**BEGAN:** 1976, Franchising: 2000  
**UNITS:** US: 37, CAN: 0, INTL: 0, CO: 72  
**COST:** \$1.4M-\$2.2M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$3M net worth w/\$1M liquid

### Rock & Brews Franchising

Restaurants and bars

**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 12, CAN: 0, INTL: 1, CO: 3  
**COST:** \$1.5M-\$4.4M, 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:** \$143.9K-\$1.5M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$200K liquid



**Stacked Pickle**

Restaurants and sports bars

**BEGAN:** 2010, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 10  
**COST:** \$425.6K-\$939.9K, Rty: 5%  
**FINANCING:** No

**Tapville Social**

Self-service beer taprooms and restaurants

**BEGAN:** 2016, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$462.3K-\$721.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$250K liquid

**Twin Peaks Restaurant**

Restaurants and bars

**BEGAN:** 2005, Franchising: 2007  
**UNITS:** US: 54, CAN: 0, INTL: 1, CO: 28  
**COST:** \$1.4M-\$3.6M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$5M net worth w/\$1.8M liquid

**Walk-On's Sports Bistreaux**

Louisiana-themed sports grills

**BEGAN:** 2003, Franchising: 2015  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 5  
**COST:** \$1.2M-\$3.99M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.3M net worth w/\$400K liquid

**STEAKHOUSES**

**Black Rock Bar & Grill**

Hot-rock-cooking restaurants

**BEGAN:** 2010, Franchising: 2014  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 1  
**COST:** \$1.5M-\$2.99M, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$3M net worth w/\$300K liquid

**Golden Corral**

Family steakhouses, buffets, and bakeries

**BEGAN:** 1973, Franchising: 1987  
**UNITS:** US: 448, CAN: 0, INTL: 0, CO: 36  
**COST:** \$2.3M-\$6.7M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$2.5M net worth w/\$500K liquid

**Ponderosa Steakhouse**

Family steakhouses and buffets

**BEGAN:** 1965, Franchising: 1965  
**UNITS:** US: 72, CAN: 0, INTL: 11, CO: 0  
**COST:** \$657.2K-\$1.2M, Rty: 5%  
**FINANCING:** Yes

**Tony Roma's**

Ribs, steak, seafood

**BEGAN:** 1972, Franchising: 1979  
**UNITS:** US: 15, CAN: 19, INTL: 97, CO: 2  
**COST:** \$2.1M-\$3.5M, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$3M net worth w/\$1M liquid

**MISCELLANEOUS FULL-SERVICE RESTAURANTS**

**Alamo Drafthouse Cinema**

Dine-in theaters

**BEGAN:** 1997, Franchising: 2003  
**UNITS:** US: 22, CAN: 0, INTL: 0, CO: 18  
**COST:** \$9.1M-\$21.5M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$5M net worth w/\$3M liquid

**Black Bear Diner**

Family restaurants

**BEGAN:** 1995, Franchising: 2002  
**UNITS:** US: 83, CAN: 0, INTL: 0, CO: 48  
**COST:** \$1.1M-\$2.1M, Rty: 4.5%  
**FINANCING:** No  
**QUALIF:** \$1.5M net worth w/\$500K liquid

**Boomerang Diner Franchising**

'50s-and-'60s-themed restaurants

**BEGAN:** 2006, Franchising: 2006  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 25  
**COST:** \$129.7K-\$893.2K, Rty: 3%  
**FINANCING:** No  
**QUALIF:** \$200K net worth w/\$100K liquid

**Buffalo's Cafe**

Chicken wings and tenders, steaks, burgers, salads

**BEGAN:** 1985, Franchising: 1990  
**UNITS:** US: 15, CAN: 0, INTL: 3, CO: 0  
**COST:** \$407.4K-\$1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$500K liquid

**The Counter**

Build-your-own-burger restaurants

**BEGAN:** 2003, Franchising: 2005  
**UNITS:** US: 25, CAN: 0, INTL: 8, CO: 3  
**COST:** \$746K-\$2.3M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$485K liquid

**Denny's**

Family restaurants

**BEGAN:** 1953, Franchising: 1963  
**UNITS:** US: 1,466, CAN: 78, INTL: 69, CO: 66  
**COST:** \$305K-\$2.4M, Rty: 4.5-7%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

**DoubleDave's Pizzaworks**

Pizza, sandwiches, wings, salads, craft beer

**BEGAN:** 1984, Franchising: 1995  
**UNITS:** US: 39, CAN: 0, INTL: 0, CO: 0  
**COST:** \$132.5K-\$565.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$750K net worth w/\$75K-\$200K liquid

**East Coast Wings + Grill**

Wings, burgers, craft beer

**BEGAN:** 1995, Franchising: 2004  
**UNITS:** US: 34, CAN: 0, INTL: 0, CO: 2  
**COST:** \$434.6K-\$927.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$300K liquid

**Fresh First**

Gluten-free restaurants

**BEGAN:** 2015, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$332.2K-\$740.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$200K liquid

**Huddle House**

Family restaurants

**BEGAN:** 1964, Franchising: 1966  
**UNITS:** US: 301, CAN: 0, INTL: 0, CO: 43  
**COST:** \$511.9K-\$1.3M, Rty: 4.75%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth w/\$200K liquid

**Hwy 55 Burgers, Shakes & Fries**

'50s-style diners

**BEGAN:** 1991, Franchising: 1993  
**UNITS:** US: 115, CAN: 0, INTL: 1, CO: 20  
**COST:** \$153.9K-\$249.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$125K liquid

**John The Baker**

Italian restaurants

**BEGAN:** 1996, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$185.95K-\$428.9K, Rty: 5%  
**FINANCING:** Yes

**la Madeleine French Bakery & Cafe**

French bakeries and cafés

**BEGAN:** 1983, Franchising: 2011  
**UNITS:** US: 57, CAN: 0, INTL: 0, CO: 31  
**COST:** \$390.98K-\$2.9M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$3.5M net worth w/\$800K-\$2M liquid

**The Lost Cajun**

Cajun restaurants

**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 22, CAN: 0, INTL: 0, CO: 2  
**COST:** \$250.2K-\$667.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K liquid

**Lumberjacks Restaurant**

Family restaurants

**BEGAN:** 2004, Franchising: 2011  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 3  
**COST:** \$432.8K-\$1.3M, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$100K liquid

**The Melting Pot Restaurants**

Fondue restaurants

**BEGAN:** 1975, Franchising: 1984  
**UNITS:** US: 101, CAN: 1, INTL: 3, CO: 3  
**COST:** \$1.4M-\$1.8M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$400K liquid

**Russo's New York Pizzeria**

Pizza, pasta, soups, salads, sandwiches, desserts

**BEGAN:** 1994, Franchising: 1998  
**UNITS:** US: 31, CAN: 0, INTL: 6, CO: 5  
**COST:** \$451.4K-\$1.5M, Rty: 6%  
**FINANCING:** Yes

**Senor Frog's**

Mexican-themed restaurants

**BEGAN:** 1989, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 15  
**COST:** \$3.1M-\$9.9M, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$3M net worth w/\$1M liquid

**The Vine Wine Bar**

Wine bars

**BEGAN:** 2010, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$222.3K-\$665.6K, Rty: 6%  
**FINANCING:** No





## Food: Quick-Service Restaurants

### ACAI BOWLS

#### Bahia Bowls

Acai and other fruit bowls, smoothies, salads, wraps, coffee, kombucha

**BEGAN:** 2017, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$178.8K-\$249.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$120K net worth w/\$75K-\$250K liquid

#### SoBol ●

Acai bowls and smoothies

**BEGAN:** 2013, Franchising: 2016  
**UNITS:** US: 32, CAN: 0, INTL: 0, CO: 4  
**COST:** \$187.2K-\$390K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$125K-\$200K liquid

#### Sweetberry Bowls

Acai bowls, smoothies, salads, wraps

**BEGAN:** 2017, Franchising: 2018  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 9  
**COST:** \$123.7K-\$260K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

#### Tru Bowl Superfood Bar

Acai bowls, juices, healthful food

**BEGAN:** 2011, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$132.7K-\$186.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$29.5K net worth w/\$29.5K liquid

#### Vitality Bowls

Acai bowls, smoothies, juices, panini, salads

**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 73, CAN: 0, INTL: 0, CO: 4  
**COST:** \$187.4K-\$586.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

### ASIAN FOOD

#### Aloha Poke Co.

Poke bowls

**BEGAN:** 2016, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 14  
**COST:** \$138.8K-\$357.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$125K liquid

#### Banh Mi Boys

Asian-fusion sandwiches, wings, fries

**BEGAN:** 2015, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$158.5K-\$237.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$30K liquid

#### Go! Go! Curry

Japanese curry and rice

**BEGAN:** 2006, Franchising: 2018  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 7  
**COST:** \$262.4K-\$777.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K liquid

#### Island Fin Poke Co.

Poke bowls

**BEGAN:** 2017, Franchising: 2018  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 0  
**COST:** \$196.6K-\$358K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$75K-\$250K liquid

#### Komotodo Sushi Burrito

Burrito-style sushi

**BEGAN:** 2014, Franchising: 2017  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$167.7K-\$438.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$100K liquid

#### L&L Hawaiian Barbecue

Asian-American/Hawaiian food

**BEGAN:** 1976, Franchising: 1991  
**UNITS:** US: 193, CAN: 0, INTL: 2, CO: 0  
**COST:** \$133.7K-\$535K, Rty: 3-4%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$1M net worth w/\$200K-\$600K liquid

#### LemonShark Poke ●

Poke

**BEGAN:** 2016, Franchising: 2017  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 2  
**COST:** \$341.95K-\$866.4K, Rty: 3-6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$30K-\$50K liquid

#### Pho Hoa ●

Vietnamese food

**BEGAN:** 1983, Franchising: 1992  
**UNITS:** US: 15, CAN: 0, INTL: 38, CO: 10  
**COST:** \$267.6K-\$523.4K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

#### Point Break Poke House

Poke bowls

**BEGAN:** 2016, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$199.95K-\$392.9K, Rty: 5%  
**FINANCING:** Yes

#### Poke Mahi

Poke

**BEGAN:** 2019, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 0  
**COST:** \$142.8K-\$295K, Rty: 5.5%  
**FINANCING:** Yes

#### Poke-Nomics

Poke

**BEGAN:** 2015, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$167.2K-\$371.4K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$30K liquid

#### Pokeworks

Poke

**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 34, CAN: 0, INTL: 1, CO: 11  
**COST:** \$273K-\$711K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K liquid

#### Poki Bowl

Build-your-own poke bowls

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 4  
**COST:** \$177.8K-\$326.5K, Rty: 5.5%  
**FINANCING:** Yes

#### Rakkan Ramen

Ramen and Japanese food

**BEGAN:** 2011, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 7  
**COST:** \$293K-\$897K, Rty: 5%  
**FINANCING:** No

#### Roc N Ramen Franchise

Ramen noodle dishes

**BEGAN:** 2014, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$271.3K-\$424.2K, Rty: 5%  
**FINANCING:** Yes

#### Teriyaki Madness

Asian food

**BEGAN:** 2003, Franchising: 2005  
**UNITS:** US: 59, CAN: 0, INTL: 1, CO: 2  
**COST:** \$322.8K-\$862.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$100K-\$200K liquid

#### Uncle Sharkii

Poke bowls, boba milk teas

**BEGAN:** 2019, Franchising: 2019  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$75K-\$334.4K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$30K liquid

### BAKED GOODS: BAGELS

#### Between Rounds Add-On Kiosk ●●

Bagels, sandwiches, baked goods, coffee, hot and frozen drinks

**BEGAN:** 1992, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 0  
**COST:** \$36.5K-\$49.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$20K-\$30K liquid

#### Between Rounds Bakery Sandwich Cafe ●

Bagels, baked goods, deli items, sandwiches

**BEGAN:** 1990, Franchising: 1992  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 3  
**COST:** \$124.5K-\$438K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$500K net worth w/\$50K-\$200K liquid

#### Metro Bagel & Sandwich

Bagels, sandwiches, coffee

**BEGAN:** 2013, Franchising: 2018  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 1  
**COST:** \$83K-\$227.5K, Rty: \$750/mo.  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

### BAKED GOODS: BAKERY CAFÉS

#### Great Harvest Franchising

Bakery cafes

**BEGAN:** 1976, Franchising: 1978  
**UNITS:** US: 181, CAN: 0, INTL: 1, CO: 1  
**COST:** \$144.1K-\$704.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

#### Nestlé Toll House Café by Chip ●

Bakery cafes

**BEGAN:** 2000, Franchising: 2000  
**UNITS:** US: 88, CAN: 0, INTL: 0, CO: 2  
**COST:** \$149.5K-\$554.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

#### Paris Baguette

Bakery cafes

**BEGAN:** 1986, Franchising: 1988  
**UNITS:** US: 33, CAN: 0, INTL: 3,300, CO: 48  
**COST:** \$719.3K-\$1.4M, Rty: 3-5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$400K liquid

### BAKED GOODS: CINNAMON ROLLS

#### Cinnabon ●

Cinnamon rolls, baked goods, coffee

**BEGAN:** 1985, Franchising: 1986  
**UNITS:** US: 923, CAN: 26, INTL: 590, CO: 1  
**COST:** \$108.5K-\$368.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$580K net worth w/\$120K-\$260K liquid



**Cinnaholic Franchising**

Cinnamon rolls, coffee

**BEGAN:** 2010, Franchising: 2014  
**UNITS:** US: 30, CAN: 7, INTL: 0, CO: 1  
**COST:** \$178K-\$308.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$400K-\$1M net worth w/\$100K-\$250K liquid

 **BAKED GOODS: COOKIES**

**Great American Cookies** ●

Cookies

**BEGAN:** 1977, Franchising: 1977  
**UNITS:** US: 366, CAN: 0, INTL: 17, CO: 0  
**COST:** \$177.7K-\$476.1K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$100K liquid

**Le Macaron French Pastries**

● ●

Macarons, pastries, gelato, chocolates, specialty coffee and tea

**BEGAN:** 2009, Franchising: 2012  
**UNITS:** US: 45, CAN: 0, INTL: 0, CO: 8  
**COST:** \$84.4K-\$361.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$250K net worth w/\$75K liquid

**Scooped Cookie Dough Bar**

Cookie dough

**BEGAN:** 2017, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$94.3K-\$181.5K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$29.9K net worth w/\$29.9K liquid

 **BAKED GOODS: DOUGHNUTS**

**The Donut Experiment**

Doughnuts, coffee, catering

**BEGAN:** 2012, Franchising: 2015  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 1  
**COST:** \$274K-\$323.5K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

**DonutNV** ● ●

Mini doughnuts, lemonade, coffee drinks

**BEGAN:** 2014, Franchising: 2018  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$94.95K-\$124.6K, Rty: \$125-\$146/wk.  
**FINANCING:** Yes

**Doughnuttery** ●

Mini doughnuts

**BEGAN:** 2012, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$175.4K-\$321.7K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$500K liquid

**Duck Donuts Franchising** ●

Doughnuts and coffee

**BEGAN:** 2006, Franchising: 2013  
**UNITS:** US: 81, CAN: 0, INTL: 1, CO: 1  
**COST:** \$348.4K-\$568K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Peace, Love & Little Donuts**

Doughnuts and coffee

**BEGAN:** 2009, Franchising: 2016  
**UNITS:** US: 35, CAN: 0, INTL: 0, CO: 3  
**COST:** \$121.2K-\$235.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Randy's Donuts**

Doughnuts and beverages

**BEGAN:** 1962, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$369.3K-\$526K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1M net worth w/\$300K liquid

**Shipleigh Do-Nuts**

Doughnuts, kolaches, pastries, coffee

**BEGAN:** 1936, Franchising: 1987  
**UNITS:** US: 290, CAN: 0, INTL: 0, CO: 12  
**COST:** \$410K-\$771.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$600K-\$750K net worth w/\$200K-\$250K liquid

**Yonutz**

Doughnuts, ice cream, frozen yogurt, smoothies

**BEGAN:** 2017, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$164.5K-\$344.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth

 **BAKED GOODS: KOLACHES**

**Kolache Factory**

Kolaches

**BEGAN:** 1981, Franchising: 2000  
**UNITS:** US: 32, CAN: 0, INTL: 0, CO: 26  
**COST:** \$428.9K-\$696.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Kolache Shoppe**

Kolaches and coffee

**BEGAN:** 1970, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$268.5K-\$690.2K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$270K liquid

 **BAKED GOODS: PRETZELS**

**Auntie Anne's** ● ●

Soft pretzels

**BEGAN:** 1988, Franchising: 1989  
**UNITS:** US: 1198, CAN: 7, INTL: 687, CO: 11  
**COST:** \$199.5K-\$385.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$120K liquid

**Ben's Soft Pretzels** ● ●

Soft pretzels, dipping sauces, beverages

**BEGAN:** 2008, Franchising: 2013  
**UNITS:** US: 69, CAN: 0, INTL: 0, CO: 13  
**COST:** \$89K-\$339.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$5M net worth w/\$50K-\$500K liquid

**Philly Pretzel Factory** ●

Soft pretzels

**BEGAN:** 1998, Franchising: 2004  
**UNITS:** US: 155, CAN: 0, INTL: 0, CO: 7  
**COST:** \$133.99K-\$351.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$300K net worth w/\$40K-\$100K liquid

**Pretzelmaker** ●

Pretzels

**BEGAN:** 1991, Franchising: 1992  
**UNITS:** US: 186, CAN: 49, INTL: 20, CO: 0  
**COST:** \$216.2K-\$343K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$100K liquid

**Wetzel's Pretzels** ●

Soft pretzels, lemonade, hot dogs

**BEGAN:** 1994, Franchising: 1996  
**UNITS:** US: 301, CAN: 6, INTL: 12, CO: 26  
**COST:** \$164.95K-\$405.9K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$260K net worth w/\$75K liquid

 **BAKED GOODS: MISCELLANEOUS**

**Breadsmith**

European-style breads and sweets

**BEGAN:** 1993, Franchising: 1993  
**UNITS:** US: 32, CAN: 0, INTL: 0, CO: 2  
**COST:** \$354.3K-\$399.9K, Rty: 7-5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$150K liquid

**House of Chimney Cakes**

Chimney cakes

**BEGAN:** 2017, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 1, CO: 1  
**COST:** \$103.7K-\$171.9K, Rty: 6%  
**FINANCING:** Yes

 **BARBECUE**

**Bar-B-Cutie SmokeHouse**

Barbecue

**BEGAN:** 1950, Franchising: 2003  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 2  
**COST:** \$266.99K-\$2.1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$750K-\$2.5M net worth w/\$200K-\$460K liquid

**Dickey's Barbecue Pit**

Barbecue

**BEGAN:** 1941, Franchising: 1994  
**UNITS:** US: 503, CAN: 0, INTL: 2, CO: 5  
**COST:** \$256.4K-\$443K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

 **CHICKEN**

**Bojangles' Famous Chicken 'n Biscuits**

Chicken, biscuits, iced tea

**BEGAN:** 1977, Franchising: 1978  
**UNITS:** US: 430, CAN: 0, INTL: 3, CO: 319  
**COST:** \$1.5M-\$2.5M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

**Champs Chicken** ● ● ●

Fried chicken, fried fish, sides

**BEGAN:** 1998, Franchising: 2013  
**UNITS:** US: 369, CAN: 0, INTL: 0, CO: 0  
**COST:** \$9K-\$349K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$35K-\$65K net worth w/\$35K-\$65K liquid

**Chester's** ● ●

Chicken

**BEGAN:** 1952, Franchising: 2004  
**UNITS:** US: 1,298, CAN: 23, INTL: 18, CO: 0  
**COST:** \$12.4K-\$277.3K, Rty: 0  
**FINANCING:** Yes

**Chicken Salad Chick**

Chicken salads, soups, sides

**BEGAN:** 2008, Franchising: 2012  
**UNITS:** US: 117, CAN: 0, INTL: 0, CO: 40  
**COST:** \$562K-\$740K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth w/\$200K liquid

**Church's Chicken**

Chicken

**BEGAN:** 1952, Franchising: 1969  
**UNITS:** US: 910, CAN: 22, INTL: 453, CO: 165  
**COST:** \$681.5K-\$1.6M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1.5M net worth w/\$650K liquid



### Epic Wings

Chicken wings and tenders, fries, breadsticks, sauces

**BEGAN:** 1982, Franchising: 2018  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 19  
**COST:** \$459.95K-\$1.2M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

### Golden Chick

Chicken

**BEGAN:** 1967, Franchising: 1972  
**UNITS:** US: 169, CAN: 0, INTL: 0, CO: 12  
**COST:** \$440.95K-\$1.3M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M-\$2.5M net worth w/\$350K-\$500K liquid

### Hurricane Grill & Wings ●

Chicken wings, tenders, sandwiches, salads

**BEGAN:** 1995, Franchising: 2006  
**UNITS:** US: 49, CAN: 0, INTL: 0, CO: 0  
**COST:** \$491.5K-\$1.1M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1M-\$1.5M net worth w/\$500K liquid

### KFC US

Chicken

**BEGAN:** 1930, Franchising: 1952  
**UNITS:** US: 3,980, CAN: 0, INTL: 18,794, CO: 329  
**COST:** \$1.4M-\$2.8M, Rty: 4-5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$750K liquid

### Pollo Campero USA ●

Chicken

**BEGAN:** 1971, Franchising: 2001  
**UNITS:** US: 19, CAN: 0, INTL: 54, CO: 272  
**COST:** \$432.4K-\$1.97M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$750K liquid

### Popeyes Louisiana Kitchen

Fried chicken, seafood, biscuits

**BEGAN:** 1972, Franchising: 1976  
**UNITS:** US: 2,486, CAN: 222, INTL: 628, CO: 41  
**COST:** \$383.5K-\$2.6M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

### Wingstop Restaurants

Chicken wings

**BEGAN:** 1994, Franchising: 1998  
**UNITS:** US: 1,244, CAN: 0, INTL: 162, CO: 30  
**COST:** \$376.3K-724K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.2M net worth w/\$600K liquid

## COFFEE

### Aroma Joe's Coffee

Specialty coffee

**BEGAN:** 2000, Franchising: 2013  
**UNITS:** US: 66, CAN: 0, INTL: 0, CO: 1  
**COST:** \$256.5K-\$702K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$50K liquid

### Biggby Coffee ●

Specialty coffee, tea, smoothies, baked goods

**BEGAN:** 1994, Franchising: 1999  
**UNITS:** US: 240, CAN: 0, INTL: 0, CO: 0  
**COST:** \$186.9K-\$369.1K, Rty: 6%  
**FINANCING:** Yes

### The Coffee Beanery ●

Coffee, tea, sandwiches, salads

**BEGAN:** 1976, Franchising: 1985  
**UNITS:** US: 37, CAN: 0, INTL: 19, CO: 2  
**COST:** \$185K-\$472.5K, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$100K-\$150K liquid

### Dunkin' ●

Coffee, doughnuts, baked goods

**BEGAN:** 1950, Franchising: 1955  
**UNITS:** US: 9,597, CAN: 0, INTL: 3,528, CO: 0  
**COST:** \$199.7K-\$1.7M, Rty: 5.9%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$500K net worth w/\$125K-\$250K liquid

### Dunn Brothers Coffee

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

**BEGAN:** 1987, Franchising: 1994  
**UNITS:** US: 70, CAN: 0, INTL: 0, CO: 5  
**COST:** \$385.2K-\$609.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

### Ellianos Coffee Company

Specialty coffee and smoothies

**BEGAN:** 2002, Franchising: 2003  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 0  
**COST:** \$275.3K-\$398.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$150K net worth w/\$40K-\$75K liquid

### Gloria Jean's Coffees ●

Specialty coffee

**BEGAN:** 1979, Franchising: 1986  
**UNITS:** US: 59, CAN: 0, INTL: 800, CO: 0  
**COST:** \$173.2K-\$473K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$350K net worth w/\$150K liquid

### The Human Bean Drive Thru

Specialty coffee

**BEGAN:** 1998, Franchising: 2002  
**UNITS:** US: 85, CAN: 0, INTL: 0, CO: 13  
**COST:** \$211.6K-\$738.4K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$500K net worth w/\$100K-\$200K liquid

### It's A Grind Coffee House ●

Specialty coffee

**BEGAN:** 1995, Franchising: 2000  
**UNITS:** US: 17, CAN: 0, INTL: 4, CO: 0  
**COST:** \$173.2K-\$473K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K-\$150K liquid

### Magic Cup Cafe

Bubble tea, coffee, smoothies, juices

**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$283.9K-\$540.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K-\$150K liquid

### Maui Wowi Hawaiian Coffees & Smoothies ●●

Hawaiian coffee and smoothies

**BEGAN:** 1982, Franchising: 1997  
**UNITS:** US: 148, CAN: 0, INTL: 2, CO: 0  
**COST:** \$63.9K-\$554K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

### PJ's Coffee of New Orleans ●

Coffee, tea, pastries, sandwiches, salads

**BEGAN:** 1978, Franchising: 1989  
**UNITS:** US: 89, CAN: 0, INTL: 4, CO: 0  
**COST:** \$188.3K-\$578K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$750K net worth w/\$100K-\$250K liquid

### Scooter's Coffee

Coffee, espresso, smoothies, pastries, breakfast items

**BEGAN:** 1998, Franchising: 2001  
**UNITS:** US: 205, CAN: 0, INTL: 0, CO: 20  
**COST:** \$331K-\$638K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

### Ziggi's Coffee

Coffee, specialty drinks, breakfast and lunch items

**BEGAN:** 2004, Franchising: 2016  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 6  
**COST:** \$188K-\$1M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$350K net worth w/\$90K-\$100K liquid

## FROZEN DESSERTS: FROZEN CUSTARD

### Culver's

Frozen custard, specialty burgers

**BEGAN:** 1984, Franchising: 1988  
**UNITS:** US: 709, CAN: 0, INTL: 0, CO: 6  
**COST:** \$1.97M-\$4.7M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$600K liquid

### Freddy's Frozen Custard & Steakburgers

Frozen custard, steakburgers, hot dogs

**BEGAN:** 2002, Franchising: 2004  
**UNITS:** US: 347, CAN: 0, INTL: 2, CO: 30  
**COST:** \$590.5K-\$1.99M, Rty: 4.5%  
**FINANCING:** No  
**QUALIF:** \$850K net worth w/\$250K 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:** \$150K-\$300K net worth w/\$50K-\$75K liquid

## FROZEN DESSERTS: FROZEN YOGURT

### Pinkberry ●

Frozen yogurt, frozen yogurt shakes, Greek yogurt smoothies

**BEGAN:** 2005, Franchising: 2006  
**UNITS:** US: 91, CAN: 0, INTL: 0, CO: 2  
**COST:** \$316.3K-\$597.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$127K liquid

### sweetFrog Premium Frozen Yogurt ●●

Self-serve frozen yogurt

**BEGAN:** 2009, Franchising: 2012  
**UNITS:** US: 277, CAN: 0, INTL: 10, CO: 0  
**COST:** \$95.6K-\$477.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$120K liquid

### Yogurtland Franchising ●

Self-serve frozen yogurt and ice cream

**BEGAN:** 2006, Franchising: 2007  
**UNITS:** US: 254, CAN: 0, INTL: 50, CO: 13  
**COST:** \$278.2K-\$588.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$400K net worth w/\$200K liquid

## FROZEN DESSERTS: ICE CREAM

### Baskin-Robbins ●

Ice cream, frozen yogurt, frozen beverages

**BEGAN:** 1945, Franchising: 1948  
**UNITS:** US: 2,511, CAN: 104, INTL: 5,366, CO: 0  
**COST:** \$123.95K-\$558.8K, Rty: 5.9%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$125K liquid



**Ben & Jerry's** ●

Ice cream, frozen yogurt, sorbet, smoothies

**BEGAN:** 1978, Franchising: 1981  
**UNITS:** US: 245, CAN: 3, INTL: 329, CO: 38  
**COST:** \$149.2K-\$504.3K, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

**Bruster's Real Ice Cream**

Ice cream, frozen yogurt, ices, sherbets

**BEGAN:** 1989, Franchising: 1993  
**UNITS:** US: 184, CAN: 0, INTL: 8, CO: 1  
**COST:** \$231.2K-\$1.3M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$500K net worth w/\$100K-\$200K liquid

**Buzzed Bull Creamery**

Alcohol-infused ice cream

**BEGAN:** 2016, Franchising: 2019  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$180.96K-\$562.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$1M net worth w/\$75K-\$200K liquid

**Carvel** ●

Ice cream, ice cream cakes

**BEGAN:** 1934, Franchising: 1947  
**UNITS:** US: 317, CAN: 0, INTL: 39, CO: 0  
**COST:** \$250.6K-\$415.5K, Rty: \$2.44/gallon  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$675K net worth w/\$140K-\$300K liquid

**Cold Stone Creamery** ●

Ice cream, sorbet

**BEGAN:** 1988, Franchising: 1994  
**UNITS:** US: 889, CAN: 0, INTL: 315, CO: 4  
**COST:** \$53.2K-\$468.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$120K liquid

**Creamistry Franchise** ●

Made-to-order ice cream and frozen desserts

**BEGAN:** 2013, Franchising: 2014  
**UNITS:** US: 62, CAN: 0, INTL: 0, CO: 1  
**COST:** \$224.5K-\$576.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$300K liquid

**Dairy Queen**

Ice cream, burgers, chicken

**BEGAN:** 1940, Franchising: 1940  
**UNITS:** US: 4,364, CAN: 665, INTL: 2,006, CO: 2  
**COST:** \$1.1M-\$1.8M, 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: 213, CAN: 1, INTL: 9, CO: 0  
**COST:** \$112.2K-\$366.95K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$80K liquid

**Fosters Freeze**

Soft-serve ice cream, burgers, sandwiches, hot dogs, fries

**BEGAN:** 1946, Franchising: 1946  
**UNITS:** US: 70, CAN: 0, INTL: 0, CO: 0  
**COST:** \$64K-\$587.5K, Rty: 4%/8%  
**FINANCING:** No  
**QUALIF:** \$600K-\$2.5M net worth w/\$150K-\$2M liquid

**The Haagen-Dazs Shoppe Co.** ●

Ice cream

**BEGAN:** 1961, Franchising: 1977  
**UNITS:** US: 217, CAN: 0, INTL: 0, CO: 0  
**COST:** \$164.2K-\$542.8K, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$200K net worth w/\$80K liquid

**Handel's Homemade Ice Cream**

Ice cream

**BEGAN:** 1945, Franchising: 1989  
**UNITS:** US: 36, CAN: 0, INTL: 0, CO: 11  
**COST:** \$224.5K-\$666.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$100K liquid

**Ice Cream Rollery**

Rolled ice cream

**BEGAN:** 2018, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$85.6K-\$153.9K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$50K-\$150K liquid

**Marble Slab Creamery**

Ice cream, frozen yogurt, baked goods

**BEGAN:** 1983, Franchising: 1984  
**UNITS:** US: 237, CAN: 76, INTL: 35, CO: 0  
**COST:** \$316.1K-\$409.1K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$100K liquid

**Minus10 Ice Cream** ●

Rolled ice cream

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$264.8K-\$518.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$100K liquid

**Sub Zero Franchise** ●

Ice cream, Italian ice, frozen yogurt, custard

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 58, CAN: 0, INTL: 1, CO: 1  
**COST:** \$223.95K-\$480K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$1M net worth w/\$75K-\$1M liquid

**Sweet Charlie's**

Rolled ice cream and specialty desserts

**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 3  
**COST:** \$124K-\$300K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$250K net worth w/\$100K-\$250K liquid

 **FROZEN DESSERTS: ICES**
**Bahama Buck's** ●

Shaved ice, fruit smoothies

**BEGAN:** 1989, Franchising: 1993  
**UNITS:** US: 103, CAN: 0, INTL: 0, CO: 4  
**COST:** \$303.7K-\$956.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$90K liquid

**Kona Ice** ●

Shaved-ice trucks

**BEGAN:** 2007, Franchising: 2008  
**UNITS:** US: 1,266, CAN: 7, INTL: 1, CO: 22  
**COST:** \$145.6K-\$169.2K, Rty: \$3K-\$4K/yr.  
**FINANCING:** Yes

**Pelican's SnoBalls**

Shaved ice

**BEGAN:** 2001, Franchising: 2011  
**UNITS:** US: 187, CAN: 0, INTL: 0, CO: 0  
**COST:** \$61.2K-\$195.3K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$20K-\$30K liquid

**Rita's Italian Ice** ●

Italian ice, frozen custard

**BEGAN:** 1984, Franchising: 1989  
**UNITS:** US: 564, CAN: 1, INTL: 5, CO: 0  
**COST:** \$196.1K-\$455.5K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**Waikomo Shave Ice** ● ●

Shaved ice

**BEGAN:** 2013, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$37.97K-\$123.2K, Rty: 6%  
**FINANCING:** Yes

 **FROZEN DESSERTS: MISCELLANEOUS**
**BPC Franchising** ●

Alcoholic sorbets and gelatos

**BEGAN:** 2016, Franchising: 2019  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$105.7K-\$142.3K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$1M net worth w/\$25K-\$100K liquid

**Frios Gourmet Pops** ● ● ●

Popsicles

**BEGAN:** 2014, Franchising: 2018  
**UNITS:** US: 33, CAN: 0, INTL: 0, CO: 2  
**COST:** \$27.2K-\$186.95K, Rty: 0  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$50K-\$100K liquid

**Paciugo Gelato Caffè** ●

Gelato, pastries, beverages

**BEGAN:** 2000, Franchising: 2004  
**UNITS:** US: 31, CAN: 0, INTL: 0, CO: 1  
**COST:** \$124.7K-\$489.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**Popbar** ●

Gelato, sorbetto, and frozen yogurt on a stick

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 21, CAN: 3, INTL: 2, CO: 1  
**COST:** \$217K-\$458.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$80K liquid

**Sumo Snow**

Boba teas, shaved snow, Asian desserts

**BEGAN:** 2017, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$149.8K-\$288.5K, Rty: 6%  
**FINANCING:** Yes

 **GHOST KITCHENS**
**Combo Kitchen**

Ghost kitchens/food halls

**BEGAN:** 2020, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 0  
**COST:** \$72K-\$298K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$39K-\$69K net worth w/\$39K-\$69K liquid

**The Local Culinary**

Ghost kitchens

**BEGAN:** 2019, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$90.8K-\$215.7K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$12K liquid



## HAMBURGERS

### A&W Restaurants

Root beer, burgers, hot dogs, chicken, sides, ice cream

**BEGAN:** 1919, Franchising: 1925  
**UNITS:** US: 582, CAN: 0, INTL: 371, CO: 4  
**COST:** \$269K-\$1.2M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$150K liquid

### BurgerFi

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

**BEGAN:** 2011, Franchising: 2011  
**UNITS:** US: 83, CAN: 0, INTL: 4, CO: 21  
**COST:** \$613.6K-\$987.3K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$250K liquid

### Carl's Jr. Restaurants

Burgers

**BEGAN:** 1945, Franchising: 1984  
**UNITS:** US: 1,065, CAN: 23, INTL: 520, CO: 48  
**COST:** \$1.6M-\$2.1M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth

### Checkers Drive-In Restaurants

Burgers, fries

**BEGAN:** 1986, Franchising: 1989  
**UNITS:** US: 605, CAN: 0, INTL: 0, CO: 254  
**COST:** \$254K-\$1.4M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$250K liquid

### Fatburger North America ●

Burgers

**BEGAN:** 1952, Franchising: 1990  
**UNITS:** US: 78, CAN: 57, INTL: 28, CO: 0  
**COST:** \$463.2K-\$988K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$500K liquid

### Hardee's Restaurants

Burgers

**BEGAN:** 1960, Franchising: 1962  
**UNITS:** US: 1,720, CAN: 0, INTL: 392, CO: 117  
**COST:** \$1.5M-\$2M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K liquid

### McDonald's

Burgers, chicken, salads, beverages

**BEGAN:** 1955, Franchising: 1955  
**UNITS:** US: 13,226, CAN: 1,346, INTL: 20,889, CO: 2,647  
**COST:** \$1.3M-\$2.2M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$500K liquid

### Mooyah Burgers, Fries, & Shakes

Burgers, fries, shakes

**BEGAN:** 2007, Franchising: 2007  
**UNITS:** US: 70, CAN: 2, INTL: 8, CO: 2  
**COST:** \$402.8K-\$564.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$600K-\$1M net worth w/\$250K-\$750K liquid

### Roy Rogers Restaurants

Burgers, roast beef sandwiches, fried chicken

**BEGAN:** 1968, Franchising: 1980  
**UNITS:** US: 26, CAN: 0, INTL: 0, CO: 23  
**COST:** \$755.3K-\$1.6M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

### Sonic Drive-In ●

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

**BEGAN:** 1953, Franchising: 1959  
**UNITS:** US: 3,231, CAN: 0, INTL: 0, CO: 270  
**COST:** \$1.2M-\$3.5M, Rty: 2.45-5%  
**FINANCING:** Yes  
**QUALIF:** \$1M-\$2M net worth w/\$500K-\$1M liquid

### Wayback Burgers

Burgers, fries, onion rings, shakes

**BEGAN:** 1991, Franchising: 2006  
**UNITS:** US: 126, CAN: 1, INTL: 11, CO: 7  
**COST:** \$209K-\$524.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### Yas! Burger

Burgers, tacos, quesadillas

**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$130.3K-\$198.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$29.9K net worth w/\$29.9K liquid

## HOT DOGS

### Crave Hot Dogs and BBQ ●

Hot dogs, barbecue, beer

**BEGAN:** 2018, Franchising: 2018  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 0  
**COST:** \$217.4K-\$591.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$250K net worth w/\$75K-\$150K liquid

### Dog Haus Worldwide

Hot dogs, sausages, burgers, sides

**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 31, CAN: 0, INTL: 0, CO: 2  
**COST:** \$378K-\$949.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth

### Hot Dog on a Stick ●

Corn dogs, lemonade, fries, funnel cakes

**BEGAN:** 1946, Franchising: 1997  
**UNITS:** US: 17, CAN: 0, INTL: 1, CO: 44  
**COST:** \$349.2K-\$582K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$100K liquid

### Nathan's Famous ●

Hot dogs, hamburgers, seafood, chicken, cheesesteaks

**BEGAN:** 1916, Franchising: 1988  
**UNITS:** US: 215, CAN: 0, INTL: 43, CO: 4  
**COST:** \$276.4K-\$1M, Rty: 5.5%  
**FINANCING:** Yes

### The Original Hot Dog Factory

Hot dogs, hamburgers, chicken sandwiches, salads, sides

**BEGAN:** 2010, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$97.5K-\$517.9K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$40K liquid

### Wienerschnitzel ●

Hot dogs, ice cream

**BEGAN:** 1961, Franchising: 1965  
**UNITS:** US: 328, CAN: 0, INTL: 0, CO: 0  
**COST:** \$303.6K-\$1.4M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth w/\$250K liquid

## MEDITERRANEAN FOOD

### Garbanzo Mediterranean Fresh

Mediterranean food

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 9  
**COST:** \$387.4K-\$783.97K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1M net worth w/\$400K liquid

### The Great Greek Mediterranean Grill

Greek and Mediterranean food

**BEGAN:** 2012, Franchising: 2018  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 3  
**COST:** \$518.3K-\$774.3K, Rty: 6%  
**FINANCING:** Yes

### The Gyro Shack

Gyros and Mediterranean food

**BEGAN:** 2009, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 8  
**COST:** \$162.5K-\$509K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$500K-\$1M net worth w/\$200K-\$300K liquid

### Pitabilities

Mediterranean food trucks

**BEGAN:** 2018, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$106.6K-\$415.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$29.9K net worth w/\$29.9K liquid

### Taziki's Mediterranean Cafe

Mediterranean and Greek food

**BEGAN:** 1998, Franchising: 2013  
**UNITS:** US: 74, CAN: 0, INTL: 0, CO: 18  
**COST:** \$468K-\$831K, Rty: 4%  
**FINANCING:** No

## MEXICAN FOOD

### Baja Fresh

Mexican food

**BEGAN:** 1990, Franchising: 1995  
**UNITS:** US: 125, CAN: 0, INTL: 6, CO: 6  
**COST:** \$229.2K-\$994.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$244K liquid

### Bubbakoo's Burritos

Mexican food

**BEGAN:** 2008, Franchising: 2015  
**UNITS:** US: 21, CAN: 0, INTL: 0, CO: 9  
**COST:** \$131.5K-\$398K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$750K-\$1M net worth w/\$250K-\$350K liquid

### California Tortilla

Mexican food

**BEGAN:** 1995, Franchising: 2003  
**UNITS:** US: 36, CAN: 0, INTL: 0, CO: 5  
**COST:** \$402.4K-\$697K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$250K liquid

### Chronic Tacos Enterprises

Mexican food

**BEGAN:** 2002, Franchising: 2006  
**UNITS:** US: 43, CAN: 2, INTL: 3, CO: 6  
**COST:** \$294K-\$799K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

### Del Taco

Mexican/American food

**BEGAN:** 1964, Franchising: 1967  
**UNITS:** US: 274, CAN: 0, INTL: 0, CO: 312  
**COST:** \$859.7K-\$2.1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

### Dos Bros Fresh Mexican Grill ●

Tex-Mex food

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 4  
**COST:** \$400K-\$850K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.2M-\$1.6M net worth w/\$400K-\$500K liquid



**Drunken Taco Franchising**

Mexican food

**BEGAN:** 2007, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$143.9K-\$197.2K, Rty: 5%  
**FINANCING:** Yes

**Fuzzy's Taco Shop**

Baja-style Mexican food

**BEGAN:** 2003, Franchising: 2009  
**UNITS:** US: 135, CAN: 0, INTL: 0, CO: 11  
**COST:** \$858.5K-\$1.3M, Rty: 3.5-5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Go Burrito**

Burritos and beer

**BEGAN:** 2013, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$435K-\$962K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

**Moe's Southwest Grill**

Mexican food

**BEGAN:** 2000, Franchising: 2001  
**UNITS:** US: 712, CAN: 0, INTL: 1, CO: 5  
**COST:** \$443.5K-\$1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$600K net worth w/\$150K liquid

**Ori'Zaba's Scratch Mexican Grill**

Mexican food

**BEGAN:** 2001, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$374K-\$775K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$200K liquid

**Pancho's Mexican Grill**

Mexican food

**BEGAN:** 1992, Franchising: 1995  
**UNITS:** US: 43, CAN: 0, INTL: 0, CO: 28  
**COST:** \$404.3K-\$931K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$750K net worth w/\$250K liquid

**Qdoba Mexican Eats**

Mexican food

**BEGAN:** 1995, Franchising: 1997  
**UNITS:** US: 380, CAN: 10, INTL: 0, CO: 346  
**COST:** \$475.5K-\$1.1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$1M net worth w/\$350K-\$1M liquid

**Quesada Burritos & Tacos**

Mexican food

**BEGAN:** 2003, Franchising: 2010  
**UNITS:** US: 0, CAN: 121, INTL: 0, CO: 3  
**COST:** \$239K-\$320.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$70K liquid

**Rusty Taco**

Tacos

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 7  
**COST:** \$529.8K-\$796.3K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1M net worth w/\$500K liquid

**Taco Bell**

Mexican food

**BEGAN:** 1962, Franchising: 1964  
**UNITS:** US: 6,161, CAN: 0, INTL: 501, CO: 474  
**COST:** \$525.5K-\$2.96M, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$750K liquid

**Taco John's International**

Mexican food

**BEGAN:** 1969, Franchising: 1969  
**UNITS:** US: 382, CAN: 0, INTL: 0, CO: 10  
**COST:** \$1.1M-\$1.6M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M-\$500M net worth w/\$500K-\$500M liquid

**Taco Moli**

Mexican food

**BEGAN:** 1991, Franchising: 2014  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 5  
**COST:** \$129.8K-\$285.8K, Rty: 5%  
**FINANCING:** Yes

**TacoTime**

Mexican food

**BEGAN:** 1958, Franchising: 1961  
**UNITS:** US: 113, CAN: 124, INTL: 0, CO: 0  
**COST:** \$144.7K-\$636.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$160K liquid

**Verve Taco**

Mexican food

**BEGAN:** 2019, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$297.5K-\$750.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$200K liquid

 **PIZZA**
**Benny's**

Pizza

**BEGAN:** 2011, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 20  
**COST:** \$169.8K-\$533.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$250K-\$1M net worth w/\$50K-\$100K liquid

**Blaze Fast-Fire'd Pizza**

Assembly-line pizza

**BEGAN:** 2012, Franchising: 2012  
**UNITS:** US: 303, CAN: 19, INTL: 8, CO: 7  
**COST:** \$545.5K-\$1.1M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$500K liquid

**Captain Tony's Pizza & Pasta Emporium**

Pizza, pasta, subs, wings

**BEGAN:** 1972, Franchising: 1985  
**UNITS:** US: 5, CAN: 0, INTL: 3, CO: 0  
**COST:** \$197.6K-\$389.8K, Rty: to 4.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**Da' Crust Pizza & Kitchen**

Pizza

**BEGAN:** 2016, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$184.2K-\$320.3K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$400K net worth w/\$200K liquid

**DC Pizza**

Pizza

**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$202.7K-\$486.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$500K liquid

**Donatos**

Pizza, subs, salads

**BEGAN:** 1963, Franchising: 1991  
**UNITS:** US: 108, CAN: 0, INTL: 0, CO: 54  
**COST:** \$386.5K-\$698.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$200K liquid

**Figaro's Pizza**

Pizza, take-and-bake pizza

**BEGAN:** 1981, Franchising: 1986  
**UNITS:** US: 30, CAN: 0, INTL: 1, CO: 0  
**COST:** \$86.5K-\$549K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K liquid

**Fox's Pizza Den**

Pizza, sandwiches, wings, salads

**BEGAN:** 1971, Franchising: 1974  
**UNITS:** US: 212, CAN: 0, INTL: 0, CO: 0  
**COST:** \$110.8K-\$210.8K, Rty: \$300/mo.  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$40K liquid

**Freshzza**

Pizza

**BEGAN:** 2018, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$193.3K-\$677.3K, Rty: 4.25%  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$500K net worth w/\$75K-\$125K liquid

**Hungry Howie's Pizza & Subs**

Pizza, subs, bread, wings, salads, desserts

**BEGAN:** 1973, Franchising: 1982  
**UNITS:** US: 499, CAN: 0, INTL: 0, CO: 32  
**COST:** \$228.3K-\$555.3K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**Jet's Pizza**

Pizza, subs, salads, breads, wings, dessert

**BEGAN:** 1978, Franchising: 1990  
**UNITS:** US: 345, CAN: 0, INTL: 0, CO: 38  
**COST:** \$437.5K-\$631K, Rty: 8-10%  
**FINANCING:** Yes  
**QUALIF:** \$750K-\$1.5M net worth w/\$250K-\$500K liquid

**Ledo Pizza**

Pizza, subs, pasta

**BEGAN:** 1986, Franchising: 1989  
**UNITS:** US: 110, CAN: 0, INTL: 0, CO: 0  
**COST:** \$126.3K-\$442K, Rty: 5%  
**FINANCING:** No

**Marco's Pizza**

Pizza, subs, wings, cheese bread

**BEGAN:** 1978, Franchising: 1979  
**UNITS:** US: 915, CAN: 0, INTL: 41, CO: 0  
**COST:** \$223.5K-\$586.4K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$450K net worth w/\$150K liquid

**Mountain Mike's Pizza**

Pizza, wings, salad bar, appetizers

**BEGAN:** 1978, Franchising: 1981  
**UNITS:** US: 220, CAN: 0, INTL: 0, CO: 0  
**COST:** \$208K-\$593.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**1000 Degrees Pizza**

Assembly-line pizza, salads, wings

**BEGAN:** 2014, Franchising: 2014  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 0  
**COST:** \$220.7K-\$784.3K, Rty: 5-6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$1M net worth w/\$200K-\$400K liquid

**Papa John's International**

Pizza

**BEGAN:** 1985, Franchising: 1986  
**UNITS:** US: 2,536, CAN: 150, INTL: 2,063, CO: 598  
**COST:** \$130.1K-\$844.4K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$75K liquid

**Papa Murphy's Take 'N' Bake Pizza**

Take-and-bake pizza

**BEGAN:** 1981, Franchising: 1982  
**UNITS:** US: 1,226, CAN: 11, INTL: 23, CO: 58  
**COST:** \$286.9K-\$524.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$125K liquid

**Pie Five Pizza**

Pizza, salads, calzones, breadsticks, dessert

**BEGAN:** 2011, Franchising: 2011  
**UNITS:** US: 43, CAN: 0, INTL: 0, CO: 0  
**COST:** \$398.5K-\$901K, Rty: 6%  
**FINANCING:** Yes



### Pizza Factory

Pizza, pasta, sandwiches

**BEGAN:** 1979, Franchising: 1985  
**UNITS:** US: 102, CAN: 0, INTL: 0, CO: 1  
**COST:** \$372K-\$562K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$90K liquid

### Pizza Guys

Pizza

**BEGAN:** 1986, Franchising: 1995  
**UNITS:** US: 61, CAN: 0, INTL: 0, CO: 8  
**COST:** \$78.3K-\$262.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$200K-\$500K net worth w/\$125K-\$300K liquid

### Pizza Hut

Pizza, pasta, wings

**BEGAN:** 1958, Franchising: 1959  
**UNITS:** US: 6,087, CAN: 0, INTL: 11,033, CO: 56  
**COST:** \$357K-\$2.2M, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$700K net worth w/\$350K liquid

### Pizza 9 ●

Pizza

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 4  
**COST:** \$74.1K-\$398.98K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$1M net worth w/\$100K-\$350K liquid

### Pizza Ranch

Pizza, chicken, salad bar, buffet

**BEGAN:** 1981, Franchising: 1984  
**UNITS:** US: 200, CAN: 0, INTL: 0, CO: 4  
**COST:** \$1.1M-\$2.5M, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$297K-\$465K liquid

### Pizza Schmizza

Pizza

**BEGAN:** 1993, Franchising: 2002  
**UNITS:** US: 22, CAN: 0, INTL: 0, CO: 1  
**COST:** \$125.5K-\$549K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$250K liquid

### Romeo's Pizza

Pizza, subs, wings, salads, appetizers

**BEGAN:** 2001, Franchising: 2001  
**UNITS:** US: 29, CAN: 0, INTL: 2, CO: 6  
**COST:** \$158K-\$478K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

### Rosati's Pizza

Pizza, Italian food

**BEGAN:** 1964, Franchising: 2006  
**UNITS:** US: 142, CAN: 0, INTL: 0, CO: 10  
**COST:** \$136.2K-\$1.2M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$80K liquid

### Round Table Pizza

Pizza, wings, salads

**BEGAN:** 1959, Franchising: 1962  
**UNITS:** US: 357, CAN: 0, INTL: 1, CO: 62  
**COST:** \$327.3K-\$1.1M, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$200K liquid

### Smokin' Oak Wood-Fired Pizza

Pizza

**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 0  
**COST:** \$308K-\$675.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$750K-\$22.5M net worth w/\$150K-\$22.5M liquid

### Straw Hat Pizza

Pizza

**BEGAN:** 1959, Franchising: 1969  
**UNITS:** US: 23, CAN: 0, INTL: 0, CO: 0  
**COST:** \$250K-\$839K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** Up to \$500K net worth w/up to \$250K liquid

### Urban Bricks Kitchen ●

Assembly-line pizza and salads

**BEGAN:** 2015, Franchising: 2015  
**UNITS:** US: 12, CAN: 0, INTL: 1, CO: 2  
**COST:** \$281K-\$757.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$450K net worth w/\$150K-\$450K liquid

### Your Pie

Assembly-line pizza

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 65, CAN: 0, INTL: 0, CO: 1  
**COST:** \$364.8K-\$710K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$150K liquid

### ► SANDWICHES: GRILLED CHEESE

#### The American Grilled Cheese Kitchen

Grilled cheese sandwiches, salads, soups, sides

**BEGAN:** 2010, Franchising: 2017  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$275K-\$650K, Rty: 6%  
**FINANCING:** Yes

#### Melt Shop

Melted sandwiches, chicken, tater tots, salads, shakes

**BEGAN:** 2010, Franchising: 2017  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 12  
**COST:** \$426.9K-\$767.4K, Rty: 6%  
**FINANCING:** Yes

### Planet Grilled Cheese

Grilled cheese sandwiches

**BEGAN:** 2016, Franchising: 2018  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 1  
**COST:** \$200K-\$515K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$100K-\$1M net worth w/\$100K liquid

### Tom and Chee Worldwide

Grilled cheese sandwiches, tomato soup

**BEGAN:** 2009, Franchising: 2012  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 1  
**COST:** \$302.7K-\$456K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$125K liquid

### ► SANDWICHES: PHILLY CHEESESTEAK

#### Charleys Philly Steaks

Philly cheesesteaks, fries, lemonade

**BEGAN:** 1986, Franchising: 1991  
**UNITS:** US: 484, CAN: 5, INTL: 73, CO: 59  
**COST:** \$253.2K-\$637.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$175K liquid

#### The Great Steak & Potato Company

Philly cheesesteaks, fries, baked potatoes

**BEGAN:** 1985, Franchising: 1986  
**UNITS:** US: 39, CAN: 0, INTL: 11, CO: 0  
**COST:** \$155.9K-\$513.3K, Rty: 6%+  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$129K liquid

#### Penn Station East Coast Subs

Grilled subs

**BEGAN:** 1985, Franchising: 1987  
**UNITS:** US: 303, CAN: 0, INTL: 0, CO: 1  
**COST:** \$383.8K-\$613.8K, Rty: to 8%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$300K liquid

### ► SANDWICHES: SUBMARINE

#### Blimpie Subs & Salads

Subs, salads, wraps

**BEGAN:** 1964, Franchising: 1970  
**UNITS:** US: 162, CAN: 0, INTL: 4, CO: 3  
**COST:** \$74.8K-\$422.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$106K liquid

#### Capriotti's Sandwich Shop

Subs

**BEGAN:** 1976, Franchising: 1991  
**UNITS:** US: 90, CAN: 0, INTL: 0, CO: 10  
**COST:** \$375K-\$645.4K, Rty: 6-7%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$1M net worth w/\$150K-\$300K liquid

### Cheba Hut Toasted Subs

Toasted sandwiches, salads, snacks

**BEGAN:** 1998, Franchising: 2002  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 13  
**COST:** \$404.5K-\$687.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$404.5K-\$687.5K net worth w/\$250K liquid

### Cousins Subs ●

Hot/cold subs, salads, soups, desserts

**BEGAN:** 1972, Franchising: 1985  
**UNITS:** US: 71, CAN: 0, INTL: 0, CO: 24  
**COST:** \$197.2K-\$648K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$300K-\$1.5M net worth w/\$100K-\$500K liquid

### Erbert & Gerbert's Sandwich Shop ●

Subs, soups, salads

**BEGAN:** 1987, Franchising: 1992  
**UNITS:** US: 89, CAN: 0, INTL: 0, CO: 2  
**COST:** \$194.8K-\$393.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$80K liquid

### Firehouse Subs

Subs

**BEGAN:** 1994, Franchising: 1995  
**UNITS:** US: 1,109, CAN: 33, INTL: 0, CO: 38  
**COST:** \$57.5K-\$868.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$80K-\$150K liquid

### Groucho's Deli ●

Subs, salads, sauces

**BEGAN:** 1941, Franchising: 2001  
**UNITS:** US: 33, CAN: 0, INTL: 0, CO: 1  
**COST:** \$103.9K-\$592K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$350K net worth w/\$150K liquid

### Jersey Mike's Subs

Subs

**BEGAN:** 1956, Franchising: 1987  
**UNITS:** US: 1,520, CAN: 0, INTL: 0, CO: 72  
**COST:** \$237.4K-\$766.97K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### Jon Smith Subs

Grilled subs

**BEGAN:** 1988, Franchising: 2007  
**UNITS:** US: 14, CAN: 0, INTL: 3, CO: 0  
**COST:** \$332.5K-\$637.98K, Rty: 6%  
**FINANCING:** Yes

### Lennys Grill & Subs ●

Subs, Philly cheesesteaks, salads

**BEGAN:** 1998, Franchising: 2001  
**UNITS:** US: 80, CAN: 0, INTL: 0, CO: 1  
**COST:** \$192.8K-\$431.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$75K liquid



**Port Of Subs** ●

Subs, wraps, catering

**BEGAN:** 1972, Franchising: 1985  
**UNITS:** US: 108, CAN: 0, INTL: 0, CO: 28  
**COST:** \$214.5K-\$397.1K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$80K liquid

**PrimoHoagies Franchising**

Italian subs

**BEGAN:** 2002, Franchising: 2002  
**UNITS:** US: 85, CAN: 0, INTL: 0, CO: 1  
**COST:** \$235.5K-\$574.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$70K liquid

**Subway** ●

Subs, salads

**BEGAN:** 1965, Franchising: 1974  
**UNITS:** US: 24,129, CAN: 3,143, INTL: 14,328, CO: 0  
**COST:** \$140.1K-\$342.4K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$80K-\$310K net worth w/\$30K-\$90K liquid

**Tubby's Sub Shop**

Subs

**BEGAN:** 1968, Franchising: 1978  
**UNITS:** US: 61, CAN: 0, INTL: 0, CO: 0  
**COST:** \$112.9K-\$293.5K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$75K liquid

 **SANDWICHES: WRAPS**
**Great Wraps**

Wraps, cheesesteaks, bowls

**BEGAN:** 1974, Franchising: 1983  
**UNITS:** US: 43, CAN: 0, INTL: 0, CO: 1  
**COST:** \$159.5K-\$485.5K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$125K liquid

**Pita Pit**

Pita sandwiches and salads

**BEGAN:** 1995, Franchising: 1997  
**UNITS:** US: 175, CAN: 229, INTL: 160, CO: 6  
**COST:** \$179.8K-\$428.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$75K liquid

**Wolfnights**

Wraps, salads, sides

**BEGAN:** 2013, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$256.5K-\$492.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1M net worth w/\$250K-\$500K liquid

 **SANDWICHES: MISCELLANEOUS**
**Arby's**

Sandwiches, fries, shakes

**BEGAN:** 1964, Franchising: 1965  
**UNITS:** US: 2170, CAN: 54, INTL: 103, CO: 1191  
**COST:** \$628.95K-\$2.2M, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

**Deli Delicious** ●

Sandwiches, salads, soups, catering

**BEGAN:** 1996, Franchising: 2008  
**UNITS:** US: 53, CAN: 0, INTL: 0, CO: 0  
**COST:** \$122.3K-\$467.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$750K-\$10M net worth w/\$150K liquid

**Earl of Sandwich** ●

Sandwiches, wraps, salads, desserts

**BEGAN:** 2003, Franchising: 2005  
**UNITS:** US: 22, CAN: 0, INTL: 0, CO: 14  
**COST:** \$317K-\$603K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$150K liquid

**Jimmy John's Gourmet Sandwiches**

Sandwiches

**BEGAN:** 1983, Franchising: 1993  
**UNITS:** US: 2,703, CAN: 0, INTL: 0, CO: 51  
**COST:** \$313.6K-\$556.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$200K liquid

**McAlister's Deli** ●

Sandwiches, salads, baked potatoes

**BEGAN:** 1989, Franchising: 1994  
**UNITS:** US: 423, CAN: 0, INTL: 0, CO: 29  
**COST:** \$772K-\$2.1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M-\$1.9M net worth w/\$425K-\$930K liquid

**Miller's Roast Beef**

Roast beef sandwiches, fries

**BEGAN:** 1972, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$345.6K-\$690.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Pop's Italian Beef and Sausage**

Italian beef and sausage sandwiches, gyros, burgers, hot dogs, chicken

**BEGAN:** 1980, Franchising: 2009  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 1  
**COST:** \$577.2K-\$1.2M, Rty: 3%  
**FINANCING:** No  
**QUALIF:** \$150K liquid

**Potbelly Sandwich Shop**

Toasted sandwiches

**BEGAN:** 1977, Franchising: 2009  
**UNITS:** US: 45, CAN: 3, INTL: 11, CO: 429  
**COST:** \$534.95K-\$874K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

**Schlotzsky's**

Sandwiches, pizza, soups, salads

**BEGAN:** 1971, Franchising: 1976  
**UNITS:** US: 327, CAN: 0, INTL: 1, CO: 25  
**COST:** \$503.8K-\$800.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$500K liquid

**Togo's**

Specialty sandwiches, salads, soups, wraps

**BEGAN:** 1971, Franchising: 1977  
**UNITS:** US: 194, CAN: 0, INTL: 0, CO: 5  
**COST:** \$240.5K-\$545.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$500K net worth w/\$150K-\$300K liquid

**Which Wich Superior Sandwiches**

Sandwiches

**BEGAN:** 2003, Franchising: 2004  
**UNITS:** US: 400, CAN: 0, INTL: 28, CO: 2  
**COST:** \$175.5K-\$480.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

 **SEAFOOD**
**Bailey Seafood**

Seafood

**BEGAN:** 1989, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$226.3K-\$381.5K, Rty: 5%  
**FINANCING:** Yes

**Captain D's**

Seafood

**BEGAN:** 1969, Franchising: 1969  
**UNITS:** US: 243, CAN: 0, INTL: 0, CO: 286  
**COST:** \$1M-\$1.2M, Rty: 4.5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$350K liquid

**Cousins Maine Lobster** ● ●

Lobster food trucks and restaurants

**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 30, CAN: 0, INTL: 2, CO: 4  
**COST:** \$175.9K-\$828.7K, Rty: 6-8%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K net worth w/\$50K-\$75K liquid

**Fish Bone**

Southern-style seafood

**BEGAN:** 2017, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$166.9K-\$298.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$29.9K net worth w/\$29.9K liquid

**Qunicy's Original Lobster Rolls** ●

Lobster rolls

**BEGAN:** 2015, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$73.5K-\$315.5K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$120K liquid

 **SMOOTHIES/JUICES**
**Clean Juice** ●

Organic juices, smoothies, acai bowls

**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 80, CAN: 0, INTL: 0, CO: 13  
**COST:** \$269K-\$512.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$120K liquid

**Deezfruta** ●

Juices and smoothies

**BEGAN:** 2016, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$99.9K-\$135.9K, Rty: 5%  
**FINANCING:** Yes

**Jamba** ●

Smoothies, juices, bowls, healthful snacks

**BEGAN:** 1991, Franchising: 1993  
**UNITS:** US: 792, CAN: 0, INTL: 61, CO: 7  
**COST:** \$273.6K-\$504.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$325K net worth w/\$125K liquid

**Juice It Up!** ●

Smoothies, raw juices, acai bowls

**BEGAN:** 1995, Franchising: 1998  
**UNITS:** US: 80, CAN: 0, INTL: 0, CO: 1  
**COST:** \$214.4K-\$390.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**Main Squeeze Juice Co.**

Smoothies, cold-pressed juices, acai bowls, coffee drinks

**BEGAN:** 2016, Franchising: 2017  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 2  
**COST:** \$300K-\$595K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$150K liquid

**Nekter Juice Bar**

Juices, smoothies, acai bowls, non-dairy ice cream

**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 132, CAN: 0, INTL: 0, CO: 42  
**COST:** \$224.5K-\$584.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$125K liquid



### Planet Smoothie

Smoothies and snacks

**BEGAN:** 1995, Franchising: 1998  
**UNITS:** US: 136, CAN: 0, INTL: 0, CO: 0  
**COST:** \$79.7K-\$358.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$90K liquid

### Pure Green

Smoothies, cold-pressed juices, acai and pitaya bowls

**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 5  
**COST:** \$122.95K-\$380.4K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$100K liquid

### Robeks Fresh Juices & Smoothies ●

Juices, smoothies, bowls

**BEGAN:** 1996, Franchising: 2001  
**UNITS:** US: 83, CAN: 0, INTL: 0, CO: 0  
**COST:** \$228.5K-\$340Ks, Rty: 6.25-7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### Sidewalk Juice ●

Juices, smoothies, acai bowls

**BEGAN:** 2006, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$106K-\$401K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$30K liquid

### Smoothie King ●

Smoothies, healthful snacks, health products

**BEGAN:** 1973, Franchising: 1988  
**UNITS:** US: 908, CAN: 0, INTL: 129, CO: 36  
**COST:** \$269.6K-\$845.99K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### Tropical Smoothie Cafe

Smoothies, salads, wraps, sandwiches, flatbreads

**BEGAN:** 1997, Franchising: 1997  
**UNITS:** US: 870, CAN: 0, INTL: 0, CO: 1  
**COST:** \$198.5K-\$543.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$125K liquid

### Wow Wow Hawaiian Lemonade

Lemonade, smoothies, acai bowls, healthful food

**BEGAN:** 2016, Franchising: 2017  
**UNITS:** US: 5, CAN: 0, INTL: 1, CO: 1  
**COST:** \$221K-\$303K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

## MISCELLANEOUS QUICK-SERVICE RESTAURANTS

### Chop Stop

Salads, bowls, wraps

**BEGAN:** 2010, Franchising: 2015  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 5  
**COST:** \$315K-\$599K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K liquid

### Crepe Delicious ●

Crepes, panini, gelato

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 0, CAN: 30, INTL: 9, CO: 1  
**COST:** \$189.8K-\$921.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$100K liquid

### Daily Jam

Breakfast and lunch

**BEGAN:** 2011, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$501.5K-\$1.2M, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1M net worth w/\$300K liquid

### D.P. Dough

Calzones, wings, sides, salads, desserts

**BEGAN:** 1987, Franchising: 1996  
**UNITS:** US: 26, CAN: 0, INTL: 0, CO: 8  
**COST:** \$142.96K-\$463.2K, Rty: 4%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$100K liquid

### Fazoli's

Italian food

**BEGAN:** 1988, Franchising: 1991  
**UNITS:** US: 164, CAN: 0, INTL: 0, CO: 52  
**COST:** \$466.8K-\$1.9M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M-\$1.5M net worth w/\$500K liquid

### fresh&co

Healthful food

**BEGAN:** 2010, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 18  
**COST:** \$633K-\$1.5M, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1.5M net worth w/\$400K liquid

### Gold Star Chili

Chili, burgers, sandwiches, salads

**BEGAN:** 1965, Franchising: 1966  
**UNITS:** US: 65, CAN: 0, INTL: 0, CO: 8  
**COST:** \$496K-\$1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$750K net worth w/\$150K-\$200K liquid

### Golden Krust Caribbean Restaurant

Caribbean-style food

**BEGAN:** 1989, Franchising: 1996  
**UNITS:** US: 111, CAN: 0, INTL: 0, CO: 5  
**COST:** \$225.9K-\$687K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

### Grabbagreen

Salads, bowls, smoothies, juices

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 20, CAN: 0, INTL: 0, CO: 1  
**COST:** \$206.5K-\$479.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$120K liquid

### Halal Shop

Halal food

**BEGAN:** 2018, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$161.8K-\$266.9K, Rty: 5%  
**FINANCING:** Yes

### I Heart Mac and Cheese ●

Macaroni and cheese, grilled cheese, salads, tater tots

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 5  
**COST:** \$216.5K-\$355.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K liquid

### Jazen Tea ●

Fruit and bubble teas, slushies, smoothies, snacks

**BEGAN:** 2012, Franchising: 2013  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 11  
**COST:** \$186.6K-\$339.7K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

### Mr. Fries Man

Fries, toppings

**BEGAN:** 2016, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$121.6K-\$272.5K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$25K net worth w/\$25K liquid

### Newk's Eatery

Sandwiches, salads, soups, pizzas, desserts

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 104, CAN: 0, INTL: 0, CO: 20  
**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: 976, CAN: 20, INTL: 36, 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: 7, CAN: 0, INTL: 0, CO: 0  
**COST:** \$250.5K-\$522.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

### Saladworks ●

Salads, wraps, grain bowls, soups

**BEGAN:** 1986, Franchising: 1992  
**UNITS:** US: 85, CAN: 0, INTL: 1, CO: 4  
**COST:** \$163.7K-\$452.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

### Sproutz

Healthful food

**BEGAN:** 2017, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$231.3K-\$391K, Rty: 3-5%  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$30K liquid

### Zoup! Systems

Soups, salads, sandwiches

**BEGAN:** 1998, Franchising: 2003  
**UNITS:** US: 78, CAN: 3, INTL: 0, CO: 3  
**COST:** \$357.9K-\$650.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$600K net worth w/\$150K-\$180K liquid

## Food: Retail Sales

### CANDY

#### Kilwins Chocolates Franchise

Chocolates, fudge, ice cream

**BEGAN:** 1947, Franchising: 1982  
**UNITS:** US: 130, CAN: 0, INTL: 0, CO: 2  
**COST:** \$381.3K-\$898.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$125K liquid

#### Oh My Gosh Brigadeiros

Brigadeiros, coffee, cake jars

**BEGAN:** 2014, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$102.5K-\$307.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$59.9K net worth w/\$59.9K liquid



**Peterbrooke Chocolatier**

Specialty chocolates, gelato, gifts

**BEGAN:** 1983, Franchising: 2006  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 5  
**COST:** \$212.8K-\$333.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$1.5M net worth w/\$100K-\$1M liquid

**River Street Sweets**
**Savannah's Candy Kitchen**

Candy and confections

**BEGAN:** 1973, Franchising: 2015  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 15  
**COST:** \$458.1K-\$920.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K-\$190K liquid

**Rocky Mountain Chocolate Factory** 

Chocolates, confections

**BEGAN:** 1981, Franchising: 1982  
**UNITS:** US: 164, CAN: 54, INTL: 5, CO: 2  
**COST:** \$186.5K-\$476.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

 **VENDING**
**IceBorn**  

Ice and water vending machines

**BEGAN:** 2003, Franchising: 2012  
**UNITS:** US: 69, CAN: 0, INTL: 0, CO: 104  
**COST:** \$113.1K-\$245.7K, Rty: to 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$200K net worth w/\$25K-\$75K liquid

**Watermill Express Franchising** 

Water and ice vending machines

**BEGAN:** 1984, Franchising: 1994  
**UNITS:** US: 313, CAN: 0, INTL: 0, CO: 953  
**COST:** \$471.8K-\$596.4K, Rty: to 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$1M net worth

 **WINE**
**Waters Edge Wineries**

Micro-wineries

**BEGAN:** 2004, Franchising: 2012  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 0  
**COST:** \$218.1K-\$758.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$150K liquid

**WineStyles Tasting Station**

Wine, craft beer, food, events, wine and beer club memberships

**BEGAN:** 2002, Franchising: 2012  
**UNITS:** US: 11, CAN: 0, INTL: 0, CO: 2  
**COST:** \$230.5K-\$475.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$600K net worth w/\$225.5K liquid

 **MISCELLANEOUS FOOD/ BEVERAGE BUSINESSES**
**Beef Jerky Experience**

Jerky, sausages, specialty foods

**BEGAN:** 1995, Franchising: 2010  
**UNITS:** US: 85, CAN: 0, INTL: 0, CO: 6  
**COST:** \$215.8K-\$396.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$125K liquid

**Corporate Caterers**

Office catering

**BEGAN:** 1997, Franchising: 2007  
**UNITS:** US: 26, CAN: 0, INTL: 0, CO: 3  
**COST:** \$149K-\$227.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K-\$225K liquid

**Doc Popcorn**  

Kettle-cooked popcorn

**BEGAN:** 2003, Franchising: 2009  
**UNITS:** US: 83, CAN: 0, INTL: 12, CO: 0  
**COST:** \$45.8K-\$352.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$80K liquid

**Edible**

Sculpted fruit bouquets, chocolate covered fruit, smoothies, fruit salads, baked goods

**BEGAN:** 1999, Franchising: 2000  
**UNITS:** US: 938, CAN: 50, INTL: 9, CO: 9  
**COST:** \$173.6K-\$409.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$80K liquid

**Farm Stores Franchising**

Drive-up bakeries/grocery stores/cafés

**BEGAN:** 1957, Franchising: 2015  
**UNITS:** US: 28, CAN: 0, INTL: 0, CO: 0  
**COST:** \$96.4K-\$572.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$25K liquid

**Happy & Healthy Products** 

Frozen fruit bars

**BEGAN:** 1991, Franchising: 1993  
**UNITS:** US: 37, CAN: 0, INTL: 0, CO: 0  
**COST:** \$53.2K-\$99.3K, Rty: 0  
**FINANCING:** Yes

**HoneyBaked Ham**

Retail specialty foods, catering, cafés

**BEGAN:** 1957, Franchising: 1998  
**UNITS:** US: 210, CAN: 0, INTL: 0, CO: 202  
**COST:** \$291.9K-\$566.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$500K net worth w/\$100K-\$250K liquid

**Lean Kitchen Company**

Healthful prepared meals, smoothies, beverages, supplements

**BEGAN:** 2016, Franchising: 2018  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 4  
**COST:** \$89K-\$187.3K, Rty: 6%  
**FINANCING:** No

**Nothing Bundt Cakes**

Bundt cakes and gifts

**BEGAN:** 1997, Franchising: 2006  
**UNITS:** US: 300, CAN: 1, INTL: 0, CO: 6  
**COST:** \$431.6K-\$600.4K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth w/\$150K liquid

**The Spice & Tea Exchange**

Spices, teas, related products

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 66, CAN: 0, INTL: 0, CO: 1  
**COST:** \$183.7K-\$369.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$80K liquid

**Totally Nutz**  

Cinnamon-glazed almonds, pecans, and cashews

**BEGAN:** 1990, Franchising: 2014  
**UNITS:** US: 77, CAN: 0, INTL: 0, CO: 13  
**COST:** \$59.9K-\$216K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth

**Vegan Fine Foods**

Vegan health and beauty stores/cafes/ vitamin and supplement stores

**BEGAN:** 2017, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$95.9K-\$458.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$29.9K-\$35K net worth w/\$29.9K-\$35K liquid

**Xpresso Delight** 

Office coffee service

**BEGAN:** 2003, Franchising: 2004  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 1  
**COST:** \$84.8K-\$115K, Rty: \$0.11-\$0.15/cup  
**FINANCING:** No  
**QUALIF:** \$200K net worth w/\$100K liquid

**Health**
 **CBD**
**Discover CBD**

Hemp-derived CBD products

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 5  
**COST:** \$79.3K-\$161.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$115.3K-\$246.5K liquid

**Euforia**

CBD/THC products and accessories; virtual doctor consultations

**BEGAN:** 2019, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$97.2K-\$292.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$60K net worth w/\$60K liquid

**Franny's Franchising** 

CBD products and accessories

**BEGAN:** 2018, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$138.1K-\$252.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K liquid

 **CHIROPRACTIC SERVICES**
**HealthSource Chiropractic**

Chiropractic, rehabilitation, massage, nutrition, and wellness services

**BEGAN:** 1998, Franchising: 2006  
**UNITS:** US: 172, CAN: 0, INTL: 0, CO: 0  
**COST:** \$58.5K-\$383.3K, Rty: 7%/9%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$1M liquid

**The Joint**

Chiropractic services

**BEGAN:** 1999, Franchising: 2003  
**UNITS:** US: 483, CAN: 0, INTL: 0, CO: 63  
**COST:** \$183.5K-\$378.7K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**100% Chiropractic**

Chiropractic services, massage therapy, nutritional supplements

**BEGAN:** 2004, Franchising: 2015  
**UNITS:** US: 37, CAN: 0, INTL: 0, CO: 2  
**COST:** \$129.8K-\$663.3K, Rty: \$2.5K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$10K liquid

 **EYE CARE**
**My Eyelab**

Eye care and eyewear

**BEGAN:** 2006, Franchising: 2016  
**UNITS:** US: 22, CAN: 0, INTL: 0, CO: 45  
**COST:** \$314.9K-\$491.2K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

**Pearle Vision**

Eye care and eyewear

**BEGAN:** 1961, Franchising: 1980  
**UNITS:** US: 402, CAN: 12, INTL: 4, CO: 107  
**COST:** \$77.7K-\$644.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid



## HEALTH PRODUCTS

### Good Feet Worldwide

Arch supports, related products

**BEGAN:** 1995, Franchising: 2003  
**UNITS:** US: 128, CAN: 1, INTL: 9, CO: 11  
**COST:** \$123.8K-\$229.3K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

### Miracle-Ear

Hearing aids

**BEGAN:** 1948, Franchising: 1983  
**UNITS:** US: 1,452 CAN: 0, INTL: 0, CO: 59  
**COST:** \$119K-\$352.5K, Rty: \$48.80/aid  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$25K liquid

### Mobility Plus

Mobility scooters, ramps, stair lifts

**BEGAN:** 2008, Franchising: 2016  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 1  
**COST:** \$97.8K-\$149.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$40K liquid

### 101 Mobility

Mobility and accessibility equipment sales and services

**BEGAN:** 2008, Franchising: 2010  
**UNITS:** US: 162, CAN: 6, INTL: 0, CO: 2  
**COST:** \$118.3K-\$216.6K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

### Pharmabox

Over-the-counter pharmaceutical products vending

**BEGAN:** 2014, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 47  
**COST:** \$195.7K-\$216.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

### Relax The Back

Products for relief/prevention of back and neck pain

**BEGAN:** 1984, Franchising: 1989  
**UNITS:** US: 82, CAN: 1, INTL: 0, CO: 2  
**COST:** \$231.8K-\$401.4K, Rty: 2-5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

## PHYSICAL THERAPY

### ApexNetwork Physical Therapy

Physical therapy

**BEGAN:** 1999, Franchising: 2008  
**UNITS:** US: 25, CAN: 0, INTL: 0, CO: 46  
**COST:** \$148.4K-\$344.4K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

### Fyzical Therapy & Balance Centers

Physical therapy, balance and vestibular therapy, preventive wellness services

**BEGAN:** 2012, Franchising: 2013  
**UNITS:** US: 385, CAN: 0, INTL: 0, CO: 22  
**COST:** \$61.3K-\$729K, Rty: 6-8%  
**FINANCING:** Yes

### Physical Therapy Now Franchise

Physical therapy

**BEGAN:** 2011, Franchising: 2015  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 4  
**COST:** \$175.5K-\$301K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$400K net worth w/\$75K liquid

## WEIGHT-LOSS SERVICES

### BeBalanced Hormone Weight Loss Centers

Weight-loss and wellness services

**BEGAN:** 2006, Franchising: 2013  
**UNITS:** US: 23, CAN: 0, INTL: 0, CO: 1  
**COST:** \$155.7K-\$208.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$75K liquid

### Profile by Sanford

Weight-loss and wellness services

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 133, CAN: 0, INTL: 0, CO: 34  
**COST:** \$388.5K-\$634.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.3M net worth w/\$125K liquid

### Results Inc. Weight Loss Centers

Weight-loss coaching and products

**BEGAN:** 2012, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$101.7K-\$207.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$50K liquid

### Titan Medical Center

Medical rejuvenation therapy and weight-loss centers

**BEGAN:** 2012, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$160.2K-\$229.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$160.2K-\$229.4K net worth w/\$160.2K-\$229.4K liquid

## MISCELLANEOUS HEALTH SERVICES

### American Family Care

Urgent care/primary care centers

**BEGAN:** 1982, Franchising: 2008  
**UNITS:** US: 168, CAN: 0, INTL: 0, CO: 57  
**COST:** \$1M-\$1.4M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.2M net worth w/\$550K liquid

### Dr. Fulmes Rejuvenation Techniques

Neuromuscular training

**BEGAN:** 2016, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$34.6K-\$48K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$24.9K net worth w/\$24.9K liquid

### 4ever Young

Preventative health, wellness, and aesthetic services

**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$257.5K-\$418K, Rty: 4.5-6%  
**FINANCING:** Yes

### The Hydration Room

Vitamin IV and injection therapy

**BEGAN:** 2014, Franchising: 2017  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 9  
**COST:** \$92.6K-\$166.6K, Rty: 8%  
**FINANCING:** Yes

### Lice Clinics of America

Lice-treatment services and products

**BEGAN:** 2006, Franchising: 2013  
**UNITS:** US: 202, CAN: 0, INTL: 2, CO: 1  
**COST:** \$68K-\$104.5K, Rty: \$35/treatment  
**FINANCING:** Yes

### Maxcare Clinic

Healthcare clinics

**BEGAN:** 2018, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$211.3K-\$526.4K, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$1M net worth w/\$50K-\$200K liquid

### Structural Elements

Orthopedic wellness services

**BEGAN:** 2013, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$295K-\$559.4K, Rty: 8%  
**FINANCING:** No

### Transcend Hospice

Hospice agencies

**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 10  
**COST:** \$77.2K-\$114.8K, Rty: 5.5%  
**FINANCING:** Yes

### Z Med Clinic

Outpatient medical services

**BEGAN:** 2008, Franchising: 2014  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$106.8K-\$348.9K, Rty: 6%  
**FINANCING:** Yes

## Home Improvement

### CONCRETE/FLOOR COATINGS

#### Concrete Craft

Decorative concrete coatings

**BEGAN:** 2006, Franchising: 2008  
**UNITS:** US: 58, CAN: 0, INTL: 0, CO: 0  
**COST:** \$141.8K-\$220.1K, Rty: \$300-\$2K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$101.8K liquid

#### Granite Garage Floors

Garage floor coatings

**BEGAN:** 2011, Franchising: 2013  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 1  
**COST:** \$128K-\$236.7K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$150K net worth w/\$50K-\$150K liquid

#### RenuKrete

Concrete flooring installation, treatment, repair, and restoration

**BEGAN:** 2015, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$85.7K-\$177.7K, Rty: 7.5%  
**FINANCING:** Yes

#### Steel Coated Epoxy Floors

Epoxy coating for concrete floors

**BEGAN:** 2018, Franchising: 2018  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 1  
**COST:** \$32K-\$112.5K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$15K liquid

## FLOORING

### Floor Coverings International

Flooring

**BEGAN:** 1988, Franchising: 1989  
**UNITS:** US: 159, CAN: 11, INTL: 0, CO: 0  
**COST:** \$154.2K-\$222.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

#### Footprints Floors

Flooring installation and restoration

**BEGAN:** 2008, Franchising: 2013  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 8  
**COST:** \$68.1K-\$95.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$30K liquid



**ProSource Wholesale**

Wholesale kitchen, bath, and flooring products

**BEGAN:** 1990, Franchising: 1991  
**UNITS:** US: 141, CAN: 2, INTL: 0, CO: 3  
**COST:** \$748.3K-\$754.6K, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K liquid

 **KITCHEN & BATH REMODELING**
**DreamMaker Bath & Kitchen**

Kitchen, bath, and interior remodeling

**BEGAN:** 1971, Franchising: 1972  
**UNITS:** US: 36, CAN: 0, INTL: 0, CO: 0  
**COST:** \$142.6K-\$364.6K, Rty: 7-3%  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$400K net worth w/\$150K-\$200K liquid

**EatGatherLove** ●

Kitchen refacing and remodeling

**BEGAN:** 2017, Franchising: 2018  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 0  
**COST:** \$99.8K-\$269.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K liquid

**Five Star Bath Solutions** ●

Bathroom remodeling

**BEGAN:** 1996, Franchising: 2008  
**UNITS:** US: 32, CAN: 14, INTL: 0, CO: 1  
**COST:** \$75.5K-\$141.1K, Rty: 6-5%  
**FINANCING:** Yes  
**QUALIF:** \$25K-\$50K liquid

**Get A Grip Franchising** ●●●

Countertop, cabinet, tub, tile, and shower resurfacing; fiberglass repair

**BEGAN:** 1999, Franchising: 2007  
**UNITS:** US: 23, CAN: 0, INTL: 0, CO: 1  
**COST:** \$43.6K-\$92.7K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Kitchen Solvers** ●

Kitchen and bath remodeling and design

**BEGAN:** 1982, Franchising: 1984  
**UNITS:** US: 43, CAN: 1, INTL: 0, CO: 0  
**COST:** \$91.6K-\$116.7K, Rty: 6-2.5%  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$30K liquid

**Kitchen Tune-Up** ●

Residential and commercial kitchen and bath remodeling

**BEGAN:** 1986, Franchising: 1988  
**UNITS:** US: 209, CAN: 0, INTL: 0, CO: 0  
**COST:** \$94.97K-\$129.1K, Rty: 7-2%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

**Miracle Method Surface**
**Refinishing** ●

Kitchen and bathroom surface refinishing

**BEGAN:** 1977, Franchising: 1980  
**UNITS:** US: 159, CAN: 0, INTL: 0, CO: 1  
**COST:** \$84.5K-\$180K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$85K-\$90K liquid

**Re-Bath**

Bathroom remodeling

**BEGAN:** 1978, Franchising: 1991  
**UNITS:** US: 89, CAN: 0, INTL: 0, CO: 3  
**COST:** \$139.9K-\$308K, Rty: 4-5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**Refresh Renovations** ●

Residential renovations

**BEGAN:** 2009, Franchising: 2010  
**UNITS:** US: 3, CAN: 0, INTL: 63, CO: 0  
**COST:** \$128.9K-\$189.98K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**Surface Specialists** ●●

Bathtub repair and refinishing, tub liners, bath remodeling

**BEGAN:** 1981, Franchising: 1982  
**UNITS:** US: 47, CAN: 0, INTL: 0, CO: 0  
**COST:** \$43.2K-\$56K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$25K liquid

 **LIGHTING**
**Christmas Decor** ●●

Holiday and event lighting

**BEGAN:** 1984, Franchising: 1996  
**UNITS:** US: 226, CAN: 30, 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: 74, CAN: 1, INTL: 0, CO: 3  
**COST:** \$72.6K-\$143.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K net worth w/\$30K-\$50K liquid

 **ORGANIZATION/STORAGE SYSTEMS**
**Closet & Storage Concepts/ More Space Place**

Residential/commercial closet and storage systems; Murphy beds

**BEGAN:** 1987, Franchising: 2000  
**UNITS:** US: 37, CAN: 0, INTL: 0, CO: 3  
**COST:** \$96.5K-\$499K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Closet Factory**

Custom closet and storage systems

**BEGAN:** 1983, Franchising: 1985  
**UNITS:** US: 67, CAN: 0, INTL: 0, CO: 10  
**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: 53, CAN: 5, INTL: 0, CO: 6  
**COST:** \$152K-\$428K, Rty: 6.75%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

**GarageExperts**

Epoxy floor coatings, garage cabinets, organization products

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 89, CAN: 0, INTL: 0, CO: 0  
**COST:** \$51.4K-\$143.99, Rty: \$500-\$1.8K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

**Kitchen Wise** ●

Kitchen pantry and bathroom organization

**BEGAN:** 2016, Franchising: 2017  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 0  
**COST:** \$101.8K-\$144K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$39.2K-\$81.5K liquid

**ShelfGenie Franchise Systems** ●●

Custom pull-out shelving for cabinets and pantries

**BEGAN:** 2000, Franchising: 2008  
**UNITS:** US: 143, CAN: 8, INTL: 0, CO: 21  
**COST:** \$45.1K-\$95K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K liquid

**Tailored Living**

Home organization products and services

**BEGAN:** 2006, Franchising: 2006  
**UNITS:** US: 160, CAN: 25, INTL: 0, CO: 0  
**COST:** \$172.9K-\$284.3K, Rty: \$300-\$2K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$132.9K liquid

 **PAINTING**
**CertaPro Painters** ●

Residential and commercial painting

**BEGAN:** 1992, Franchising: 1992  
**UNITS:** US: 336, CAN: 23, INTL: 0, CO: 0  
**COST:** \$133.3K-\$169.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$80K liquid

**Color World House Painting** ●

Residential/commercial painting, repairs, gutter installation, power washing, holiday lighting

**BEGAN:** 1997, Franchising: 2016  
**UNITS:** US: 85, CAN: 0, INTL: 0, CO: 0  
**COST:** \$83.9K-\$166.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$40K liquid

**Five Star Painting** ●

Residential and commercial painting

**BEGAN:** 2002, Franchising: 2007  
**UNITS:** US: 197, CAN: 6, INTL: 0, CO: 0  
**COST:** \$74.7K-\$184.3K, Rty: 6%  
**FINANCING:** Yes

**Fresh Coat** ●

Residential and commercial painting

**BEGAN:** 2005, Franchising: 2005  
**UNITS:** US: 158, CAN: 0, INTL: 0, CO: 0  
**COST:** \$53.9K-\$76.8K, Rty: 6%  
**FINANCING:** Yes

**Painter1** ●

Painting

**BEGAN:** 2012, Franchising: 2016  
**UNITS:** US: 19, CAN: 0, INTL: 0, CO: 0  
**COST:** \$58.9K-\$121.5K, Rty: 5%  
**FINANCING:** Yes

**Spray-Net** ●

Exterior spray painting

**BEGAN:** 2010, Franchising: 2014  
**UNITS:** US: 2, CAN: 0, INTL: 45, CO: 0  
**COST:** \$99.3K-\$142.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$70K liquid

**360 Painting** ●

Painting

**BEGAN:** 2005, Franchising: 2006  
**UNITS:** US: 118, CAN: 1, INTL: 0, CO: 0  
**COST:** \$99.1K-\$139.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$34.1K-\$74.5K liquid

**Wow 1 Day Painting** ●

Residential and commercial painting

**BEGAN:** 2008, Franchising: 2010  
**UNITS:** US: 37, CAN: 16, INTL: 0, CO: 0  
**COST:** \$67K-\$129.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$150K net worth w/\$50K-\$100K liquid



## WINDOW COVERINGS

### Bloomin' Blinds ●

Window covering sales, installation, and repairs

**BEGAN:** 2001, Franchising: 2014  
**UNITS:** US: 57, CAN: 0, INTL: 0, CO: 0  
**COST:** \$53.5K-\$117.4K, Rty: 3-6%  
**FINANCING:** Yes  
**QUALIF:** \$75K liquid

### Budget Blinds ●

Window coverings, window film, rugs, accessories

**BEGAN:** 1992, Franchising: 1994  
**UNITS:** US: 1141, CAN: 114, INTL: 1, CO: 0  
**COST:** \$125.3K-\$254.4K, Rty: \$300-\$2K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75.3K liquid

### Gotcha Covered ●

Window treatments

**BEGAN:** 1991, Franchising: 2001  
**UNITS:** US: 73, CAN: 20, INTL: 0, CO: 0  
**COST:** \$75.7K-\$93.9K, Rty: \$1.25K/mo.  
**FINANCING:** Yes

### Made in the Shade Blinds and More ●

Window coverings

**BEGAN:** 2004, Franchising: 2013  
**UNITS:** US: 78, CAN: 24, INTL: 0, CO: 1  
**COST:** \$55.95K-\$64.5K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$50K liquid

## WINDOWS/DOORS

### Apex Energy Solutions

Replacement windows

**BEGAN:** 1998, Franchising: 2015  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 5  
**COST:** \$98.9K-\$197.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

### Paul Ryan Windows

Window and door sales and installation

**BEGAN:** 2011, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$91.9K-\$181.9K, Rty: 5%+  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$100K liquid

### Window World

Replacement windows, doors, siding, roofing, and other exterior remodeling products

**BEGAN:** 1995, Franchising: 2011  
**UNITS:** US: 201, CAN: 0, INTL: 0, CO: 0  
**COST:** \$122.7K-\$328K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$90K-\$150K liquid

## WOOD REFINISHING

### Mr. Sandless/Dr. DecknFence ● ●

Interior and exterior sandless wood refinishing

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 200, CAN: 11, INTL: 14, CO: 9  
**COST:** \$26.8K-\$77.4K, Rty: 3%+  
**FINANCING:** Yes  
**QUALIF:** \$15K-\$25K net worth w/\$10K-\$25K liquid

### N-Hance Wood Refinishing ●

Wood cabinet and floor refinishing

**BEGAN:** 2001, Franchising: 2003  
**UNITS:** US: 490, CAN: 55, INTL: 0, CO: 0  
**COST:** \$52.4K-\$168.7K, Rty: \$353-\$705/mo.  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

## MISCELLANEOUS HOME-IMPROVEMENT BUSINESSES

### ABC Seamless ●

Seamless siding, soffit, fascia, gutters, windows, roofing

**BEGAN:** 1973, Franchising: 1978  
**UNITS:** US: 88, CAN: 0, INTL: 0, CO: 7  
**COST:** \$86K-\$268.5K, Rty: 2-5%  
**FINANCING:** Yes

### America's Color Consultants ● ●

Paint color consulting

**BEGAN:** 2007, Franchising: 2014  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 3  
**COST:** \$14.6K-\$44.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$15K-\$30K liquid

### Archadeck Outdoor Living ●

Outdoor living space design and construction

**BEGAN:** 1980, Franchising: 1984  
**UNITS:** US: 56, CAN: 2, INTL: 0, CO: 3  
**COST:** \$38.8K-\$125K, Rty: 6.5-3.5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K net worth w/\$30K-\$50K liquid

### Decorating Den Interiors ●

Interior decorating services and products

**BEGAN:** 1969, Franchising: 1970  
**UNITS:** US: 238, CAN: 12, INTL: 0, CO: 0  
**COST:** \$43.7K-\$70.3K, Rty: 7-9%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$40K liquid

### GreenLight Mobility

Home modifications for the disabled and aging

**BEGAN:** 2007, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$85.8K-\$124.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$300K net worth w/\$80K liquid

### Home Technology Handyman ● ●

Smart home and electrical contracting services

**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$11.97K-\$43.9K, Rty: \$295-\$375/mo.  
**FINANCING:** Yes  
**QUALIF:** \$20K liquid

### Home Technology Pros ● ●

Smart home and electrical contracting services

**BEGAN:** 2017, Franchising: 2018  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$42.9K-\$73.3K, Rty: \$500-\$650/mo.  
**FINANCING:** Yes  
**QUALIF:** \$35K liquid

### Honest Abe Roofing Franchise

Roof installation and repairs, gutter installation

**BEGAN:** 2007, Franchising: 2017  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 1  
**COST:** \$98.5K-\$330.3K, Rty: 5%  
**FINANCING:** Yes

### Ocean Exteriors

Roofing, exterior coating, vinyl windows, paving

**BEGAN:** 2013, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$76.9K-\$91.4K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$34.9K net worth w/\$34.9K liquid

### Pet Door USA ● ●

Pet door sales and installation

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$22.95K-\$27.9K, Rty: 6%  
**FINANCING:** Yes

### Premier Pools & Spas ● ●

Residential pool construction

**BEGAN:** 1988, Franchising: 2014  
**UNITS:** US: 46, CAN: 0, INTL: 0, CO: 0  
**COST:** \$38K-\$97.5K, Rty: 2.25%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$10K liquid

### Solatube Home

Tubular daylighting systems, skylights, ventilation systems

**BEGAN:** 1987, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$108.5K-\$236.6K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$300K net worth w/\$50K-\$100K liquid

### Space2Sleep ● ●

Custom wall beds and cabinetry

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$29.4K-\$59K, Rty: 4-5%  
**FINANCING:** No

### Superior Fence & Rail

Fence sales and installation

**BEGAN:** 2002, Franchising: 2017  
**UNITS:** US: 11, CAN: 0, INTL: 0, CO: 6  
**COST:** \$88K-\$196.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$250K liquid

### UBuildIt Holdings

Construction consulting

**BEGAN:** 1988, Franchising: 1998  
**UNITS:** US: 51, CAN: 0, INTL: 0, CO: 15  
**COST:** \$85.4K-\$191.5K, Rty: 7%+  
**FINANCING:** No

### USA Insulation

Home insulation and energy-efficient products

**BEGAN:** 1985, Franchising: 2007  
**UNITS:** US: 50, CAN: 0, INTL: 0, CO: 1  
**COST:** \$170.5K-\$346K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$500K net worth w/\$50K-\$175K liquid

## Lodging

### CAMPGROUNDS

#### Kampgrounds of America

Campgrounds and RV Parks

**BEGAN:** 1962, Franchising: 1963  
**UNITS:** US: 453, CAN: 31, INTL: 0, CO: 31  
**COST:** \$26.8K-\$4.4M, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$3M net worth w/\$500K-\$3M liquid

#### Yogi Bear's Jellystone Park Camp-Resorts

Family camping resorts

**BEGAN:** 1969, Franchising: 1969  
**UNITS:** US: 73, CAN: 5, INTL: 0, CO: 0  
**COST:** \$62K-\$3M, Rty: 3.5%  
**FINANCING:** Yes  
**QUALIF:** Up to \$250K net worth w/up to \$100K liquid



**HOTELS & MOTELS**
**AmericInn by Wyndham**

Hotels

**BEGAN:** 1987, Franchising: 1987  
**UNITS:** US: 204, CAN: 0, INTL: 0, CO: 0  
**COST:** \$221.3K-\$7.6M, Rty: 5%  
**FINANCING:** Yes

**Baymont by Wyndham**

Hotels

**BEGAN:** 1974, Franchising: 1987  
**UNITS:** US: 509, CAN: 3, INTL: 1, CO: 0  
**COST:** \$214.5K-\$7.2M, Rty: 5%  
**FINANCING:** Yes

**Candlewood Suites**

Suite hotels

**BEGAN:** 1995, Franchising: 1996  
**UNITS:** US: 397, CAN: 2, INTL: 2, CO: 0  
**COST:** \$8.99M-\$12.4M, Rty: 5%  
**FINANCING:** Yes

**Country Inn & Suites by Radisson**

Hotels

**BEGAN:** 1986, Franchising: 1987  
**UNITS:** US: 453, CAN: 7, INTL: 22, CO: 5  
**COST:** \$1.9M-\$9.6M, Rty: 5%  
**FINANCING:** No

**Crowne Plaza Hotels & Resorts**

Hotels

**BEGAN:** 1983, Franchising: 1983  
**UNITS:** US: 121, CAN: 7, INTL: 298, CO: 0  
**COST:** \$29.8M-\$64.3M, Rty: 5%  
**FINANCING:** Yes

**Curio Collection by Hilton**

Upscale hotels

**BEGAN:** 2014, Franchising: 2014  
**UNITS:** US: 43, CAN: 0, INTL: 31, CO: 0  
**COST:** \$3.6M-\$112.4M, Rty: 5%  
**FINANCING:** Yes

**Days Inn by Wyndham**

Hotels

**BEGAN:** 1970, Franchising: 1972  
**UNITS:** US: 1,456, CAN: 113, INTL: 159, CO: 0  
**COST:** \$292.6K-\$8.3M, Rty: 5.5%  
**FINANCING:** Yes

**Doubletree by Hilton**

Upscale hotels and resorts

**BEGAN:** 1969, Franchising: 1989  
**UNITS:** US: 322, CAN: 15, INTL: 116, CO: 0  
**COST:** \$22.8M-\$79.2M, Rty: 5%  
**FINANCING:** Yes

**Embassy Suites by Hilton**

Upscale all-suite hotels

**BEGAN:** 1983, Franchising: 1984  
**UNITS:** US: 245, CAN: 4, INTL: 4, CO: 0  
**COST:** \$17.9M-\$85.5M, Rty: 3.5-5.5%  
**FINANCING:** Yes

**Even Hotels**

Hotels

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 3  
**COST:** \$12.6M-\$20.3M, Rty: 5%  
**FINANCING:** Yes

**GrandStay Hospitality**

Hotels

**BEGAN:** 2000, Franchising: 2000  
**UNITS:** US: 34, CAN: 0, INTL: 0, CO: 0  
**COST:** \$306.4K-\$8.8M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1M net worth w/\$1M liquid

**Hampton by Hilton**

Midprice hotels

**BEGAN:** 1983, Franchising: 1984  
**UNITS:** US: 2,207, CAN: 58, INTL: 226, CO: 0  
**COST:** \$7.7M-\$20.3M, Rty: 6%  
**FINANCING:** Yes

**Hawthorn Suites by Wyndham**

Hotels

**BEGAN:** 1986, Franchising: 1986  
**UNITS:** US: 103, CAN: 0, INTL: 7, CO: 0  
**COST:** \$225.7K-\$12.8M, Rty: 5.5%  
**FINANCING:** Yes

**Hilton Garden Inn**

Upscale midprice hotels

**BEGAN:** 1990, Franchising: 1990  
**UNITS:** US: 675, CAN: 25, INTL: 141, CO: 0  
**COST:** \$13M-\$27.1M, Rty: 5.5%  
**FINANCING:** Yes

**Hilton Hotels and Resorts**

Upscale hotels and resorts

**BEGAN:** 1919, Franchising: 1965  
**UNITS:** US: 179, CAN: 13, INTL: 261, CO: 63  
**COST:** \$30.6M-\$128.96M, Rty: 5%  
**FINANCING:** Yes

**Holiday Inn and Holiday Inn Express**

Hotels

**BEGAN:** 1952, Franchising: 1954  
**UNITS:** US: 2,755, CAN: 163, INTL: 1,128, CO: 3  
**COST:** \$7.9M-\$24.97M, Rty: 5-6%  
**FINANCING:** Yes

**HomeTowne Studios**

Extended-stay hotels

**BEGAN:** 2018, Franchising: 2018  
**UNITS:** US: 53, CAN: 0, INTL: 0, CO: 0  
**COST:** \$215.7K-\$1M, Rty: 3%  
**FINANCING:** No

**Home2 Suites by Hilton**

Midprice extended-stay hotels

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 325, CAN: 7, INTL: 0, CO: 0  
**COST:** \$9.1M-\$17.5M, Rty: 5%  
**FINANCING:** Yes

**Homewood Suites by Hilton**

Upscale extended-stay hotels

**BEGAN:** 1988, Franchising: 1988  
**UNITS:** US: 468, CAN: 21, INTL: 3, CO: 0  
**COST:** \$12.3M-\$25.97M, Rty: 3.5-5.5%  
**FINANCING:** Yes

**Hospitality International**

Hotels/motels

**BEGAN:** 1971, Franchising: 1977  
**UNITS:** US: 224, CAN: 2, INTL: 1, CO: 0  
**COST:** \$133.6K-\$2.6M, Rty: \$35/room/mo.  
**FINANCING:** No

**Hotel Indigo**

Hotels

**BEGAN:** 2004, Franchising: 2004  
**UNITS:** US: 59, CAN: 0, INTL: 50, CO: 0  
**COST:** \$16.7M-\$37.4M, Rty: 5%  
**FINANCING:** Yes

**Howard Johnson by Wyndham**

Hotels

**BEGAN:** 1925, Franchising: 1954  
**UNITS:** US: 188, CAN: 28, INTL: 122, CO: 0  
**COST:** \$369.8K-\$9.6M, Rty: 4.5%  
**FINANCING:** Yes

**InterContinental Hotels & Resorts**

Hotels

**BEGAN:** 1946, Franchising: 1946  
**UNITS:** US: 23, CAN: 3, INTL: 177, CO: 6  
**COST:** \$70.5M-\$103.1M, Rty: 5%  
**FINANCING:** Yes

**La Quinta by Wyndham**

Hotels

**BEGAN:** 1968, Franchising: 2000  
**UNITS:** US: 584, CAN: 2, INTL: 14, CO: 314  
**COST:** \$3.9M-\$11.7M, Rty: 4.5-5%  
**FINANCING:** Yes

**Microtel by Wyndham**

Hotels

**BEGAN:** 1987, Franchising: 1988  
**UNITS:** US: 306, CAN: 17, INTL: 20, CO: 0  
**COST:** \$3.96M-\$6.1M, Rty: 6%  
**FINANCING:** Yes

**Motel 6**

Economy hotels

**BEGAN:** 1962, Franchising: 1996  
**UNITS:** US: 907, CAN: 29, INTL: 1, CO: 309  
**COST:** \$206.9K-\$8.8M, Rty: 5%  
**FINANCING:** No

**Park Inn by Radisson**

Hotels

**BEGAN:** 1986, Franchising: 1993  
**UNITS:** US: 7, CAN: 4, INTL: 130, CO: 0  
**COST:** \$3.7M-\$20.9M, Rty: 4.5%  
**FINANCING:** No

**Radisson**

Hotels

**BEGAN:** 1962, Franchising: 1983  
**UNITS:** US: 71, CAN: 15, INTL: 61, CO: 24  
**COST:** \$9.98M-\$52.3M, Rty: 5%  
**FINANCING:** No

**Radisson Blu**

Hotels

**BEGAN:** 2009, Franchising: 2009  
**UNITS:** US: 0, CAN: 0, INTL: 120, CO: 203  
**COST:** \$21.4M-\$121.7M, Rty: 5%  
**FINANCING:** No

**Ramada Worldwide by Wyndham**

Hotels

**BEGAN:** 1954, Franchising: 1990  
**UNITS:** US: 335, CAN: 81, INTL: 455, CO: 0  
**COST:** \$212.97K-\$14.2M, Rty: 4.5%  
**FINANCING:** Yes

**Red Roof**

Economy hotels

**BEGAN:** 1972, Franchising: 1996  
**UNITS:** US: 476, CAN: 0, INTL: 7, CO: 99  
**COST:** \$160.5K-\$5.4M, Rty: 4.5%  
**FINANCING:** No

**Staybridge Suites**

Suite hotels

**BEGAN:** 1997, Franchising: 1997  
**UNITS:** US: 253, CAN: 11, INTL: 28, CO: 0  
**COST:** \$11.3M-\$15.5M, Rty: 5%  
**FINANCING:** Yes

**Studio 6**

Economy extended-stay lodging

**BEGAN:** 1998, Franchising: 1999  
**UNITS:** US: 103, CAN: 2, INTL: 0, CO: 32  
**COST:** \$206.9K-\$9.6M, Rty: 5%  
**FINANCING:** No

**Super 8 by Wyndham**

Hotels

**BEGAN:** 1974, Franchising: 1976  
**UNITS:** US: 1,590, CAN: 126, INTL: 1,173, CO: 0  
**COST:** \$231.8K-\$4.7M, Rty: 5.5%  
**FINANCING:** Yes

**Tapestry Collection by Hilton**

Upscale hotels

**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 23, CAN: 0, INTL: 0, CO: 0  
**COST:** \$2.99M-\$95.3M, Rty: 5%  
**FINANCING:** Yes



### Trademark Collection by Wyndham

Hotels

**BEGAN:** 2017, Franchising: 2017  
**UNITS:** US: 27, CAN: 5, INTL: 52, CO: 0  
**COST:** \$189.99K-\$12.6M, Rty: 4%  
**FINANCING:** Yes

### Travelodge by Wyndham

Hotels

**BEGAN:** 1939, Franchising: 1966  
**UNITS:** US: 337, CAN: 98, INTL: 0, CO: 0  
**COST:** \$178.1K-\$8.1M, Rty: 4.5%  
**FINANCING:** Yes

### Tru by Hilton

Hotels

**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 76, CAN: 1, INTL: 0, CO: 0  
**COST:** \$8.3M-\$13.5M, Rty: 5%  
**FINANCING:** Yes

### TRYP by Wyndham

Hotels

**BEGAN:** 1975, Franchising: 2011  
**UNITS:** US: 9, CAN: 0, INTL: 101, CO: 0  
**COST:** \$796.1K-\$24.4M, Rty: 5%  
**FINANCING:** Yes

### Wingate by Wyndham

Hotels

**BEGAN:** 1995, Franchising: 1995  
**UNITS:** US: 154, CAN: 8, INTL: 2, CO: 0  
**COST:** \$375.5K-\$10.8M, Rty: 4.5%  
**FINANCING:** Yes

### Wyndham

Hotels

**BEGAN:** 1981, Franchising: 1996  
**UNITS:** US: 35, CAN: 0, INTL: 99, CO: 0  
**COST:** \$1.4M-\$69.2M, Rty: 5%  
**FINANCING:** Yes

### Wyndham Garden

Hotels

**BEGAN:** 1996, Franchising: 1996  
**UNITS:** US: 72, CAN: 3, INTL: 52, CO: 0  
**COST:** \$446.8K-\$14.4M, Rty: 5%  
**FINANCING:** Yes

### Wyndham Grand

Hotels

**BEGAN:** 1996, Franchising: 1996  
**UNITS:** US: 10, CAN: 0, INTL: 27, CO: 2  
**COST:** \$1M-\$68.1M, Rty: 5%  
**FINANCING:** Yes

## Maintenance

### ASPHALT MAINTENANCE

#### Jet-Black/Yellow Dawg Striping ●

Asphalt maintenance

**BEGAN:** 1988, Franchising: 1993  
**UNITS:** US: 113, CAN: 0, INTL: 0, CO: 8  
**COST:** \$55.1K-\$125.3K, Rty: 1-8%  
**FINANCING:** Yes  
**QUALIF:** \$25K liquid

#### NextGen Great Sealcoating ● ●

Asphalt sealcoating and maintenance

**BEGAN:** 2005, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$43.9K-\$163.4K, Rty: 7.5%  
**FINANCING:** Yes

#### 1-800-Striper ●

Parking-lot striping

**BEGAN:** 1999, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$96.3K-\$205.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

#### SealMaster

Pavement maintenance products and equipment

**BEGAN:** 1969, Franchising: 1991  
**UNITS:** US: 40, CAN: 0, INTL: 0, CO: 3  
**COST:** \$579.8K-\$924.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$800K net worth w/\$200K liquid

### CARPET & UPHOLSTERY CLEANING

#### Advanced Degree Carpet Cleaning

Carpet, tile, upholstery, and wood floor cleaning

**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$53.1K-\$72.4K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$85K net worth w/\$40K liquid

#### Chem-Dry Carpet & Upholstery Cleaning ●

Carpet and upholstery cleaning, tile and stone care, granite countertop renewal

**BEGAN:** 1977, Franchising: 1978  
**UNITS:** US: 2035, CAN: 80, INTL: 1461, CO: 0  
**COST:** \$67.6K-\$191.5K, Rty: \$409/mo.  
**FINANCING:** Yes  
**QUALIF:** \$70K net worth w/\$50K liquid

#### milliCare

Flooring, carpet, and textile maintenance and hygiene services

**BEGAN:** 1967, Franchising: 1996  
**UNITS:** US: 49, CAN: 4, INTL: 8, CO: 0  
**COST:** \$113.8K-\$163K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

#### Oxi Fresh Franchising ● ●

Carpet, upholstery, hardwood floor, tile, and grout cleaning and odor control

**BEGAN:** 2006, Franchising: 2006  
**UNITS:** US: 410, CAN: 7, INTL: 0, CO: 6  
**COST:** \$45.5K-\$75.7K, Rty: \$395/mo.  
**FINANCING:** Yes  
**QUALIF:** \$39.9K liquid

#### PureChem Carpet Care ●

Carpet cleaning

**BEGAN:** 2018, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$27.99K-\$57.99K, Rty: \$300/mo.  
**FINANCING:** No

#### Rug Beater Franchise

Carpet, rug, upholstery, tile, and hardwood floor cleaning and restoration

**BEGAN:** 1989, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$182.4K-\$266.9K, Rty: 7%  
**FINANCING:** Yes

#### Stanley Steamer Carpet Cleaner ●

Carpet and upholstery cleaning

**BEGAN:** 1947, Franchising: 1972  
**UNITS:** US: 214, CAN: 0, INTL: 0, CO: 55  
**COST:** \$117.2K-\$207.2K, Rty: 7%  
**FINANCING:** Yes

#### Zerorez Franchising Systems ●

Carpet and surface cleaning

**BEGAN:** 2001, Franchising: 2003  
**UNITS:** US: 58, CAN: 0, INTL: 0, CO: 4  
**COST:** \$69.1K-\$190.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$750K net worth w/\$100K-\$500K liquid

### COMMERCIAL CLEANING

#### Action Duct Cleaning

Residential, commercial, and industrial cleaning services

**BEGAN:** 1978, Franchising: 2018  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$52.5K-\$110.8K, Rty: 8-10%  
**FINANCING:** Yes

#### Anago Cleaning Systems ● ●

Commercial cleaning

**BEGAN:** 1989, Franchising: 1991  
**UNITS:** US: 1,622, CAN: 70, INTL: 0, CO: 0  
**COST:** \$11.3K-\$68.3K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$5K-\$31K net worth w/\$1K-\$23.5K liquid

#### Buildingstars International ● ●

Commercial cleaning

**BEGAN:** 1994, Franchising: 2000  
**UNITS:** US: 725, CAN: 0, INTL: 0, CO: 6  
**COST:** \$2.2K-\$53.2K, Rty: 10%  
**FINANCING:** Yes

#### City Wide Franchise

Commercial cleaning and facility solutions

**BEGAN:** 1961, Franchising: 2001  
**UNITS:** US: 63, CAN: 1, INTL: 0, CO: 2  
**COST:** \$233.2K-\$404.1K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

#### CleanNet USA ● ●

Commercial cleaning

**BEGAN:** 1988, Franchising: 1988  
**UNITS:** US: 1,698, CAN: 48, INTL: 0, CO: 0  
**COST:** \$14.8K-\$45.9K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$10K-\$300K net worth w/\$5K-\$50K liquid

#### Coverall ● ●

Commercial cleaning

**BEGAN:** 1985, Franchising: 1985  
**UNITS:** US: 6,868, CAN: 516, INTL: 854, CO: 0  
**COST:** \$16.5K-\$51.4K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$4K-\$22.3K liquid

#### Hoodz International ●

Commercial cleaning, maintenance, and repairs

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 130, CAN: 1, INTL: 0, CO: 6  
**COST:** \$62.5K-\$179.8K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$250K net worth w/\$100K liquid

#### Image One Facility Solutions ●

Commercial cleaning

**BEGAN:** 2010, Franchising: 2011  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 0  
**COST:** \$72.8K-\$216.7K, Rty: 10%  
**FINANCING:** Yes

#### IntegriServ Cleaning Systems ● ●

Commercial cleaning

**BEGAN:** 2013, Franchising: 2013  
**UNITS:** US: 74, CAN: 0, INTL: 0, CO: 0  
**COST:** \$3.1K-\$50K, Rty: 10%  
**FINANCING:** Yes



**Jan-Pro Franchising International** ● ●

Commercial cleaning

**BEGAN:** 1991, Franchising: 1992  
**UNITS:** US: 7,630, CAN: 1,244, INTL: 281, CO: 0  
**COST:** \$4.2K-\$56K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$1K-\$14K net worth w/\$1K liquid

**Jantize America** ● ●

Commercial cleaning

**BEGAN:** 1988, Franchising: 1988  
**UNITS:** US: 115, CAN: 0, INTL: 0, CO: 0  
**COST:** \$8.2K-\$49K, Rty: 9%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$250K net worth w/\$2.9K-\$125K liquid

**Mint Condition Franchising** ● ●

Commercial cleaning, building maintenance

**BEGAN:** 1996, Franchising: 1996  
**UNITS:** US: 409, CAN: 0, INTL: 0, CO: 0  
**COST:** \$4.6K-\$32.4K, Rty: 9%  
**FINANCING:** Yes  
**QUALIF:** \$1K-\$6K liquid

**Office Pride Commercial Cleaning Services** ●

Commercial cleaning

**BEGAN:** 1992, Franchising: 1996  
**UNITS:** US: 141, CAN: 0, INTL: 0, CO: 0  
**COST:** \$65K-\$107.2K, Rty: 9%  
**FINANCING:** Yes

**Pro Clean USA** ● ●

Commercial cleaning and maintenance

**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 86, CAN: 0, INTL: 0, CO: 3  
**COST:** \$3.5K-\$50.4K, Rty: 5%  
**FINANCING:** Yes

**ServiceMaster Clean/ServiceMaster Restore**

Commercial/residential cleaning, disaster restoration

**BEGAN:** 1947, Franchising: 1952  
**UNITS:** US: 3,104, CAN: 142, INTL: 1,673, CO: 10  
**COST:** \$93.7K-\$294.4K, Rty: 4-10%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K net worth w/\$35K-\$102.7K liquid

**Stratus Building Solutions** ● ●

Environmentally friendly commercial cleaning and disinfecting

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 1,921, CAN: 109, INTL: 0, CO: 0  
**COST:** \$4.5K-\$79.8K, 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: 55, CAN: 0, INTL: 0, CO: 0  
**COST:** \$105.9K-\$373K, Rty: 1-6.2%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$800K net worth w/\$75K-\$150K liquid

**360clean** ● ●

Commercial cleaning

**BEGAN:** 2005, Franchising: 2008  
**UNITS:** US: 86, CAN: 0, INTL: 0, CO: 0  
**COST:** \$15.8K-\$24K, Rty: 14%  
**FINANCING:** Yes  
**QUALIF:** \$15K liquid

**Vanguard Cleaning Systems** ● ●

Commercial cleaning

**BEGAN:** 1984, Franchising: 1984  
**UNITS:** US: 2,916, CAN: 323, INTL: 0, CO: 0  
**COST:** \$5.5K-\$36.6K, Rty: 11.5%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$250K net worth w/\$7K-\$45K liquid

 **CRIME-SCENE CLEANING**
**Bio-One** ●

Crime-scene and trauma-scene cleaning

**BEGAN:** 2008, Franchising: 2011  
**UNITS:** US: 103, CAN: 0, INTL: 0, CO: 0  
**COST:** \$80.98K-\$127.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$35K-\$80K liquid

**Spaulding Decon** ●

Crime-scene, meth-lab, and hoarding cleanup; mold remediation; house buying

**BEGAN:** 2005, Franchising: 2015  
**UNITS:** US: 23, CAN: 0, INTL: 0, CO: 11  
**COST:** \$122.9K-\$139.8K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

 **DRYWALL REPAIR**
**The Patch Boys** ● ●

Drywall repair

**BEGAN:** 2006, Franchising: 2015  
**UNITS:** US: 92, CAN: 0, INTL: 0, CO: 0  
**COST:** \$48.9K-\$75.9K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$70K net worth w/\$50K liquid

**PatchMaster** ● ●

Drywall repair and installation

**BEGAN:** 2016, Franchising: 2017  
**UNITS:** US: 43, CAN: 3, INTL: 0, CO: 17  
**COST:** \$27.95K-\$49.8K, Rty: 9-5%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$100K net worth w/\$20K-\$50K liquid

 **ELECTRICAL SERVICES**
**Mister Sparky**

Residential electrical maintenance, repair, and replacement services

**BEGAN:** 1996, Franchising: 2006  
**UNITS:** US: 99, CAN: 0, INTL: 0, CO: 7  
**COST:** \$68.6K-\$416.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**Mr. Electric** ●

Electrical services

**BEGAN:** 1994, Franchising: 1994  
**UNITS:** US: 147, CAN: 16, INTL: 8, CO: 0  
**COST:** \$103.6K-\$239.8K, Rty: 4-7%  
**FINANCING:** Yes

 **GARAGE DOOR REPAIR/INSTALLATION**
**Access Garage Doors** ● ●

Garage door sales, installation, and repairs

**BEGAN:** 2005, Franchising: 2019  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$34.8K-\$101.3K, Rty: 4-5%  
**FINANCING:** No  
**QUALIF:** \$35K-\$101.3K liquid

**Aladdin Doors Franchising** ● ●

Garage door installation and repairs

**BEGAN:** 2004, Franchising: 2012  
**UNITS:** US: 42, CAN: 1, INTL: 0, CO: 2  
**COST:** \$32.4K-\$99.95K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$100K net worth w/\$30K-\$50K liquid

**Precision Door Service**

Residential garage door repair, installation, and service

**BEGAN:** 1997, Franchising: 1999  
**UNITS:** US: 98, CAN: 0, INTL: 0, CO: 0  
**COST:** \$71.3K-\$314.96K, Rty: \$500-\$6K/wk.  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K net worth w/\$100K-\$200K liquid

**Pro Lift Garage Doors** ●

Garage door installation and repairs

**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 20, CAN: 0, INTL: 0, CO: 0  
**COST:** \$101.4K-\$142K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$38.9K-\$79.5K liquid

 **GLASS REPAIR**
**Glass Doctor**

Auto/residential/commercial glass installation, repair, and replacement

**BEGAN:** 1962, Franchising: 1977  
**UNITS:** US: 162, CAN: 11, INTL: 0, CO: 0  
**COST:** \$132.3K-\$275.5K, Rty: 5-7%  
**FINANCING:** Yes

**The Glass Guru**

Window and glass restoration, repair, and replacement

**BEGAN:** 2004, Franchising: 2007  
**UNITS:** US: 70, CAN: 5, INTL: 0, CO: 0  
**COST:** \$74.4K-\$161.1K, Rty: 5%  
**FINANCING:** Yes

 **GROUT CARE**
**Grout Doctor Global Franchise** ● ●

Grout, tile, and stone restoration, maintenance, and products

**BEGAN:** 1992, Franchising: 2001  
**UNITS:** US: 80, CAN: 0, INTL: 0, CO: 0  
**COST:** \$20.6K-\$33.7K, Rty: 9-6%  
**FINANCING:** No  
**QUALIF:** \$15.9K-\$39.9K liquid

**The Grout Medic** ● ●

Grout and tile cleaning and restoration

**BEGAN:** 2001, Franchising: 2001  
**UNITS:** US: 52, CAN: 0, INTL: 0, CO: 0  
**COST:** \$35K-\$55K, Rty: 5-10%  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

**Sir Grout Franchising** ●

Grout, tile, stone, concrete, and wood restoration

**BEGAN:** 2004, Franchising: 2007  
**UNITS:** US: 39, CAN: 0, INTL: 0, CO: 2  
**COST:** \$78.8K-\$131.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

 **HANDYMAN/HOME REPAIR SERVICES**
**Ace Handyman Services**

Residential and commercial repairs, maintenance, and improvements

**BEGAN:** 1998, Franchising: 2001  
**UNITS:** US: 118, CAN: 0, INTL: 0, CO: 7  
**COST:** \$93.3K-\$137.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

**Andy OnCall**

Handyman services

**BEGAN:** 1993, Franchising: 1999  
**UNITS:** US: 26, CAN: 0, INTL: 0, CO: 0  
**COST:** \$51.2K-\$65.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$150K net worth w/\$50K liquid

**Franchise Dr. Auto & Casa** ● ●

Home and auto handyman services

**BEGAN:** 2009, Franchising: 2010  
**UNITS:** US: 0, CAN: 0, INTL: 58, CO: 1  
**COST:** \$44.2K-\$75.4K, Rty: 6%  
**FINANCING:** Yes



### Furniture Medic ●

Wood restoration, repair, and maintenance  
**BEGAN:** 1992, Franchising: 1992  
**UNITS:** US: 231, CAN: 42, INTL: 65, CO: 0  
**COST:** \$80.8K-\$90.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$30K liquid

### Handyman Connection

Home repairs, remodeling  
**BEGAN:** 1990, Franchising: 1991  
**UNITS:** US: 42, CAN: 18, INTL: 0, CO: 0  
**COST:** \$99.7K-\$152.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$100K liquid

### Handyman Pro ●

Handyman services  
**BEGAN:** 2018, Franchising: 2018  
**UNITS:** US: 4, CAN: 1, INTL: 0, CO: 0  
**COST:** \$99.1K-\$139.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$39K-\$79K liquid

### HandyPro International ●

Handyman and home modification services  
**BEGAN:** 1996, Franchising: 2000  
**UNITS:** US: 13, CAN: 0, INTL: 0, CO: 1  
**COST:** \$70.6K-\$128.6K, 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: 15, CAN: 0, INTL: 0, CO: 0  
**COST:** \$85.6K-\$122.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$175K net worth w/\$53K liquid

### Mr. Appliance

Residential and commercial appliance installation and repairs  
**BEGAN:** 1996, Franchising: 1996  
**UNITS:** US: 277, CAN: 19, INTL: 0, CO: 0  
**COST:** \$65.8K-\$144.5K, Rty: 5-7%  
**FINANCING:** Yes

### Mr. Handyman

Residential and commercial repair, maintenance, and improvement services  
**BEGAN:** 2000, Franchising: 2000  
**UNITS:** US: 234, CAN: 15, INTL: 0, CO: 0  
**COST:** \$117.5K-\$149.1K, Rty: 7%  
**FINANCING:** Yes

### Screenmobile ●

Mobile window and door screening  
**BEGAN:** 1982, Franchising: 1984  
**UNITS:** US: 130, CAN: 0, INTL: 0, CO: 1  
**COST:** \$91.98K-\$183.8K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

### TruBlue Total House Care ●

Senior home modification, maintenance, and repair services  
**BEGAN:** 2011, Franchising: 2011  
**UNITS:** US: 48, CAN: 0, INTL: 0, CO: 0  
**COST:** \$59.7K-\$86K, Rty: 6%  
**FINANCING:** Yes

## HVAC/DUCT-CLEANING SERVICES

### Aire Serv

HVAC services  
**BEGAN:** 1992, Franchising: 1992  
**UNITS:** US: 177, CAN: 10, INTL: 2, CO: 0  
**COST:** \$87.6K-\$211.4K, Rty: 5-7%  
**FINANCING:** Yes

### Duct Doctor USA ●

Residential and commercial air-duct cleaning  
**BEGAN:** 1985, Franchising: 2000  
**UNITS:** US: 24, CAN: 0, INTL: 2, CO: 0  
**COST:** \$44.1K-\$176.5K, 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: 69, CAN: 2, INTL: 0, CO: 5  
**COST:** \$103.2K-\$187.8K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$175K net worth w/\$100K liquid

### One Hour Heating & Air Conditioning

Residential HVAC maintenance, repair, and replacement  
**BEGAN:** 1999, Franchising: 2003  
**UNITS:** US: 350, CAN: 0, INTL: 0, CO: 33  
**COST:** \$81.8K-\$550.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$150K liquid

## LAWN CARE

### Augusta Lawn Care Services

Lawn care and landscaping  
**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 11, CAN: 1, INTL: 0, CO: 1  
**COST:** \$30K-\$62.5K, Rty: \$1.2K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$20K-\$40K liquid

### Freedom Lawns USA ●

Organic-based lawn and plant care  
**BEGAN:** 1999, Franchising: 2006  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 0  
**COST:** \$83.3K-\$104.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$40K-\$50K liquid

### GrassRoots Turf Franchise

Lawn care and mosquito control  
**BEGAN:** 2002, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$115.95K-\$206K, Rty: 6%  
**FINANCING:** Yes

### The Grounds Guys

Lawn and landscape maintenance  
**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 160, CAN: 28, INTL: 0, CO: 0  
**COST:** \$81.2K-\$200.1K, Rty: 5-6%  
**FINANCING:** Yes

### Lawn Creations ● ●

Lawn care  
**BEGAN:** 1979, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$35K-\$60K, Rty: 7%  
**FINANCING:** Yes

### Lawn Doctor ●

Lawn, tree, and shrub care; mosquito and tick control  
**BEGAN:** 1967, Franchising: 1967  
**UNITS:** US: 592, CAN: 0, INTL: 0, CO: 0  
**COST:** \$100K-\$125.1K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$60K liquid

### NaturaLawn of America

Organic-based lawn care  
**BEGAN:** 1987, Franchising: 1989  
**UNITS:** US: 82, CAN: 0, INTL: 0, CO: 9  
**COST:** \$47.5K-\$112.7K, Rty: 7-9%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K-\$125K liquid

### Robin Autopilot

Robotic lawn care  
**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 1  
**COST:** \$60.3K-\$134.1K, Rty: 6%  
**FINANCING:** Yes

### Spring-Green Lawn Care ●

Lawn and tree care  
**BEGAN:** 1977, Franchising: 1977  
**UNITS:** US: 126, CAN: 0, INTL: 0, CO: 26  
**COST:** \$89.98K-\$106.3K, Rty: 10-8%  
**FINANCING:** Yes  
**QUALIF:** \$160K net worth w/\$60K liquid

### U.S. Lawns

Commercial grounds care  
**BEGAN:** 1986, Franchising: 1987  
**UNITS:** US: 260, CAN: 0, INTL: 0, CO: 0  
**COST:** \$39.8K-\$81.3K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$50K liquid

### Weed Man ●

Lawn care  
**BEGAN:** 1970, Franchising: 1976  
**UNITS:** US: 208, CAN: 92, INTL: 3, CO: 41  
**COST:** \$69.8K-\$86.9K, Rty: \$6.2K-\$12.3K/vehicle/yr.  
**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: 72, CAN: 13, INTL: 54, CO: 0  
**COST:** \$56.3K-\$61.4K, Rty: 4%+  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$50K liquid

### Creative Colors International ●

Upholstery repair and replacement  
**BEGAN:** 1980, Franchising: 1991  
**UNITS:** US: 75, CAN: 1, INTL: 0, CO: 3  
**COST:** \$95.1K-\$122.3K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$50K liquid

### Fibrenew ●

Leather, plastic, and vinyl restoration and repair  
**BEGAN:** 1985, Franchising: 1987  
**UNITS:** US: 173, CAN: 63, INTL: 13, CO: 0  
**COST:** \$87.8K-\$99.5K, Rty: \$695+/mo.  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$15K-\$25K liquid

## PEST CONTROL

### Critter Control ●

Wildlife management, pest control  
**BEGAN:** 1983, Franchising: 1987  
**UNITS:** US: 83, CAN: 1, INTL: 0, CO: 23  
**COST:** \$63.5K-\$169.6K, Rty: 7%  
**FINANCING:** Yes

### Mosquito Hunters ●

Mosquito, tick, and flea control  
**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 93, CAN: 0, INTL: 0, CO: 4  
**COST:** \$71.9K-\$94.4K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$60K liquid

### Mosquito Joe ●

Outdoor pest control  
**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 319, CAN: 0, INTL: 0, CO: 3  
**COST:** \$102.9K-\$148.2K, Rty: 10%  
**FINANCING:** Yes



**Mosquito Police** ●

Outdoor pest control

**BEGAN:** 2017, Franchising: 2018  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$49.6K-\$95.9K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Mosquito Shield** ●

Outdoor pest control

**BEGAN:** 2001, Franchising: 2013  
**UNITS:** US: 46, CAN: 0, INTL: 0, CO: 1  
**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: 233, CAN: 0, INTL: 2, CO: 0  
**COST:** \$63.96K-\$90K, Rty: 10-8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Superior Mosquito Defense** ● ●

Outdoor pest control

**BEGAN:** 1996, Franchising: 2013  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 1  
**COST:** \$23.8K-\$38.7K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$25K-\$50K net worth w/\$25K-\$50K liquid

 **PLUMBING**

**Benjamin Franklin Plumbing**

Residential plumbing service, repair, maintenance

**BEGAN:** 2000, Franchising: 2001  
**UNITS:** US: 255, CAN: 0, INTL: 0, CO: 10  
**COST:** \$89.8K-\$427.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$150K liquid

**bluefrog Plumbing + Drain** ●

Plumbing and drain services

**BEGAN:** 2013, Franchising: 2014  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 0  
**COST:** \$127.1K-\$370.9K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$175K net worth w/\$75K liquid

**Mr. Rooter**

Plumbing, drain, and sewer cleaning

**BEGAN:** 1968, Franchising: 1972  
**UNITS:** US: 207, CAN: 24, INTL: 59, CO: 0  
**COST:** \$79.98K-\$187.1K, Rty: 5-7%  
**FINANCING:** Yes

**1-800-Plumber + Air**

Plumbing and HVAC services

**BEGAN:** 1983, Franchising: 2017  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 1  
**COST:** \$105.99K-\$241.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$300K net worth w/\$95K-\$150K liquid

**Rooter-Man** ● ●

Plumbing, drain, and sewer cleaning

**BEGAN:** 1970, Franchising: 1981  
**UNITS:** US: 681, CAN: 50, INTL: 1, CO: 25  
**COST:** \$46.8K-\$137.6K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$25K net worth w/\$10K liquid

 **POOL MAINTENANCE**

**ASP America's Swimming Pool Company** ●

Swimming pool maintenance, repairs, and renovations

**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 310, CAN: 0, INTL: 0, CO: 0  
**COST:** \$101.1K-\$138.3K, Rty: 8-4%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

**Pinch A Penny Pool Patio Spa**

Swimming pool and spa supplies, products, equipment, and maintenance

**BEGAN:** 1974, Franchising: 1976  
**UNITS:** US: 250, CAN: 0, INTL: 0, CO: 3  
**COST:** \$289.4K-\$411.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$50K-\$150K liquid

**Pool Scouts** ●

Pool cleaning and maintenance

**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 3  
**COST:** \$80.4K-\$133.3K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$250K net worth w/\$75K-\$150K liquid

**Poolwerx** ●

Pool and spa maintenance, service, remodeling, and supplies

**BEGAN:** 1992, Franchising: 1992  
**UNITS:** US: 26, CAN: 0, INTL: 119, CO: 16  
**COST:** \$93K-\$309.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$15K-\$50K liquid

 **RESIDENTIAL CLEANING**

**Casey's Cleaning Franchise**

Residential and commercial cleaning

**BEGAN:** 1986, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$40K-\$55K, Rty: 5%  
**FINANCING:** No

**The Cleaning Authority**

Environmentally friendly residential cleaning

**BEGAN:** 1977, Franchising: 1996  
**UNITS:** US: 211, CAN: 7, INTL: 0, CO: 3  
**COST:** \$76K-\$169K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$225K-\$250K net worth w/\$60K liquid

**Home Clean Heroes** ●

Residential cleaning

**BEGAN:** 2017, Franchising: 2018  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 2  
**COST:** \$117.5K-\$134.1K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$75K liquid

**Home Cleaning Centers of America** ●

Residential and commercial cleaning

**BEGAN:** 1981, Franchising: 1984  
**UNITS:** US: 32, CAN: 0, INTL: 0, CO: 0  
**COST:** \$43.3K-\$45.3K, Rty: 5-3%  
**FINANCING:** No

**Maid Brigade** ●

Residential cleaning

**BEGAN:** 1979, Franchising: 1980  
**UNITS:** US: 348, CAN: 54, INTL: 4, CO: 18  
**COST:** \$96.2K-\$129.3K, Rty: 3.5-6.9%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$50K liquid

**Maid Green Made Clean Since 2006** ● ●

Residential and commercial cleaning

**BEGAN:** 2006, Franchising: 2014  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$49.7K-\$180.8K, Rty: 6-5%  
**FINANCING:** Yes

**MaidPro** ●

Residential cleaning

**BEGAN:** 1991, Franchising: 1997  
**UNITS:** US: 257, CAN: 10, INTL: 0, CO: 1  
**COST:** \$57.6K-\$222.5K, Rty: 4-7%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$50K liquid

**Maid Right** ●

Residential cleaning

**BEGAN:** 2013, Franchising: 2013  
**UNITS:** US: 21, CAN: 0, INTL: 0, CO: 0  
**COST:** \$99.4K-\$141.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K net worth w/\$36.9K-\$79K liquid

**The Maids** ●

Residential cleaning

**BEGAN:** 1979, Franchising: 1981  
**UNITS:** US: 1,246, CAN: 53, INTL: 0, CO: 174  
**COST:** \$64.1K-\$154.3K, Rty: 6.9-3.9%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$22.4K liquid

**Maids by Trade** ● ●

Residential cleaning

**BEGAN:** 2011, Franchising: 2016  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$8.99K-\$109.99K, Rty: 6-12%  
**FINANCING:** No  
**QUALIF:** \$20K-\$50K net worth w/\$20K-\$50K liquid

**MaidThis Cleaning** ● ●

Vacation-rental and residential cleaning

**BEGAN:** 2013, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$47.6K-\$66.6K, Rty: 6%  
**FINANCING:** Yes

**Merry Maids**

Residential cleaning

**BEGAN:** 1979, Franchising: 1980  
**UNITS:** US: 1,010, CAN: 55, INTL: 640, CO: 3  
**COST:** \$89.6K-\$125K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$90K net worth w/\$35K liquid

**Molly Maid**

Residential cleaning

**BEGAN:** 1979, Franchising: 1979  
**UNITS:** US: 492, CAN: 0, INTL: 0, CO: 0  
**COST:** \$110.2K-\$155.2K, Rty: 3-6.5%  
**FINANCING:** Yes

**Tina Maids** ● ●

Residential cleaning

**BEGAN:** 2018, Franchising: 2019  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 3  
**COST:** \$27.7K-\$34.9K, Rty: 5.5%  
**FINANCING:** Yes

**T.T. Cleaning** ●

Residential and commercial cleaning

**BEGAN:** 2011, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$37.8K-\$55.3K, Rty: 7.5%  
**FINANCING:** No  
**QUALIF:** \$50K net worth w/\$15K liquid

**Two Maids & A Mop**

Residential cleaning

**BEGAN:** 2003, Franchising: 2013  
**UNITS:** US: 86, CAN: 0, INTL: 0, CO: 1  
**COST:** \$60.9K-\$144.4K, 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: 95, CAN: 0, INTL: 0, CO: 0  
**COST:** \$36.4K-\$107.4K, Rty: 5.9-2.99%  
**FINANCING:** Yes  
**QUALIF:** \$39.9K-\$100K liquid

**RESTORATION**

**AdvantaClean ●**

Restoration

**BEGAN:** 1994, Franchising: 2006  
**UNITS:** US: 207, CAN: 0, INTL: 0, CO: 0  
**COST:** \$140.1K-\$238.95K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$115K liquid

**American Veterans Restoration**

Water, fire, and mold remediation

**BEGAN:** 2017, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$80.3K-\$151.9K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$75K net worth w/\$25K liquid

**Archive Contents Restoration**

Insurance/disaster restoration

**BEGAN:** 2011, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$58.7K-\$200.9K, Rty: 7%  
**FINANCING:** No

**Certified Restoration**

**DryCleaning Network**

Restoration of textiles and electronics

**BEGAN:** 1992, Franchising: 2001  
**UNITS:** US: 130, CAN: 14, INTL: 7, CO: 1  
**COST:** \$63.7K-\$508.9K, Rty: 6-9%  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$500K net worth w/\$60K-\$100K liquid

**Delta Restoration Services**

Insurance/disaster restoration

**BEGAN:** 2006, Franchising: 2010  
**UNITS:** US: 38, CAN: 0, INTL: 0, CO: 1  
**COST:** \$129.7K-\$269.5K, Rty: 5%/7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$60K liquid

**DKI ●**

Property restoration

**BEGAN:** 1974, Franchising: 1994  
**UNITS:** US: 218, CAN: 87, INTL: 0, CO: 0  
**COST:** \$22.1K-\$94.8K, Rty: \$625-\$2.1K/mo.  
**FINANCING:** Yes

**Duraclean ●**

Carpet and upholstery cleaning, disaster restoration, mold remediation

**BEGAN:** 1930, Franchising: 1945  
**UNITS:** US: 105, CAN: 0, INTL: 146, CO: 9  
**COST:** \$81.6K-\$131.9K, Rty: 8-2%  
**FINANCING:** Yes  
**QUALIF:** \$25K liquid

**FRSTeam ●**

Restoration of textiles and electronics

**BEGAN:** 1988, Franchising: 2006  
**UNITS:** US: 37, CAN: 1, INTL: 0, CO: 8  
**COST:** \$33.4K-\$409K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$100K liquid

**911 Restoration ●**

Residential and commercial property restoration

**BEGAN:** 2003, Franchising: 2007  
**UNITS:** US: 236, CAN: 1, INTL: 0, CO: 3  
**COST:** \$70.1K-\$226.9K, Rty: 3-10%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$25K liquid

**1-800-Packouts**

Building contents packing, cleaning, storage, and restoration

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 97, CAN: 0, INTL: 0, CO: 0  
**COST:** \$69.5K-\$234K, Rty: 7%  
**FINANCING:** Yes

**1-800 Water Damage**

Restoration

**BEGAN:** 1988, Franchising: 2002  
**UNITS:** US: 102, CAN: 0, INTL: 0, CO: 2  
**COST:** \$105.8K-\$211.5K, Rty: 5-10%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$200K net worth w/\$100K liquid

**Paul Davis Restoration**

Insurance restoration

**BEGAN:** 1966, Franchising: 1970  
**UNITS:** US: 190, CAN: 61, INTL: 0, CO: 0  
**COST:** \$186.4K-\$510.7K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$250K liquid

**PuroClean ●**

Property damage restoration and remediation

**BEGAN:** 1990, Franchising: 1991  
**UNITS:** US: 273, CAN: 36, INTL: 0, CO: 0  
**COST:** \$78.8K-\$204.5K, Rty: 3-10%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K-\$75K liquid

**Rainbow International Restoration**

Indoor cleaning and restoration

**BEGAN:** 1981, Franchising: 1981  
**UNITS:** US: 294, CAN: 19, INTL: 97, CO: 0  
**COST:** \$193.7K-\$287.3K, Rty: 2-8%  
**FINANCING:** Yes

**Restoration 1 ●**

Water, fire, smoke, and mold restoration

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 225, CAN: 0, INTL: 0, CO: 0  
**COST:** \$84.5K-\$193.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$175K net worth w/\$75K liquid

**Service Team of Professionals (STOP) ●**

Water/fire restoration, mold remediation

**BEGAN:** 1971, Franchising: 1996  
**UNITS:** US: 31, CAN: 0, INTL: 0, CO: 0  
**COST:** \$83.7K-\$144.5K, Rty: 9-7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Servpro**

Fire, water, and other damage cleanup and restoration

**BEGAN:** 1967, Franchising: 1969  
**UNITS:** US: 1,825, CAN: 16, INTL: 0, CO: 0  
**COST:** \$167.6K-\$221.5K, Rty: 3-10%  
**FINANCING:** Yes  
**QUALIF:** \$105K-\$110K liquid

**Steamatic ●**

Insurance/disaster restoration, cleaning, mold remediation, air quality control

**BEGAN:** 1948, Franchising: 1967  
**UNITS:** US: 64, CAN: 74, INTL: 46, CO: 0  
**COST:** \$114.4K-\$195.6K, Rty: 8-2%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$70K liquid

**Storm Guard Roofing & Construction**

Roofing, exterior restoration

**BEGAN:** 2003, Franchising: 2011  
**UNITS:** US: 35, CAN: 0, INTL: 0, CO: 1  
**COST:** \$180.4K-\$259.6K, Rty: 6.25%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

**RESTROOM MAINTENANCE**

**Aire-Master of America ● ●**

Restroom odor control, scent branding, and commercial hygiene services

**BEGAN:** 1958, Franchising: 1976  
**UNITS:** US: 110, CAN: 1, INTL: 0, CO: 7  
**COST:** \$40.5K-\$145.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K liquid

**Enviro-Master International Franchise**

Health and safety products for businesses

**BEGAN:** 2009, Franchising: 2011  
**UNITS:** US: 81, CAN: 5, INTL: 0, CO: 0  
**COST:** \$179.9K-\$325K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$350K net worth w/\$70K-\$100K liquid

**WINDOW CLEANING**

**Fish Window Cleaning Services**

Window cleaning

**BEGAN:** 1978, Franchising: 1998  
**UNITS:** US: 278, CAN: 0, INTL: 0, CO: 1  
**COST:** \$87.3K-\$151.6K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth

**Shack Shine ●**

Interior and exterior window washing, gutter cleaning, power washing, house washing

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 20, CAN: 22, INTL: 0, CO: 0  
**COST:** \$67.6K-\$129.1K, Rty: 8%  
**FINANCING:** Yes

**Shine Window Care and Holiday Lighting**

Window cleaning, pressure washing, holiday lighting installation

**BEGAN:** 2000, Franchising: 2012  
**UNITS:** US: 37, CAN: 0, INTL: 0, CO: 0  
**COST:** \$106.9K-\$181.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

**Squeegee Squad ●**

Residential and high-rise window cleaning, building maintenance

**BEGAN:** 1999, Franchising: 2005  
**UNITS:** US: 49, CAN: 0, INTL: 3, CO: 2  
**COST:** \$58.98K-\$145.5K, Rty: 7-4%  
**FINANCING:** Yes  
**QUALIF:** \$58.97K-\$145.5K net worth w/\$3K-\$35K liquid

**Window Gang ●**

Window, gutter, roof, and dryer-vent cleaning, pressure washing, chimney sweeping

**BEGAN:** 1986, Franchising: 1996  
**UNITS:** US: 112, CAN: 0, INTL: 0, CO: 11  
**COST:** \$80.9K-\$118.3K, 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: 130, CAN: 0, INTL: 0, CO: 0  
**COST:** \$104.5K-\$190K, Rty: 7%  
**FINANCING:** Yes

**MISCELLANEOUS MAINTENANCE SERVICES**

**Bactronix**

Mold, bacteria, and virus testing and treatment, air-duct and dryer-vent cleaning

**BEGAN:** 2011, Franchising: 2015  
**UNITS:** US: 3, CAN: 0, INTL: 1, CO: 1  
**COST:** \$64.6K-\$110.6K, Rty: 6%  
**FINANCING:** Yes

**Bar-B-Clean ● ●**

Barbecue cleaning

**BEGAN:** 2011, Franchising: 2013  
**UNITS:** US: 32, CAN: 0, INTL: 0, CO: 1  
**COST:** \$36.95K-\$50.1K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$23K net worth w/\$23K liquid

**ChemStation**

Industrial cleanser manufacturing and distribution

**BEGAN:** 1965, Franchising: 1983  
**UNITS:** US: 54, CAN: 1, INTL: 1, CO: 6  
**COST:** \$324K-\$441.5K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K-\$500K liquid

**Conserva Irrigation** ●

Irrigation repair, maintenance, and efficiency upgrades

**BEGAN:** 2012, Franchising: 2017  
**UNITS:** US: 86, CAN: 0, INTL: 0, CO: 5  
**COST:** \$81.8K-\$102.3K, Rty: 5-8%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$100K net worth w/\$50K-\$100K liquid

**Dryer Vent Wizard International** ●

Dryer-vent cleaning, replacement

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 79, CAN: 5, INTL: 0, CO: 0  
**COST:** \$70.8K-\$149.5K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$30K liquid

**EnviroLogik** ●

Commercial hygiene, drain line, and odor services

**BEGAN:** 1990, Franchising: 1990  
**UNITS:** US: 0, CAN: 0, INTL: 4, CO: 0  
**COST:** \$108.7K-\$265.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$21K-\$55K liquid

**Filta Environmental Kitchen Solutions**

Environmentally friendly maintenance of commercial fryers, cooking oil, walk-in coolers, and kitchen drains

**BEGAN:** 1996, Franchising: 1996  
**UNITS:** US: 308, CAN: 4, INTL: 76, CO: 1  
**COST:** \$108.3K-\$122.1K, Rty: \$595/unit/mo.  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$35K liquid

**Fitness Machine Technicians (FMT)** ●

Exercise equipment service and repairs

**BEGAN:** 2002, Franchising: 2012  
**UNITS:** US: 40, CAN: 0, INTL: 0, CO: 1  
**COST:** \$67.9K-\$109.9K, Rty: 6%  
**FINANCING:** Yes

**Foliage Design Systems** ● ●

Interior plant sales, leasing, and maintenance

**BEGAN:** 1971, Franchising: 1980  
**UNITS:** US: 25, 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

**Glide Force Gutter Cleaning** ●

Gutter, downspout, and drain line cleaning

**BEGAN:** 2017, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$31.8K-\$52.3K, Rty: 8%/10%  
**FINANCING:** Yes  
**QUALIF:** \$18.5K net worth w/\$18.5K liquid

**Goodbye Graffiti USA** ●

Graffiti removal

**BEGAN:** 2003, Franchising: 2017  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$72.8K-\$187.8K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**Green Home Solutions** ●

Mold remediation and indoor air quality services

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 207, CAN: 0, INTL: 0, CO: 0  
**COST:** \$51.6K-\$154.1K, Rty: 7-10%  
**FINANCING:** Yes  
**QUALIF:** \$110K-\$300K liquid

**Midtown Chimney Sweeps Franchising** ●

Chimney sweeping, dryer-vent cleaning

**BEGAN:** 1979, Franchising: 2014  
**UNITS:** US: 39, CAN: 0, INTL: 0, CO: 0  
**COST:** \$62.3K-\$124.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$60K-\$70K liquid

**Mobility City Holdings** ●

Wheelchair and mobility scooter repair, cleaning, rentals, and sales

**BEGAN:** 1999, Franchising: 2017  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 1  
**COST:** \$121.2K-\$233.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$500K net worth w/\$75K-\$150K liquid

**Precision Concrete Cutting** ●

Uneven-sidewalk repairs

**BEGAN:** 1991, Franchising: 2002  
**UNITS:** US: 52, CAN: 7, INTL: 2, CO: 5  
**COST:** \$215K-\$241.5K, Rty: 9%  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$72K liquid

**Renew Crew** ●

Environmentally friendly exterior surface cleaning and protection

**BEGAN:** 1993, Franchising: 2001  
**UNITS:** US: 27, CAN: 0, INTL: 0, CO: 0  
**COST:** \$100.4K-\$142.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$32.96K-\$72.5K liquid

**Scoop Soldiers** ●

Pet waste removal

**BEGAN:** 2010, Franchising: 2019  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 12  
**COST:** \$47.5K-\$104.1K, Rty: 16%  
**FINANCING:** No

**Personal Care**
 **CRYOTHERAPY**
**iCryo**

Cryotherapy, wellness, and pain management services

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 2  
**COST:** \$239.4K-\$591.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$50K-\$125K liquid

**Restore Hyper Wellness**

Wellness services

**BEGAN:** 2014, Franchising: 2016  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 7  
**COST:** \$480.5K-\$942.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

 **FITNESS**
**Ageless Fitness**

Fitness programs for seniors

**BEGAN:** 2014, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$64.2K-\$118.2K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$34.9K net worth w/\$34.9K liquid

**Air Aerial Fitness**

Aerial fitness training

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 1  
**COST:** \$86K-\$176K, Rty: 5%  
**FINANCING:** No

**AKT Franchise**

Fitness studios

**BEGAN:** 2014, Franchising: 2018  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 1  
**COST:** \$332.5K-\$499.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

**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  
**QUALIF:** \$70K-\$250K liquid

**Anytime Fitness**

Fitness centers

**BEGAN:** 2001, Franchising: 2002  
**UNITS:** US: 2,405, CAN: 202, INTL: 2,122, CO: 4  
**COST:** \$96.1K-\$523.8K, Rty: \$649-\$699/mo.  
**FINANCING:** Yes  
**QUALIF:** \$100K liquid

**Athletic Republic**

Sports performance training

**BEGAN:** 1990, Franchising: 2006  
**UNITS:** US: 38, CAN: 1, INTL: 4, CO: 1  
**COST:** \$236K-\$482K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

**Baby Boot Camp** ● ●

Prenatal and postpartum fitness and nutrition

**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 63, CAN: 0, INTL: 0, CO: 0  
**COST:** \$6.1K-\$10.2K, Rty: \$175+/mo.  
**FINANCING:** No  
**QUALIF:** \$5K-\$10K liquid

**The Bar Method**

Barre fitness studios

**BEGAN:** 2001, Franchising: 2008  
**UNITS:** US: 100, CAN: 2, INTL: 0, CO: 1  
**COST:** \$218.96K-\$427.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth

**The Barre Code**

Barre fitness classes

**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 41, CAN: 0, INTL: 0, CO: 4  
**COST:** \$190.5K-\$411.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$420K net worth w/\$100K-\$225K liquid

**Basecamp Fitness**

Fitness studios

**BEGAN:** 2013, Franchising: 2019  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 6  
**COST:** \$500.8K-\$734.8K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth

**Blink Fitness**

Health and fitness centers

**BEGAN:** 2011, Franchising: 2015  
**UNITS:** US: 11, CAN: 0, INTL: 0, CO: 96  
**COST:** \$606.8K-\$2.1M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M-\$3M net worth w/\$350K-\$400K liquid



### Bodytek Fitness

Gyms

**BEGAN:** 2010, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 4  
**COST:** \$249.6K-\$384.5K, Rty: 6%  
**FINANCING:** Yes

### Brooklyn Fitboxing USA

Boxing and kickboxing group fitness programs

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 2, CAN: 0, INTL: 112, CO: 2  
**COST:** \$150K-\$261.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$400K-\$600K net worth w/\$75K-\$100K liquid

### Burn Boot Camp

Women's fitness centers

**BEGAN:** 2012, Franchising: 2015  
**UNITS:** US: 260, CAN: 0, INTL: 0, CO: 4  
**COST:** \$150.3K-\$406.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$150K liquid

### The Camp Transformation Center

Fitness/weight-loss services

**BEGAN:** 2010, Franchising: 2016  
**UNITS:** US: 96, CAN: 0, INTL: 2, CO: 10  
**COST:** \$167K-\$326.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$150K net worth w/\$75K liquid

### Cityrow Franchise

Rowing and strength training

**BEGAN:** 2014, Franchising: 2018  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 2  
**COST:** \$253K-\$460K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

### CKO Kickboxing

Kickboxing fitness classes

**BEGAN:** 1997, Franchising: 2007  
**UNITS:** US: 86, CAN: 1, INTL: 0, CO: 0  
**COST:** \$117.8K-\$383.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$110K-\$130K net worth w/\$65K-\$85K liquid

### Club Pilates Franchise

Reformer Pilates classes

**BEGAN:** 2007, Franchising: 2012  
**UNITS:** US: 553, CAN: 8, INTL: 1, CO: 1  
**COST:** \$167.97K-\$280.4K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

### Core Progression Elite Personal Training

Personal and group training, wellness services

**BEGAN:** 2008, Franchising: 2017  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 2  
**COST:** \$170.5K-\$460K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$75K liquid

### Crunch Franchise

Fitness centers

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 208, CAN: 30, INTL: 17, CO: 25  
**COST:** \$255.5K-\$2.3M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$400K-\$500K liquid

### CycleBar

Indoor cycling classes

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 193, CAN: 2, INTL: 1, CO: 0  
**COST:** \$319.2K-\$497.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$5M net worth w/\$100K liquid

### Discover Strength

Personalized strength training

**BEGAN:** 2006, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 5  
**COST:** \$271.3K-\$481K, Rty: 6%  
**FINANCING:** No

### D1 Sports Franchise

Athletic training

**BEGAN:** 2001, Franchising: 2015  
**UNITS:** US: 44, CAN: 0, INTL: 0, CO: 0  
**COST:** \$235.3K-\$670.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K liquid

### Eat The Frog Fitness

Fitness studios

**BEGAN:** 2015, Franchising: 2016  
**UNITS:** US: 19, CAN: 2, INTL: 0, CO: 1  
**COST:** \$560K-\$722K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$150K liquid

### EverybodyFights

Fitness facilities

**BEGAN:** 2013, Franchising: 2016  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 4  
**COST:** \$85.5K-\$1.9M, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$2.5M net worth w/\$200K-\$1.5M liquid

### The Exercise Coach

Personal training

**BEGAN:** 2000, Franchising: 2010  
**UNITS:** US: 89, CAN: 0, INTL: 30, CO: 2  
**COST:** \$119.3K-\$332.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

### F45 Training

Fitness studios

**BEGAN:** 2011, Franchising: 2013  
**UNITS:** US: 267, CAN: 66, INTL: 712, CO: 0  
**COST:** \$227K-\$315K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K liquid

### Fit Body Boot Camp

Indoor fitness boot camps

**BEGAN:** 2009, Franchising: 2011  
**UNITS:** US: 406, CAN: 49, INTL: 0, CO: 1  
**COST:** \$151.1K-\$213.1K, Rty: \$997/mo.  
**FINANCING:** No  
**QUALIF:** Up to \$1M net worth w/\$80K-\$151.1K liquid

### Fit4Mom ●●

Prenatal and postpartum fitness and wellness programs

**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 316, CAN: 0, INTL: 1, CO: 1  
**COST:** \$6.9K-\$26.4K, Rty: 2%  
**FINANCING:** No

### Fitness Together

Personal training

**BEGAN:** 1984, Franchising: 1996  
**UNITS:** US: 142, CAN: 0, INTL: 0, CO: 1  
**COST:** \$143.6K-\$258.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$175K net worth w/\$80K liquid

### FitPro Franchising

Fitness and nutrition programs

**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$131.1K-\$207.6K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$100K liquid

### Gold's Gym

Health and fitness centers

**BEGAN:** 1965, Franchising: 1980  
**UNITS:** US: 182, CAN: 11, INTL: 388, CO: 140  
**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: 174, CAN: 9, INTL: 35, CO: 22  
**COST:** \$56.1K-\$121.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

### Hardcore Fitness Boot Camp

Group training

**BEGAN:** 2007, Franchising: 2017  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 6  
**COST:** \$285.2K-\$621.8K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$30K-\$100K liquid

### HEW Fitness

Boot camp fitness programs

**BEGAN:** 2008, Franchising: 2011  
**UNITS:** US: 17, CAN: 0, INTL: 0, CO: 1  
**COST:** \$126.3K-\$476.9K, Rty: 5%  
**FINANCING:** Yes

### Honor Yoga

Yoga, meditation, teacher training, retreats

**BEGAN:** 2013, Franchising: 2016  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 1  
**COST:** \$199.97K-\$299.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$800K net worth w/\$42K-\$120K liquid

### Iron Legion Franchise

Strength training and fitness programs

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$107.6K-\$171.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

### ISI Elite Training

Athletic-based fitness programs

**BEGAN:** 2011, Franchising: 2019  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 6  
**COST:** \$173.3K-\$370.6K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$150K liquid

### Jabz Franchising

Boxing studios for women

**BEGAN:** 2012, Franchising: 2014  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 3  
**COST:** \$147.2K-\$242.3K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$70K liquid

### Jazzercise ●

Group fitness classes, conventions, apparel, and accessories

**BEGAN:** 1969, Franchising: 1982  
**UNITS:** US: 6,585, CAN: 161, INTL: 1,814, CO: 2  
**COST:** \$2.4K-\$17.2K, Rty: 20%  
**FINANCING:** No

### Just You Fitness ●●

Personal training

**BEGAN:** 2011, Franchising: 2016  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$16K-\$29.4K, Rty: \$499/mo.  
**FINANCING:** Yes

### Last Real Gym

Gyms

**BEGAN:** 2003, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$412.6K-\$797.4K, Rty: 5%  
**FINANCING:** No

**Legends Boxing**

Boxing fitness programs

**BEGAN:** 2013, Franchising: 2017  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 0  
**COST:** \$289.5K-\$524.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**The Max Challenge**

10-week fitness and nutrition programs

**BEGAN:** 2011, Franchising: 2013  
**UNITS:** US: 70, CAN: 0, INTL: 0, CO: 0  
**COST:** \$150.8K-\$349.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$600K net worth w/\$55K liquid

**Mayweather Boxing + Fitness**

Boxing group fitness

**BEGAN:** 2018, Franchising: 2018  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 1  
**COST:** \$282K-\$698K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$100K liquid

**Moms on the Run**  

Fitness programs for women

**BEGAN:** 2008, Franchising: 2012  
**UNITS:** US: 43, CAN: 0, INTL: 0, CO: 7  
**COST:** \$6.2K-\$13.5K, Rty: \$215+/mo.  
**FINANCING:** No  
**QUALIF:** \$10K liquid

**MyFitness Butler** 

Mobile personal training

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$56.6K-\$84K, Rty: 7%  
**FINANCING:** No

**9Round**

Kickboxing fitness circuit-training centers

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 539, CAN: 68, INTL: 134, CO: 7  
**COST:** \$106.2K-\$150.3K, Rty: \$600/mo.  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$30K liquid

**On The Marc Training** 

Mobile fitness training

**BEGAN:** 2013, Franchising: 2019  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$52.3K-\$71.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$60K-\$80K net worth w/\$30K-\$50K liquid

**Orangetheory Fitness**

Group personal training

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 1,178, CAN: 107, INTL: 84, CO: 16  
**COST:** \$576K-\$1.5M, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Outlaw FitCamp Fitness Studios**

Functional interval training fitness studios

**BEGAN:** 2008, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$191K-\$305.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$500K net worth w/\$95K-\$200K liquid

**Oxygen Yoga & Fitness**

Yoga and fitness classes

**BEGAN:** 2011, Franchising: 2011  
**UNITS:** US: 0, CAN: 51, INTL: 0, CO: 0  
**COST:** \$245K-\$390K, Rty: 5%  
**FINANCING:** Yes

**Physique 57**

Barre fitness classes

**BEGAN:** 2005, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 6  
**COST:** \$272K-\$603.6K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$500K net worth

**PickUp USA Fitness**

Basketball-focused fitness clubs

**BEGAN:** 2011, Franchising: 2016  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 1  
**COST:** \$407.3K-\$999.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**Planet Fitness**

Fitness clubs

**BEGAN:** 1992, Franchising: 2003  
**UNITS:** US: 1,740, CAN: 32, INTL: 7, CO: 80  
**COST:** \$1.1M-\$4.2M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$3M net worth w/\$1.5M liquid

**Pure Barre**

Barre fitness classes and apparel

**BEGAN:** 2001, Franchising: 2009  
**UNITS:** US: 542, CAN: 3, INTL: 0, CO: 7  
**COST:** \$198.7K-\$446.3K, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$100K liquid

**Pure Physique**

Fitness and wellness centers

**BEGAN:** 2004, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$125.1K-\$184.9K, Rty: 5%  
**FINANCING:** Yes

**Red Effect International Franchise**

Infrared fitness studios

**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 3  
**COST:** \$149.5K-\$1M, Rty: 7%  
**FINANCING:** Yes

**Regymen Fitness**

Fitness studios

**BEGAN:** 2017, Franchising: 2018  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 4  
**COST:** \$402K-\$865K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$2M net worth w/\$250K-\$2M liquid

**Retro Fitness**

Health clubs

**BEGAN:** 2002, Franchising: 2006  
**UNITS:** US: 140, CAN: 0, INTL: 0, CO: 0  
**COST:** \$939.3K-\$1.6M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$2M net worth w/\$500K liquid

**Row House**

Indoor rowing classes

**BEGAN:** 2014, Franchising: 2017  
**UNITS:** US: 54, CAN: 0, INTL: 0, CO: 3  
**COST:** \$257.7K-\$400.8K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

**Sasquatch Strength**

Group functional training

**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 3  
**COST:** \$182.8K-\$281.1K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

**Self Made Training Facility**

Private personal training and supplement sales

**BEGAN:** 2010, Franchising: 2016  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 1  
**COST:** \$263.98K-\$725.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth

**Send Me a Trainer** 

In-home personal training

**BEGAN:** 2007, Franchising: 2019  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 0  
**COST:** \$49.1K-\$84.8K, Rty: 9%  
**FINANCING:** Yes  
**QUALIF:** \$49.6K-\$85.3K liquid

**Snap Fitness**

24-hour fitness centers

**BEGAN:** 2003, Franchising: 2004  
**UNITS:** US: 729, CAN: 41, INTL: 478, CO: 19  
**COST:** \$144.8K-\$478.8K, Rty: \$580/mo.  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$125K liquid

**StretchLab**

Assisted stretching classes and related therapy services

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 64, CAN: 0, INTL: 0, CO: 0  
**COST:** \$169.3K-\$248.1K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

**Stride**

Fitness studios

**BEGAN:** 2017, Franchising: 2019  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$233.9K-\$493K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

**Sudore Wellness**

Group interval training

**BEGAN:** 2017, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$230K-\$437.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**Tapout Fitness**

Fitness and martial arts

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 19, CAN: 0, INTL: 5, CO: 3  
**COST:** \$139.7K-\$695.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$100K liquid

**The8Block Fitness Studio**

Fitness studios with smoothie bar and recovery services

**BEGAN:** 2016, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$150.4K-\$307.4K, Rty: \$500-\$1.2K/mo.  
**FINANCING:** No  
**QUALIF:** \$40K net worth w/\$40K liquid

**30 Minute Hit**

Kickboxing circuit-training programs for women

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 9, CAN: 53, INTL: 0, CO: 0  
**COST:** \$100.6K-\$165.5K, Rty: \$500-\$900/mo.  
**FINANCING:** Yes  
**QUALIF:** \$45K liquid

**Title Boxing Club**

Boxing and kickboxing fitness classes, personal training, apparel

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 177, CAN: 0, INTL: 8, CO: 2  
**COST:** \$160.5K-\$519.6K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$100K liquid

**Tough Mudder Bootcamp**

High-intensity interval training studios

**BEGAN:** 2017, Franchising: 2017  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 0  
**COST:** \$377.7K-\$560K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$125K liquid

**TruFusion**

Group fitness studios

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 2  
**COST:** \$899.7K-\$3.1M, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$500K liquid



### UFC Gym

Boxing, kickboxing, Brazilian jiu jitsu, high-intensity interval training, and group fitness classes

**BEGAN:** 1992, Franchising: 2004  
**UNITS:** US: 85, CAN: 5, INTL: 37, CO: 14  
**COST:** \$199K-\$4.2M, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$1.5M net worth w/\$100K-\$500K liquid

### Workout Anytime 24/7

24-hour health clubs

**BEGAN:** 1999, Franchising: 2005  
**UNITS:** US: 168, CAN: 0, INTL: 0, CO: 1  
**COST:** \$562.9K-\$1M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$175K liquid

### YogaSix

Yoga studios

**BEGAN:** 2012, Franchising: 2018  
**UNITS:** US: 34, CAN: 0, INTL: 0, CO: 0  
**COST:** \$283.3K-\$452.8K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

## HAIR CARE

### Cookie Cutters Haircuts for Kids

Children's hair salons

**BEGAN:** 1994, Franchising: 1996  
**UNITS:** US: 105, CAN: 3, INTL: 0, CO: 2  
**COST:** \$132K-\$339.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

### Cost Cutters Family Hair Care

Family hair salons

**BEGAN:** 1982, Franchising: 1982  
**UNITS:** US: 405, CAN: 0, INTL: 0, CO: 203  
**COST:** \$148.9K-\$316.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth

### CutFinity Franchising

Family hair salons

**BEGAN:** 2018, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 0  
**COST:** \$126.8K-\$247.5K, Rty: 5-6%  
**FINANCING:** Yes

### Diesel Barbershop

Haircare and grooming services

**BEGAN:** 2011, Franchising: 2017  
**UNITS:** US: 17, CAN: 0, INTL: 0, CO: 6  
**COST:** \$273K-\$391K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

### Drybar

Hair care

**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 40, CAN: 0, INTL: 0, CO: 86  
**COST:** \$639.2K-\$1.4M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$350K liquid

### First Choice Haircutters

Family hair salons

**BEGAN:** 1980, Franchising: 1980  
**UNITS:** US: 0, CAN: 249, INTL: 0, CO: 137  
**COST:** \$177.8K-\$302.6K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

### Floyd's 99 Barbershop

Haircuts, hair coloring, shaves, retail products

**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 34, CAN: 0, INTL: 0, CO: 85  
**COST:** \$294K-\$642K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1.5M net worth w/\$500K liquid

### Great Clips

Hair salons

**BEGAN:** 1982, Franchising: 1983  
**UNITS:** US: 4,316, CAN: 157, INTL: 0, CO: 0  
**COST:** \$146.9K-\$282.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$1M net worth w/\$75K-\$250K liquid

### Hammer & Nails

Men's barbering and grooming services

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 1  
**COST:** \$269.7K-\$549.5K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$5M net worth w/\$100K liquid

### Lemon Tree Family Salons

Family hair salons

**BEGAN:** 1974, Franchising: 1976  
**UNITS:** US: 37, CAN: 0, INTL: 0, CO: 8  
**COST:** \$197.8K-\$244.1K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$150K-\$200K net worth w/\$75K liquid

### Magcuts

Hair salon

**BEGAN:** 1981, Franchising: 1981  
**UNITS:** US: 0, CAN: 81, INTL: 0, CO: 32  
**COST:** \$197.7K-\$338.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### Nikita Hair

Hair salons

**BEGAN:** 1984, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$162.3K-\$268.6K, Rty: 6%  
**FINANCING:** Yes

### Pigtails & Crewcuts

Children's hair salons

**BEGAN:** 2002, Franchising: 2004  
**UNITS:** US: 61, CAN: 0, INTL: 0, CO: 1  
**COST:** \$98.3K-\$229.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$150K liquid

### Roosters Men's Grooming Centers

Men's grooming services and products

**BEGAN:** 1999, Franchising: 2002  
**UNITS:** US: 83, CAN: 2, INTL: 0, CO: 0  
**COST:** \$195.8K-\$334.9K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

### Scissors & Scotch

Men's grooming services, lounge and bar

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 2  
**COST:** \$389.3K-\$665K, Rty: 4-6.5%  
**FINANCING:** No  
**QUALIF:** \$375K net worth w/\$170K liquid

### Sharkey's Cuts for Kids

Children's hair salons

**BEGAN:** 2001, Franchising: 2004  
**UNITS:** US: 72, CAN: 1, INTL: 2, CO: 1  
**COST:** \$163.4K-\$187.99K, Rty: \$1K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$129.99K liquid

### SmartStyle

Family hair salons

**BEGAN:** 1996, Franchising: 2016  
**UNITS:** US: 497, CAN: 19, INTL: 0, CO: 1,524  
**COST:** \$149.4K-\$305.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

### Snip-Its

Children's hair salons, party services

**BEGAN:** 1995, Franchising: 2003  
**UNITS:** US: 55, CAN: 0, INTL: 0, CO: 3  
**COST:** \$130.8K-\$240.4K, 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: 1,770, CAN: 39, INTL: 0, CO: 70  
**COST:** \$233.8K-\$388.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$200K liquid

### Supercuts

Hair salons

**BEGAN:** 1975, Franchising: 1979  
**UNITS:** US: 2,369, CAN: 11, INTL: 129, CO: 374  
**COST:** \$151.4K-\$321K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

### The Ultimate Barber

Barbershops

**BEGAN:** 2016, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$95.4K-\$275.9K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$60K liquid

### V's Barbershop Franchise

Upscale barbershops

**BEGAN:** 1999, Franchising: 2005  
**UNITS:** US: 45, CAN: 0, INTL: 0, CO: 0  
**COST:** \$192.7K-\$423.1K, Rty: 3.5-5%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$100K liquid

### Whip Salon

Beauty salons

**BEGAN:** 2016, Franchising: 2019  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$188.5K-\$361.9K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$400K net worth w/\$100K liquid

## LASH & BROW SERVICES

### Amazing Lash Studio

Eyelash-extension studios

**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 222, CAN: 0, INTL: 0, CO: 7  
**COST:** \$239.2K-\$508.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth w/\$100K liquid

### Deka Lash

Eyelash extensions

**BEGAN:** 2013, Franchising: 2016  
**UNITS:** US: 79, CAN: 0, INTL: 0, CO: 3  
**COST:** \$179.3K-\$426.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid

### Flirty Girl Lash Studio

Eyelash extensions and brow services

**BEGAN:** 2013, Franchising: 2017  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 3  
**COST:** \$249.5K-\$322.5K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$450K net worth w/\$100K liquid

### Idolize Brows & Beauty

Threading, lash and brow services, body waxing, facials

**BEGAN:** 2009, Franchising: 2017  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 6  
**COST:** \$86.4K-\$251.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K-\$75K liquid

### J'adore

Eyebrow microblading, scalp micropigmentation, semipermanent makeup, aesthetics

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$72K-\$181.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**LashBar**

Eyelash extensions and beauty services

**BEGAN:** 2016, Franchising: 2018  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 1  
**COST:** \$174.2K-\$277.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$500K net worth w/\$200K-\$500K liquid

**Lashes By Ann**

Eyelash extension studios

**BEGAN:** 2013, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$170.5K-\$229.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$45K net worth w/\$45K liquid

**The Lash Loft**

Eyelash- and eyebrow-related services

**BEGAN:** 2013, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$312.4K-\$560.9K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$2M net worth w/\$500K liquid

**The Lash Lounge**

Eyelash extensions, tinting, and threading

**BEGAN:** 2006, Franchising: 2010  
**UNITS:** US: 101, CAN: 0, INTL: 0, CO: 3  
**COST:** \$227.4K-\$505.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Lume Lash Brow Beauty**

Eyelash, eyebrow, beauty, and facial care studios

**BEGAN:** 2016, Franchising: 2018  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$88.9K-\$174.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$54.9K net worth

**Roselisa**

Eyelash extensions and lifts, beauty products

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 0, CAN: 5, INTL: 0, CO: 2  
**COST:** \$106.1K-\$210.5K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Seva Beauty** 

Eyebrow shaping, eyelash extensions, facials, tinting, makeup, spa services and products

**BEGAN:** 2008, Franchising: 2010  
**UNITS:** US: 142, CAN: 0, INTL: 0, CO: 0  
**COST:** \$80.1K-\$237.7K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$350K net worth w/\$190K liquid

**Sherry Lash Boutique**

Eyelash extensions and lifts, permanent makeup, facials, waxing

**BEGAN:** 2016, Franchising: 2020  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$66.5K-\$112.6K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$34.9K net worth w/\$34.9K liquid

 **MED SPAS**
**Evolution MD**

Med spas/cosmetic surgery centers

**BEGAN:** 2011, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 5  
**COST:** \$126.9K-\$711.8K, Rty: 6%/10%  
**FINANCING:** Yes  
**QUALIF:** \$45K-\$60K net worth w/\$45K-\$60K liquid

**Ideal Image MedSpa**

Aesthetics, laser hair removal, body sculpting, Botox, antiaging services

**BEGAN:** 2001, Franchising: 2004  
**UNITS:** US: 21, CAN: 0, INTL: 0, CO: 120  
**COST:** \$694.5K-\$1.3M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$250K liquid

**MakeOver SkinCare**

Beauty and medical aesthetic services

**BEGAN:** 2017, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$67.3K-\$434.95K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$14.9K-\$29.9K net worth w/\$14.9K-\$29.9K liquid

**Skinovatio Medical Spa**

Med spas

**BEGAN:** 2015, Franchising: 2018  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$124.9K-\$196.97K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$30K-\$50K liquid

 **NAIL SALONS**
**A Perfect 10 Nail and Beauty Bar**

Nail salons serving beer and wine

**BEGAN:** 2011, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 5  
**COST:** \$130.3K-\$217K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$29.9K net worth w/\$29.9K liquid

**Frenchies Modern Nail Care**

Manicure and pedicure studios

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 23, CAN: 0, INTL: 0, CO: 1  
**COST:** \$243.5K-\$418.3K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$150K liquid

**Herbal Nail Bar**

Nail salons

**BEGAN:** 2016, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$233.1K-\$292.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$29.9K net worth w/\$29.9K liquid

**Prose Nails**

Manicures and pedicures

**BEGAN:** 2017, Franchising: 2017  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 1  
**COST:** \$430.9K-\$680.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

 **SALON SUITES**
**Image Studios**

Salon suites

**BEGAN:** 2010, Franchising: 2015  
**UNITS:** US: 20, CAN: 0, INTL: 0, CO: 0  
**COST:** \$454.2K-\$1.2M, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

**My Salon Suite/Salon Plaza**

Salon suites

**BEGAN:** 2010, Franchising: 2012  
**UNITS:** US: 99, CAN: 1, INTL: 0, CO: 29  
**COST:** \$582.2K-\$1.5M, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$200K liquid

**Phenix Salon Suites Franchising**

Salon suites

**BEGAN:** 2007, Franchising: 2010  
**UNITS:** US: 275, CAN: 0, INTL: 0, CO: 5  
**COST:** \$308.1K-\$1.4M, Rty: \$0.30/sq. ft./mo.  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$250K liquid

**Salons by JC**

Salon suites

**BEGAN:** 1997, Franchising: 2011  
**UNITS:** US: 86, CAN: 1, INTL: 0, CO: 10  
**COST:** \$722.9K-\$1.4M, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$300K liquid

**Sola Salon Studios**

Salon suites

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 432, CAN: 3, INTL: 1, CO: 25  
**COST:** \$531.2K-\$1.7M, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

 **SENIOR CARE**
**Accessible Home Health Care**

Medical and nonmedical home care

**BEGAN:** 2001, Franchising: 2006  
**UNITS:** US: 91, CAN: 0, INTL: 4, CO: 5  
**COST:** \$124.9K-\$168.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$125K-\$250K net worth w/\$124.9K-\$168.2K liquid

**Acti-Kare**  

Nonmedical home care

**BEGAN:** 2007, Franchising: 2007  
**UNITS:** US: 132, CAN: 0, INTL: 0, CO: 0  
**COST:** \$31.9K-\$52.2K, 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: 206, CAN: 2, INTL: 0, CO: 0  
**COST:** \$74.7K-\$125.4K, 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: 110, CAN: 0, INTL: 0, CO: 1  
**COST:** \$87K-\$237.1K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$150K liquid

**Assisted Living Locators** 

Senior-care referrals and senior-living placement

**BEGAN:** 2003, Franchising: 2006  
**UNITS:** US: 135, CAN: 0, INTL: 0, CO: 4  
**COST:** \$67.5K-\$87.2K, Rty: 8%+  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Assisting Hands Home Care**

Home health care, respite care

**BEGAN:** 2006, Franchising: 2006  
**UNITS:** US: 116, CAN: 1, INTL: 0, CO: 4  
**COST:** \$80.1K-\$152K, Rty: 5-4%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

**Bridge to Better Living**

Senior relocation referral services

**BEGAN:** 2010, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$99K-\$129.3K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

**BrightStar Care**

Medical/nonmedical home care, medical staffing

**BEGAN:** 2002, Franchising: 2005  
**UNITS:** US: 330, CAN: 0, INTL: 0, CO: 12  
**COST:** \$101.7K-\$169.4K, Rty: 5.25%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$150K liquid



### CarePatrol Franchise Systems ●

Assisted-living referral and placement  
**BEGAN:** 1993, Franchising: 2009  
**UNITS:** US: 131, CAN: 0, INTL: 0, CO: 0  
**COST:** \$72.2K-\$89.1K, Rty: \$600-\$3K/mo.  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$70K liquid

### Careshyft

Nonmedical home care  
**BEGAN:** 2016, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$76.8K-\$145.7K, Rty: 4-5%  
**FINANCING:** Yes

### Caring Senior Service

Nonmedical home care  
**BEGAN:** 1991, Franchising: 2002  
**UNITS:** US: 46, CAN: 0, INTL: 0, CO: 4  
**COST:** \$110.1K-\$176K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K-\$150K liquid

### Chefs For Seniors ● ●

In-home meal preparation service for seniors  
**BEGAN:** 2013, Franchising: 2017  
**UNITS:** US: 47, CAN: 0, INTL: 0, CO: 1  
**COST:** \$11.4K-\$26.4K, Rty: 8%  
**FINANCING:** Yes

### ComForCare Home Care

Nonmedical and skilled home care  
**BEGAN:** 1996, Franchising: 2001  
**UNITS:** US: 203, CAN: 10, INTL: 0, CO: 0  
**COST:** \$96.2K-\$208.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$65K liquid

### Comfort Keepers

Home care  
**BEGAN:** 1998, Franchising: 1999  
**UNITS:** US: 574, CAN: 61, INTL: 64, CO: 85  
**COST:** \$91.2K-\$144.96K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### Compassionate Helpers ●

Senior care  
**BEGAN:** 2009, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$137.95K-\$259.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$35K-\$100K liquid

### Elder-Well Adult Day Program

Nonmedical adult day care  
**BEGAN:** 2019, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 0  
**COST:** \$51.8K-\$149.2K, Rty: 8-6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$45K liquid

### Executive Home Care

Home health care  
**BEGAN:** 2004, Franchising: 2012  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 1  
**COST:** \$99.7K-\$169.9K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$200K liquid

### FirstLight Home Care Franchising ●

Nonmedical home care  
**BEGAN:** 2009, Franchising: 2010  
**UNITS:** US: 184, CAN: 0, INTL: 0, CO: 0  
**COST:** \$112.9K-\$199.4K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$100K liquid

### Golden Heart Senior Care ●

Nonmedical home care, staffing, assisted-living placement  
**BEGAN:** 2009, Franchising: 2010  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 0  
**COST:** \$68.9K-\$96.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$100K liquid

### Granny Nannies Licensing Group

Home care  
**BEGAN:** 1990, Franchising: 1997  
**UNITS:** US: 25, 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

### Griswold Home Care

Nonmedical home care  
**BEGAN:** 1982, Franchising: 1984  
**UNITS:** US: 167, CAN: 0, INTL: 0, CO: 14  
**COST:** \$106.4K-\$133.1K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$106.4K-\$133.1K liquid

### Home Care for the 21st Century

Home health care and hospice care  
**BEGAN:** 1994, Franchising: 2019  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 0  
**COST:** \$85.8K-\$203K, Rty: 6.9-5.4%  
**FINANCING:** Yes  
**QUALIF:** \$85.8K-\$203K liquid

### Home Helpers Home Care ●

Nonmedical/skilled home care; monitoring products and services  
**BEGAN:** 1997, Franchising: 1997  
**UNITS:** US: 323, CAN: 1, INTL: 0, CO: 0  
**COST:** \$84.5K-\$136.6K, 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: 612, CAN: 42, INTL: 397, CO: 3  
**COST:** \$108.9K-\$124.9K, Rty: 5%  
**FINANCING:** Yes

### HomeWell Care Services

Home care  
**BEGAN:** 2002, Franchising: 2003  
**UNITS:** US: 62, CAN: 3, INTL: 0, CO: 0  
**COST:** \$96.4K-\$221.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$150K liquid

### Interim HealthCare

Medical home care, medical staffing  
**BEGAN:** 1966, Franchising: 1966  
**UNITS:** US: 325, CAN: 0, INTL: 268, CO: 0  
**COST:** \$125.5K-\$198.5K, Rty: 3.5-5.5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

### My Elder ●

Senior advocacy  
**BEGAN:** 2004, Franchising: 2014  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 3  
**COST:** \$72.3K-\$118.6K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$500K net worth w/\$150K-\$250K liquid

### Nurse Next Door Home Care Services ●

Medical/nonmedical home care  
**BEGAN:** 2001, Franchising: 2007  
**UNITS:** US: 100, CAN: 60, INTL: 3, CO: 9  
**COST:** \$105.1K-\$199.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$125K net worth w/\$125K liquid

### Oasis Senior Advisors ●

Senior-living placement  
**BEGAN:** 2013, Franchising: 2014  
**UNITS:** US: 79, CAN: 0, INTL: 0, CO: 1  
**COST:** \$59.3K-\$93.5K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$40K liquid

### Options for Senior America

Home health care  
**BEGAN:** 1990, Franchising: 2005  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 7  
**COST:** \$65K-\$87K, Rty: 4.75%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$75K-\$88K liquid

### Qualicare ●

Medical/nonmedical home care, patient advocacy  
**BEGAN:** 2001, Franchising: 2011  
**UNITS:** US: 14, CAN: 37, INTL: 0, CO: 3  
**COST:** \$84.6K-\$194.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$50K-\$150K liquid

### Right at Home

Home care, medical staffing  
**BEGAN:** 1995, Franchising: 2000  
**UNITS:** US: 471, CAN: 31, INTL: 89, CO: 1  
**COST:** \$80.2K-\$147.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$240K liquid

### SAFE Homecare

Senior care  
**BEGAN:** 2014, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$86.4K-\$132.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$150K net worth w/\$40K-\$75K liquid

### Senior Care Authority ●

Senior-care consulting and placement  
**BEGAN:** 2009, Franchising: 2014  
**UNITS:** US: 60, CAN: 1, INTL: 0, CO: 4  
**COST:** \$62.5K-\$82.4K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$55K liquid

### Senior Helpers

Personal, companion, and Alzheimer's home care  
**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 289, CAN: 3, INTL: 12, CO: 12  
**COST:** \$104.8K-\$144.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$100K liquid

### Synergy HomeCare ●

Nonmedical home care  
**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 331, CAN: 0, INTL: 0, CO: 0  
**COST:** \$38.9K-\$159.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$125K-\$250K net worth w/\$50K-\$100K liquid

### Touching Hearts at Home ●

Nonmedical home care for seniors and people with disabilities  
**BEGAN:** 1996, Franchising: 2007  
**UNITS:** US: 72, CAN: 0, INTL: 0, CO: 0  
**COST:** \$48.9K-\$75.6K, Rty: 3-5%  
**FINANCING:** Yes  
**QUALIF:** \$60K-\$80K net worth w/\$39.5K liquid

**24-7 Nursing Care** ●

Home nursing care

**BEGAN:** 2013, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$48.3K-\$63.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$48.3K-\$63.3K net worth

**Visiting Angels**

Nonmedical home care

**BEGAN:** 1992, Franchising: 1998  
**UNITS:** US: 583, CAN: 8, INTL: 3, CO: 0  
**COST:** \$122.5K-\$153.3K, Rty: 3.5-3%  
**FINANCING:** No  
**QUALIF:** \$108K net worth

 **SPA SERVICES**
**Caribbean Mystique Spa**

Wellness spas

**BEGAN:** 2013, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$209.6K-\$344.4K, Rty: 5-5.5%  
**FINANCING:** Yes  
**QUALIF:** \$34.9K net worth w/\$34.9K liquid

**Clov'r Life Spa**

Spa services

**BEGAN:** 2016, Franchising: 2017  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$410.3K-\$764.8K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$150K liquid

**Elements Massage**

Therapeutic massage services

**BEGAN:** 2000, Franchising: 2006  
**UNITS:** US: 249, CAN: 1, INTL: 0, CO: 2  
**COST:** \$251.95K-\$491.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

**Hand and Stone Massage and Facial Spa**

Massage and facial services

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 405, CAN: 28, INTL: 0, CO: 1  
**COST:** \$532.6K-\$618.3K, Rty: 5-6%  
**FINANCING:** Yes  
**QUALIF:** \$650K net worth w/\$150K liquid

**Massage Envy**

Massage therapy, stretch therapy, skin care, facials

**BEGAN:** 2002, Franchising: 2003  
**UNITS:** US: 1,161, CAN: 0, INTL: 0, CO: 0  
**COST:** \$481.4K-\$898.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

**Massage Heights**

Therapeutic massage services and products

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 128, CAN: 10, INTL: 0, CO: 4  
**COST:** \$409.6K-\$488.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$175K liquid

**MassageLuXe**

Therapeutic massage, facials, waxing

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 64, CAN: 0, INTL: 0, CO: 0  
**COST:** \$443K-\$558.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$120K liquid

**Spavia Day Spa**

Massage, skin care, eyelash extensions, beauty and spa services

**BEGAN:** 2005, Franchising: 2007  
**UNITS:** US: 45, CAN: 0, INTL: 0, CO: 0  
**COST:** \$351.9K-\$694.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$200K liquid

**The Woodhouse Spas**

Spa services and treatments; bath, body, and wellness products

**BEGAN:** 2001, Franchising: 2003  
**UNITS:** US: 62, CAN: 0, INTL: 0, CO: 2  
**COST:** \$808.3K-\$985K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$250K liquid

 **TANNING**
**Palm Beach Tan** ●

Tanning

**BEGAN:** 1990, Franchising: 2001  
**UNITS:** US: 319, CAN: 0, INTL: 0, CO: 223  
**COST:** \$624.4K-\$926.8K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K liquid

**The Palms Tanning Resort**

Tanning

**BEGAN:** 2003, Franchising: 2003  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$489.8K-\$517K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth

**Pure Glow**

Organic spray tanning

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$138.4K-\$293.3K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$75K liquid

**Tan Republic**

Tanning, sunless tanning, skin-care products

**BEGAN:** 2005, Franchising: 2008  
**UNITS:** US: 63, CAN: 0, INTL: 0, CO: 1  
**COST:** \$96K-\$388.5K, Rty: 5.5%  
**FINANCING:** Yes

 **WAXING**
**European Wax Center**

Body waxing services, skin and beauty products

**BEGAN:** 2004, Franchising: 2006  
**UNITS:** US: 725, CAN: 0, INTL: 0, CO: 5  
**COST:** \$359.7K-\$564.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$500K liquid

**Fuzz Wax Bar**

Body waxing

**BEGAN:** 2011, Franchising: 2015  
**UNITS:** US: 0, CAN: 3, INTL: 0, CO: 6  
**COST:** \$307.6K-\$542.8K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K-\$500K net worth w/\$150K-\$250K liquid

**Lay Bare Waxing Salon**

Sugaring, eyebrow threading, body facials

**BEGAN:** 2006, Franchising: 2008  
**UNITS:** US: 1, CAN: 0, INTL: 80, CO: 56  
**COST:** \$140.1K-\$241.9K, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$500K net worth w/\$100K-\$300K liquid

**LunchboxWax**

Body waxing

**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 42, CAN: 0, INTL: 0, CO: 2  
**COST:** \$340.9K-\$469.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$500K net worth w/\$175K liquid

**Sugaring NYC**

Sugaring hair removal

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 8  
**COST:** \$118.7K-\$200.6K, Rty: 5%  
**FINANCING:** Yes

**Sugarmoon Salon**

Sugaring hair removal, beauty services

**BEGAN:** 2001, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$119K-\$274K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$30K net worth w/\$30K liquid

**Waxing the City**

Facial and body waxing

**BEGAN:** 2003, Franchising: 2010  
**UNITS:** US: 111, CAN: 0, INTL: 0, CO: 8  
**COST:** \$213.5K-\$423.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$125K liquid

 **MISCELLANEOUS PERSONAL-CARE BUSINESSES**
**Modern Acupuncture**

Acupuncture

**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 50, CAN: 0, INTL: 0, CO: 0  
**COST:** \$258.4K-\$666.8K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$425K-\$500K liquid

**MudbuM Facial Bar**

Facials, skin-care products

**BEGAN:** 2015, Franchising: 2015  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 2  
**COST:** \$88K-\$161K, Rty: 5%  
**FINANCING:** No

**Perspire Sauna Studio**

Infrared sauna studios

**BEGAN:** 2010, Franchising: 2017  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 3  
**COST:** \$320.9K-\$458.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$1M net worth w/\$100K-\$150K liquid

**The Salt Suite**

Salt therapy

**BEGAN:** 2011, Franchising: 2015  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 0  
**COST:** \$187.7K-\$307.6K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$75K-\$100K liquid

**Touch n Glow** ●●

Beauty services

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$21.4K-\$141.3K, Rty: 4.5%  
**FINANCING:** No  
**QUALIF:** \$100K net worth

**True Rest Franchising**

Floatation therapy

**BEGAN:** 2009, Franchising: 2014  
**UNITS:** US: 31, CAN: 0, INTL: 0, CO: 5  
**COST:** \$359.8K-\$778.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$1M liquid

**Pets**
 **DOG TRAINING**
**Always Faithful Dog Training** ●●

Dog training

**BEGAN:** 2003, Franchising: 2017  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 1  
**COST:** \$42.5K-\$65.6K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$40K net worth



### Dog Training Elite Franchising ●

Dog training

**BEGAN:** 1995, Franchising: 2015  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 0  
**COST:** \$79.7K-\$261.4K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$50K liquid

### Instinct Dog Training

Dog training

**BEGAN:** 2009, Franchising: 2017  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$344.6K-\$588.8K, Rty: 8%  
**FINANCING:** Yes

### Leader of the Pack Canine Institute

Dog training, boarding, daycare, grooming, retail

**BEGAN:** 2009, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$341.7K-\$647.3K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$250K-\$500K net worth w/\$150K-\$500K liquid

### Paw & Order ●

Dog training

**BEGAN:** 2013, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$25.1K-\$32.8K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$19.9K net worth w/\$19.9K liquid

### Sit Means Sit Dog Training ● ●

Dog training

**BEGAN:** 2006, Franchising: 2009  
**UNITS:** US: 136, CAN: 1, INTL: 0, CO: 0  
**COST:** \$24.3K-\$145.9K, Rty: \$500-\$600/mo.  
**FINANCING:** No  
**QUALIF:** \$50K net worth w/\$20K liquid

### Zoom Room

Indoor dog training and socialization, pet products

**BEGAN:** 2007, Franchising: 2009  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 3  
**COST:** \$168.3K-\$358.8K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K liquid

### GROOMING

#### Aussie Pet Mobile ●

Mobile pet grooming

**BEGAN:** 1996, Franchising: 1996  
**UNITS:** US: 278, CAN: 0, INTL: 1, CO: 0  
**COST:** \$153.3K-\$161.2K, Rty: 8-4%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$300K-\$500K liquid

### Scenthound

Dog grooming

**BEGAN:** 2015, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$205.4K-\$378.4K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$75K liquid

### PET CARE

#### The Ark Pet Spa & Hotel

Pet boarding, daycare, grooming, and products

**BEGAN:** 2006, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 6  
**COST:** \$438.8K-\$1.8M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$1M net worth w/\$100K-\$250K liquid

#### Camp Bow Wow

Dog daycare, boarding, training, grooming

**BEGAN:** 2000, Franchising: 2003  
**UNITS:** US: 168, CAN: 1, INTL: 0, CO: 11  
**COST:** \$718.5K-\$1.5M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

#### Camp Run-A-Mutt

Dog daycare and boarding

**BEGAN:** 2008, Franchising: 2010  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 1  
**COST:** \$264.1K-\$589.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$100K liquid

#### Central Bark

Dog daycare

**BEGAN:** 1997, Franchising: 2004  
**UNITS:** US: 25, CAN: 0, INTL: 0, CO: 1  
**COST:** \$520.1K-\$874.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$200K net worth w/\$150K-\$200K liquid

#### The Dog Stop

Dog care services and products

**BEGAN:** 2009, Franchising: 2013  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 6  
**COST:** \$195.2K-\$738.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$450K-\$10M net worth w/\$200K-\$2M liquid

#### Dogtopia

Dog daycare, boarding, and spa services

**BEGAN:** 2002, Franchising: 2005  
**UNITS:** US: 104, CAN: 15, INTL: 0, CO: 12  
**COST:** \$668.3K-\$1.4M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$200K liquid

### Fetch! Pet Care ●

Pet-sitting, dog-walking

**BEGAN:** 2002, Franchising: 2004  
**UNITS:** US: 73, CAN: 0, INTL: 0, CO: 0  
**COST:** \$67.5K-\$83.7K, Rty: 7%  
**FINANCING:** Yes

### Hounds Town USA

Dog daycare, pet boarding, pet grooming

**BEGAN:** 2001, Franchising: 2008  
**UNITS:** US: 11, CAN: 0, INTL: 0, CO: 2  
**COST:** \$265.8K-\$492.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K liquid

### In Home Pet Services ● ●

Pet-sitting, dog-walking

**BEGAN:** 2001, Franchising: 2005  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 1  
**COST:** \$9.2K-\$35.1K, Rty: 5%  
**FINANCING:** No

### K9 Resorts Luxury Pet Hotel

Luxury dog daycare and boarding

**BEGAN:** 2005, Franchising: 2011  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 2  
**COST:** \$968.7K-\$1.8M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$1M-\$10M net worth w/\$300K liquid

### Paws Pet Care ● ●

Pet-sitting, dog-walking

**BEGAN:** 2010, Franchising: 2019  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$29.6K-\$72.5K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$30K-\$50K 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: 10-5%  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

### Preppy Pet

Pet daycare, boarding, grooming

**BEGAN:** 2003, Franchising: 2006  
**UNITS:** US: 22, CAN: 0, INTL: 0, CO: 1  
**COST:** \$105.95K-\$258.2K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$100K net worth w/\$19.9K liquid

### Woofie's ●

Dog walking, pet sitting, mobile pet grooming

**BEGAN:** 2004, Franchising: 2018  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$122.5K-\$190.5K, Rty: 6.5%  
**FINANCING:** No  
**QUALIF:** \$350K-\$400K net worth w/\$65K-\$80K liquid

### PET STORES

#### Ben's Marketplace

Pet health-food stores

**BEGAN:** 2005, Franchising: 2015  
**UNITS:** US: 3 CAN: 0, INTL: 0, CO: 2  
**COST:** \$178.6K-\$350.6K, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$70K liquid

#### Dee-O-Gee

Pet supplies and services

**BEGAN:** 2008, Franchising: 2015  
**UNITS:** US: 5, CAN: 0, INTL: 0, CO: 0  
**COST:** \$157.1K-\$555K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$250K liquid

#### EarthWise Pet ●

Pet food and supplies, grooming, self-wash, training, and walking

**BEGAN:** 2005, Franchising: 2008  
**UNITS:** US: 59, CAN: 0, INTL: 0, CO: 2  
**COST:** \$40.4K-\$565.5K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$250 net worth w/\$35K-\$100K liquid

#### The Healthy Animal

Health food for dogs and cats

**BEGAN:** 2018, Franchising: 2018  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 0  
**COST:** \$101.7K-\$198.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$50K liquid

#### Petland

Pets, pet supplies, boarding, daycare, grooming

**BEGAN:** 1967, Franchising: 1971  
**UNITS:** US: 71, CAN: 36, INTL: 108, CO: 17  
**COST:** \$290.5K-\$1.1M, Rty: 4.5%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$1M net worth w/\$150K-\$500K liquid

#### petNmind

Natural pet food and supplies; dog self-wash

**BEGAN:** 2014, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$61.2K-\$294K, Rty: 3.5-5.5%  
**FINANCING:** Yes  
**QUALIF:** \$35K net worth

#### Pet Supplies Plus

Retail pet supplies and services

**BEGAN:** 1987, Franchising: 1990  
**UNITS:** US: 261, CAN: 0, INTL: 0, CO: 222  
**COST:** \$440.6K-\$1.3M, Rty: 2-3%  
**FINANCING:** Yes  
**QUALIF:** \$600K net worth w/\$200K liquid

**Pet Wants** ●

Natural pet-food stores/delivery

**BEGAN:** 2010, Franchising: 2015  
**UNITS:** US: 105, CAN: 1, INTL: 0, CO: 0  
**COST:** \$59.8K-\$202K, Rty: 7%  
**FINANCING:** Yes

**Wag N' Wash Natural Pet Food & Grooming**

Pet food and supplies, grooming, self wash, bakery

**BEGAN:** 1999, Franchising: 2006  
**UNITS:** US: 13, CAN: 0, INTL: 0, CO: 5  
**COST:** \$425.1K-\$789.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$200K liquid

**Wild Birds Unlimited**

Bird-feeding supplies and nature gift items

**BEGAN:** 1981, Franchising: 1983  
**UNITS:** US: 327, CAN: 20, INTL: 0, CO: 0  
**COST:** \$170.4K-\$281.6K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$40K-\$50K liquid

 **MISCELLANEOUS PET BUSINESSES**
**easyvetclinic** ●

Walk-in veterinary clinics

**BEGAN:** 2013, Franchising: 2017  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 0  
**COST:** \$169K-\$288K, Rty: 7%  
**FINANCING:** Yes

**Husse** ●●●

Pet-product delivery

**BEGAN:** 1987, Franchising: 2002  
**UNITS:** US: 9, CAN: 0, INTL: 530, CO: 1  
**COST:** \$21K-\$107.5K, Rty: 5%  
**FINANCING:** Yes

**Jemelli** ●

Dog-food delivery

**BEGAN:** 2018, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$34.3K-\$43.9K, Rty: 7%  
**FINANCING:** Yes

**Mutts Canine Cantina**

Dog parks with bars and grills

**BEGAN:** 2013, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$957.2K-\$1.4M, Rty: 7%  
**FINANCING:** No  
**QUALIF:** \$1M net worth w/\$500K liquid

**Pet Passages**

Pet funeral and cremation services and products

**BEGAN:** 2009, Franchising: 2016  
**UNITS:** US: 7, CAN: 0, INTL: 0, CO: 2  
**COST:** \$40.5K-\$385K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$200K net worth w/\$25K-\$45K liquid

**Salty Paws**

Dog ice cream shops

**BEGAN:** 2018, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$99.3K-\$175.7K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$100K-\$150K net worth w/\$30K-\$55K liquid

**Recreation**
 **ADVENTURE PARKS/ ENTERTAINMENT CENTERS**
**ClimbZone Franchising**

Climbing-wall family entertainment centers

**BEGAN:** 2014, Franchising: 2016  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$1.9M-\$3M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$750K-\$1M net worth w/\$250K-\$700K liquid

**Funtopia**

Wall-climbing and family entertainment facilities

**BEGAN:** 2013, Franchising: 2015  
**UNITS:** US: 0, CAN: 0, INTL: 9, CO: 5  
**COST:** \$685.2K-\$2M, Rty: 6%  
**FINANCING:** Yes

**Launch Franchising**

Family entertainment centers

**BEGAN:** 2012, Franchising: 2013  
**UNITS:** US: 27, CAN: 0, INTL: 0, CO: 3  
**COST:** \$1.1M-\$2.8M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$600K liquid

**Safari Nation**

Indoor bounce houses and playgrounds

**BEGAN:** 2015, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$255.5K-\$746.5K, Rty: 5%  
**FINANCING:** Yes

**Sky Zone**

Trampoline parks/entertainment centers

**BEGAN:** 2004, Franchising: 2009  
**UNITS:** US: 155, CAN: 12, INTL: 34, CO: 9  
**COST:** \$1.3M-\$2.8M, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$1.8M net worth w/\$500K liquid

**Thrillz High Flying Adventure Park**

Family adventure parks

**BEGAN:** 2018, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$2M-\$2.97M, Rty: 6%  
**FINANCING:** No

**Urban Air Adventure Park**

Adventure parks

**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 131, CAN: 1, INTL: 0, CO: 2  
**COST:** \$2.9M-\$4.6M, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$1.2M-\$2M net worth w/\$600K-\$1.2M liquid

**X-Golf Franchise**

Indoor golf entertainment centers

**BEGAN:** 2005, Franchising: 2015  
**UNITS:** US: 23, CAN: 0, INTL: 0, CO: 0  
**COST:** \$547.2K-\$900K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K liquid

 **AX THROWING**
**Axe Monkeys**

Indoor ax, knife, and spear throwing

**BEGAN:** 2016, Franchising: 2018  
**UNITS:** US: 1, CAN: 2, INTL: 0, CO: 0  
**COST:** \$189.4K-\$266.1K, Rty: 6-5%  
**FINANCING:** Yes  
**QUALIF:** \$75K liquid

**Blue Ox Axe Throwing**

Indoor ax throwing

**BEGAN:** 2018, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$94.4K-\$174.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$100K-\$200K net worth w/\$75K-\$150K liquid

**HaliMac**

Ax throwing

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 3  
**COST:** \$130.97K-\$213.7K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$5M net worth w/\$100K-\$5M liquid

**Stumpy's Hatchet House**

Hatchet-throwing venues

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 1  
**COST:** \$260.5K-\$383.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$75K liquid

 **BOAT CLUBS**
**Freedom Boat Club**

Membership boat clubs

**BEGAN:** 1989, Franchising: 2000  
**UNITS:** US: 200, CAN: 6, INTL: 3, CO: 23  
**COST:** \$149.2K-\$458.7K, Rty: 6%  
**FINANCING:** Yes

**SailTime** ●

Membership boat clubs

**BEGAN:** 2001, Franchising: 2009  
**UNITS:** US: 21, CAN: 1, INTL: 5, CO: 1  
**COST:** \$81.7K-\$159.95K, Rty: 5-7%  
**FINANCING:** Yes

 **DIY STUDIOS**
**AR Workshop**

DIY workshops

**BEGAN:** 2016, Franchising: 2017  
**UNITS:** US: 142, CAN: 0, INTL: 0, CO: 2  
**COST:** \$71.5K-\$125.7K, Rty: 6%  
**FINANCING:** Yes

**Board & Brush Creative Studio**

DIY wood-sign workshops

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 231, CAN: 0, INTL: 0, CO: 6  
**COST:** \$62.3K-\$89.4K, Rty: 6%  
**FINANCING:** Yes

**Color Me Mine Enterprises**

Paint-your-own-ceramics studios

**BEGAN:** 1992, Franchising: 1995  
**UNITS:** US: 107, CAN: 14, INTL: 9, CO: 9  
**COST:** \$165.95K-\$228K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$30K-\$60K liquid

**Nailed It DIY** ●

DIY studios

**BEGAN:** 2014, Franchising: 2018  
**UNITS:** US: 17, CAN: 0, INTL: 0, CO: 0  
**COST:** \$61.5K-\$139K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$75K liquid

**Pinspiration** ●

DIY studios

**BEGAN:** 2015, Franchising: 2018  
**UNITS:** US: 13, CAN: 0, INTL: 0, CO: 1  
**COST:** \$38K-\$185.5K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

**The Rustic Brush**

DIY studios

**BEGAN:** 2017, Franchising: 2018  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 3  
**COST:** \$63.3K-\$94.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$100K-\$200K net worth w/\$50K liquid

 **ESCAPE ROOMS**
**Escapology**

Escape rooms

**BEGAN:** 2014, Franchising: 2016  
**UNITS:** US: 42, CAN: 2, INTL: 6, CO: 4  
**COST:** \$144K-\$681K, Rty: 6-8%  
**FINANCING:** No

**Paniq Room**

Escape rooms

**BEGAN:** 2011, Franchising: 2017  
**UNITS:** US: 5, CAN: 0, INTL: 3, CO: 5  
**COST:** \$200K-\$350K, Rty: 6%  
**FINANCING:** Yes



## PAINT-AND-SIP STUDIOS

### Painting with a Twist

Paint-and-sip studios

**BEGAN:** 2007, Franchising: 2009  
**UNITS:** US: 298, CAN: 0, INTL: 0, CO: 3  
**COST:** \$118.5K-\$285.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$80K liquid

### Pinot's Palette

Paint-and-sip studios

**BEGAN:** 2009, Franchising: 2010  
**UNITS:** US: 129, CAN: 2, INTL: 0, CO: 3  
**COST:** \$96.8K-\$246.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$80K liquid

### Wine & Design

Paint-and-sip studios

**BEGAN:** 2010, Franchising: 2010  
**UNITS:** US: 74, CAN: 0, INTL: 0, CO: 1  
**COST:** \$69.95K-\$221.2K, Rty: 6%  
**FINANCING:** Yes

## SPORTS EQUIPMENT & APPAREL

### Destination Athlete ●●

Equipment, apparel, fundraising, and performance solutions for youth, high school, and college sports teams

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 139, CAN: 0, INTL: 0, CO: 0  
**COST:** \$28.3K-\$93.6K, Rty: 5-8%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$20K liquid

### Fleet Feet

Athletic footwear, apparel, accessories

**BEGAN:** 1976, Franchising: 1978  
**UNITS:** US: 150, CAN: 0, INTL: 0, CO: 29  
**COST:** \$187K-\$413K, Rty: 4%  
**FINANCING:** No

### Play It Again Sports

New and used sporting goods/equipment

**BEGAN:** 1983, Franchising: 1988  
**UNITS:** US: 262, CAN: 35, INTL: 0, CO: 0  
**COST:** \$268.3K-\$391.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$90K-\$105K liquid

### Soccer Post

Soccer stores

**BEGAN:** 1978, Franchising: 1991  
**UNITS:** US: 26, CAN: 0, INTL: 0, CO: 4  
**COST:** \$200K-\$300K, Rty: 5%  
**FINANCING:** Yes

## TRAVEL AGENCIES

### Cruise Planners ●●●

Travel agencies

**BEGAN:** 1994, Franchising: 1999  
**UNITS:** US: 3,150, CAN: 0, INTL: 0, CO: 1  
**COST:** \$2.3K-\$23.7K, Rty: 1-3%  
**FINANCING:** Yes

### Dream Vacations ●●●

Travel agencies

**BEGAN:** 1991, Franchising: 1992  
**UNITS:** US: 1,551, CAN: 0, INTL: 2, CO: 0  
**COST:** \$1.8K-\$20.3K, Rty: 1.5-3%  
**FINANCING:** Yes

### Elite Events & Tickets

Event planner, ticket brokerage, and travel agency

**BEGAN:** 2011, Franchising: 2019  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 1  
**COST:** \$80.6K-\$144.1K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$35K liquid

### Expedia Cruises

Retail travel agencies

**BEGAN:** 1987, Franchising: 1987  
**UNITS:** US: 95, CAN: 164, INTL: 0, CO: 1  
**COST:** \$169.95K-\$299.6K, 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: 300, CAN: 15, INTL: 1, CO: 8  
**COST:** \$20.5K-\$28.4K, Rty: \$2.50+/team/wk.  
**FINANCING:** Yes

### City Brew Tours ●

Educational craft brewery tours

**BEGAN:** 2008, Franchising: 2018  
**UNITS:** US: 1, CAN: 1, INTL: 0, CO: 9  
**COST:** \$78.4K-\$102K, Rty: 8.5-6.5%  
**FINANCING:** Yes

### Ctrl V

Virtual reality arcades

**BEGAN:** 2016, Franchising: 2016  
**UNITS:** US: 2, CAN: 15, INTL: 1, CO: 1  
**COST:** \$142.9K-\$233.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$100K liquid

### DivaDance ●●

Adult dance classes and parties

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 16, CAN: 0, INTL: 0, CO: 2  
**COST:** \$41.1K-\$57.6K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$12K-\$18K liquid

### GameTruck Licensing ●

Mobile video-game theaters

**BEGAN:** 2006, Franchising: 2008  
**UNITS:** US: 64, CAN: 0, INTL: 0, CO: 3  
**COST:** \$156.6K-\$342.7K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$300K net worth w/\$120.99K-\$174.2K liquid

### urbanChef Franchising

Cooking classes

**BEGAN:** 2006, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$175.2K-\$313.7K, Rty: 6%  
**FINANCING:** No

## Retail

### APPAREL & ACCESSORIES

#### Apricot Lane Boutique

Women's clothing, accessories, gifts

**BEGAN:** 1991, Franchising: 2004  
**UNITS:** US: 65, CAN: 0, INTL: 0, CO: 0  
**COST:** \$132.6K-\$329.8K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$80K liquid

#### Bellies to Babies

Maternity-clothing resale stores

**BEGAN:** 2008, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$55.5K-\$150.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$100K net worth w/\$50K-\$100K liquid

#### Clothes Mentor

Women's clothing and accessories resale stores

**BEGAN:** 2001, Franchising: 2007  
**UNITS:** US: 134, CAN: 0, INTL: 0, CO: 1  
**COST:** \$173K-\$340K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$90K liquid

#### Eden Lifestyle Boutique

Women's and children's apparel, accessories, and gifts

**BEGAN:** 2017, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$107.1K-\$254K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$300K net worth w/\$100K liquid

### Mainstream Boutique

Women's clothing, accessories, gifts

**BEGAN:** 1991, Franchising: 1998  
**UNITS:** US: 83, CAN: 0, INTL: 0, CO: 3  
**COST:** \$157.5K-\$289.9K, Rty: 7.5%  
**FINANCING:** Yes

### Plato's Closet

Teen- and young-adult-clothing resale stores

**BEGAN:** 1998, Franchising: 1999  
**UNITS:** US: 450, CAN: 29, INTL: 0, CO: 0  
**COST:** \$251.7K-\$390.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$90K-\$105K liquid

### Style Encore

Women's clothing and accessories resale stores

**BEGAN:** 2013, Franchising: 2013  
**UNITS:** US: 62, CAN: 7, INTL: 0, CO: 0  
**COST:** \$246.8K-\$391.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$90K-\$105K liquid

### Uptown Cheapskate

Young-adult-clothing resale stores

**BEGAN:** 2008, Franchising: 2008  
**UNITS:** US: 71, CAN: 0, INTL: 0, CO: 2  
**COST:** \$302.8K-\$487.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

### Winnie Couture

Bridal gowns

**BEGAN:** 2007, Franchising: 2018  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 6  
**COST:** \$222.8K-\$377.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K liquid

## CONVENIENCE STORES

### ampm

Convenience stores and gas stations

**BEGAN:** 1975, Franchising: 1979  
**UNITS:** US: 948, CAN: 0, INTL: 0, CO: 81  
**COST:** \$440.3K-\$10.4M, Rty: 11-14%  
**FINANCING:** Yes  
**QUALIF:** \$800K-\$1.2M liquid

### Circle K

Convenience stores

**BEGAN:** 1951, Franchising: 1995  
**UNITS:** US: 562, CAN: 1, INTL: 2,239, CO: 8,346  
**COST:** \$189.3K-\$1.9M, Rty: 3-7.5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$100K liquid

**Grand 7th**

Convenience stores

**BEGAN:** 1995, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$340.3K-\$808K, Rty: 4.75-4%  
**FINANCING:** Yes

**7-Eleven**

Convenience stores

**BEGAN:** 1927, Franchising: 1964  
**UNITS:** US: 7,379, CAN: 0, INTL: 59,193, CO: 2,372  
**COST:** \$69.7K-\$1.2M, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$250K liquid

**Street Corner** 

Convenience stores

**BEGAN:** 1988, Franchising: 1995  
**UNITS:** US: 36, CAN: 0, INTL: 0, CO: 0  
**COST:** \$99.4K-\$1.7M, Rty: 4.95%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$30K liquid

 **FRAMING STORES**
**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/\$30K-\$50K liquid

**The Great Frame Up** 

Custom framing and wall decor

**BEGAN:** 1971, Franchising: 1975  
**UNITS:** US: 75, CAN: 0, INTL: 0, CO: 0  
**COST:** \$113.7K-\$188.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$75K liquid

 **HARDWARE STORES**
**Ace Hardware**

Hardware and home-improvement stores

**BEGAN:** 1924, Franchising: 1976  
**UNITS:** US: 4,370, CAN: 0, INTL: 821, CO: 194  
**COST:** \$292K-\$2.1M, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$250K liquid

**Imeca**

Lumber and hardware stores

**BEGAN:** 2002, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 17  
**COST:** \$365.7K-\$458.9K, Rty: 5%  
**FINANCING:** Yes

 **HOME FURNISHINGS**
**Buddy's Home Furnishings**

Home-furnishing, electronics, and appliance leasing

**BEGAN:** 1965, Franchising: 2007  
**UNITS:** US: 256, CAN: 0, INTL: 2, CO: 34  
**COST:** \$385.2K-\$912.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$500K-\$5M net worth w/\$250K-\$5M liquid

**Rent-A-Center**

Rent-to-own furniture, electronics, computers, appliances

**BEGAN:** 1980, Franchising: 2013  
**UNITS:** US: 273, CAN: 0, INTL: 0, CO: 2,090  
**COST:** \$355.3K-\$560.2K, Rty: 5.5%  
**FINANCING:** Yes  
**QUALIF:** \$750K net worth w/\$100K liquid

**Slumberland Franchising**

Home furnishings

**BEGAN:** 1967, Franchising: 1974  
**UNITS:** US: 70, CAN: 0, INTL: 0, CO: 54  
**COST:** \$545.5K-\$1.99M, Rty: 3%  
**FINANCING:** Yes  
**QUALIF:** \$300K-\$2M net worth w/\$100K-\$500K liquid

 **TOOLS DISTRIBUTION**
**Cornwell Quality Tools** 

Automotive tools and equipment

**BEGAN:** 1919, Franchising: 1997  
**UNITS:** US: 705, CAN: 0, INTL: 0, CO: 0  
**COST:** \$59.5K-\$272.8K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$10K liquid

**Mac Tools** 

Automotive tools and equipment

**BEGAN:** 1938, Franchising: 2011  
**UNITS:** US: 692, CAN: 130, INTL: 302, CO: 1  
**COST:** \$131.5K-\$287.6K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$40K net worth w/\$18K-\$22K liquid

**Matco Tools** 

Mechanics' tools and equipment

**BEGAN:** 1979, Franchising: 1993  
**UNITS:** US: 1,739, CAN: 69, INTL: 0, CO: 1  
**COST:** \$78.1K-\$274.3K, Rty: 0  
**FINANCING:** Yes

**Snap-on Tools** 

Professional tools and equipment

**BEGAN:** 1920, Franchising: 1991  
**UNITS:** US: 3,281, CAN: 369, INTL: 881, CO: 196  
**COST:** \$172.1K-\$375.5K, Rty: \$125/mo.  
**FINANCING:** Yes  
**QUALIF:** \$37.99K-\$55.4K net worth w/\$37.99K-\$55.4K liquid

 **MISCELLANEOUS RETAIL BUSINESSES**
**Batteries Plus**

Batteries, light bulbs, related products; device repairs

**BEGAN:** 1988, Franchising: 1992  
**UNITS:** US: 619, CAN: 0, INTL: 0, CO: 86  
**COST:** \$201.5K-\$385.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

**Bedco**

Mattresses and bedding

**BEGAN:** 2011, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$115.1K-\$141.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$29.9K net worth w/\$29.9K liquid

**Buff City Soap Co.**

Plant-based soaps, bath bombs, body and facial products

**BEGAN:** 2013, Franchising: 2018  
**UNITS:** US: 24, CAN: 0, INTL: 0, CO: 7  
**COST:** \$209.1K-\$344.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/up to \$100K liquid

**Crown Trophy**

Award and recognition items

**BEGAN:** 1978, Franchising: 1987  
**UNITS:** US: 138, CAN: 0, INTL: 0, CO: 0  
**COST:** \$168.2K-\$227.7K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$50K-\$1M net worth w/\$50K-\$60K liquid

**Diamond Dynasty**

Hair-extension vending machines

**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 12  
**COST:** \$41.1K-\$51.8K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$14.9K net worth w/\$14.9K liquid

**Flower Tent** 

Flower stores

**BEGAN:** 1992, Franchising: 2009  
**UNITS:** US: 57, CAN: 0, INTL: 0, CO: 12  
**COST:** \$62.1K-\$128.7K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**GNC Franchising**

Vitamins and nutrition products

**BEGAN:** 1935, Franchising: 1988  
**UNITS:** US: 1,000, CAN: 0, INTL: 1,949, CO: 3,070  
**COST:** \$149.7K-\$388.6K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$330K-\$1M net worth w/\$130K-\$1M liquid

**HobbyTown**

General hobbies and supplies, toys

**BEGAN:** 1969, Franchising: 1986  
**UNITS:** US: 115, CAN: 0, INTL: 0, CO: 0  
**COST:** \$160K-\$388K, Rty: 3%  
**FINANCING:** No  
**QUALIF:** \$250K net worth w/\$48.5K-104.8K liquid

**Merle Norman Cosmetics** 

Cosmetics and skin-care products

**BEGAN:** 1931, Franchising: 1973  
**UNITS:** US: 1,064, CAN: 51, INTL: 0, CO: 2  
**COST:** \$39.5K-\$180.9K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$250K net worth w/\$25K-\$100K liquid

**Metal Supermarkets**

Metal stores

**BEGAN:** 1985, Franchising: 1987  
**UNITS:** US: 57, CAN: 24, INTL: 1, CO: 9  
**COST:** \$216.5K-\$403K, Rty: 6-2%  
**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: 34, CAN: 0, INTL: 0, CO: 0  
**COST:** \$268.8K-\$342.3K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$90K-\$105K liquid

**OTA World**

Massage chairs and accessories

**BEGAN:** 2018, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$96K-\$174K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$500K net worth w/\$60K-\$200K liquid

**Sparklean**  

Jewelry- and glass-cleaning product kiosks

**BEGAN:** 2012, Franchising: 2018  
**UNITS:** US: 0, CAN: 1, INTL: 0, CO: 16  
**COST:** \$40.4K-\$64.8K, Rty: 6%  
**FINANCING:** Yes

**Unity Rd.**

Retail cannabis dispensaries

**BEGAN:** 2009, Franchising: 2017  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 2  
**COST:** \$325.3K-\$1.1M, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$1M-\$2.5M net worth w/\$1M liquid



### Voltaire Cycles

Electric bicycles, scooters, trikes, and skateboards, accessories, and repairs

**BEGAN:** 2014, Franchising: 2017  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$127.2K-\$412.4K, Rty: to 3%  
**FINANCING:** Yes  
**QUALIF:** \$160K-\$320K net worth w/\$30K-\$100K liquid

### Wake-N-Vape

E-cigarettes and accessories

**BEGAN:** 2014, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$71.4K-\$105.8K, Rty: 4.5%  
**FINANCING:** Yes

### Walls of Books

Used and new books and educational products

**BEGAN:** 2007, Franchising: 2012  
**UNITS:** US: 9, CAN: 0, INTL: 0, CO: 4  
**COST:** \$77.9K-\$170.7K, Rty: 3-4%  
**FINANCING:** No  
**QUALIF:** \$100K net worth w/\$20K liquid

### Wireless Zone

Wireless devices, services, and accessories

**BEGAN:** 1988, Franchising: 1989  
**UNITS:** US: 410, CAN: 0, INTL: 0, CO: 0  
**COST:** \$160K-\$414.5K, Rty: 9-22%  
**FINANCING:** Yes  
**QUALIF:** \$175K liquid

## Services

### ► DRY-CLEANING & LAUNDRY SERVICES

#### Comet Cleaners

Dry-cleaning and laundry services

**BEGAN:** 1947, Franchising: 1967  
**UNITS:** US: 147, CAN: 0, INTL: 5, CO: 0  
**COST:** \$93K-\$890K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$150K 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-\$500K, Rty: 6%  
**FINANCING:** Yes

#### Lapels

Dry-cleaning and laundry services

**BEGAN:** 2000, Franchising: 2001  
**UNITS:** US: 99, CAN: 0, INTL: 0, CO: 0  
**COST:** \$86.5K-\$710.1K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$500K net worth w/\$80K-\$250K liquid

### Martinizing

Dry-cleaning and laundry services

**BEGAN:** 1949, Franchising: 1949  
**UNITS:** US: 193, CAN: 10, INTL: 165, CO: 1  
**COST:** \$419.7K-\$730.5K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$500K net worth w/\$150K liquid

### Oxxo Care Cleaners ●

Dry-cleaning and laundry services

**BEGAN:** 2001, Franchising: 2002  
**UNITS:** US: 51, CAN: 0, INTL: 10, CO: 4  
**COST:** \$475.5K-\$667K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$850K-\$5M net worth w/\$250K-\$2.5M liquid

### Tide Cleaners

Dry-cleaning

**BEGAN:** 2008, Franchising: 2009  
**UNITS:** US: 136, CAN: 0, INTL: 0, CO: 9  
**COST:** \$682.1K-\$1.6M, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$2M net worth w/\$1.1M liquid

### WaveMax Laundry

Laundromats

**BEGAN:** 2012, Franchising: 2016  
**UNITS:** US: 12, CAN: 0, INTL: 0, CO: 1  
**COST:** \$139.96K-\$795.95K, Rty: to 7%  
**FINANCING:** Yes  
**QUALIF:** \$400K net worth w/\$200K liquid

### Zips Dry Cleaners

Dry-cleaning and laundry services

**BEGAN:** 1996, Franchising: 2006  
**UNITS:** US: 65, CAN: 0, INTL: 0, CO: 2  
**COST:** \$745.7K-\$1.3M, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$1.5M net worth w/\$500K liquid

### ► EMBROIDERY & SCREENPRINTING

#### Big Frog Custom T-Shirts ●

Custom garment printing

**BEGAN:** 2007, Franchising: 2008  
**UNITS:** US: 86, CAN: 0, INTL: 0, CO: 0  
**COST:** \$114.5K-\$242.8K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$100K liquid

#### Fully Promoted

Branded products and marketing services

**BEGAN:** 2000, Franchising: 2001  
**UNITS:** US: 171, CAN: 18, INTL: 91, CO: 0  
**COST:** \$71.9K-\$240.9K, Rty: 6%  
**FINANCING:** Yes

#### Instant Imprints

Embroidery, signs, banners, promotional products

**BEGAN:** 1992, Franchising: 2001  
**UNITS:** US: 36, CAN: 24, INTL: 0, CO: 1  
**COST:** \$157.8K-\$339.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K-\$125K liquid

### ► ESTATE SALES

#### Blue Moon Estate Sales USA ●

Estate sales

**BEGAN:** 2009, Franchising: 2013  
**UNITS:** US: 26, CAN: 0, INTL: 0, CO: 2  
**COST:** \$63.7K-\$77.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$51.7K liquid

#### Grasons Co. Estate Sale Services ●

Estate sales, online auctions, staging

**BEGAN:** 2011, Franchising: 2014  
**UNITS:** US: 28, CAN: 0, INTL: 0, CO: 0  
**COST:** \$69.4K-\$132.6K, Rty: 6%  
**FINANCING:** Yes

### ► HOME INSPECTIONS

#### Almost Home Inspections ●

Home inspections

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$32.7K-\$42.3K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$19.9K net worth w/\$19.9K liquid

#### AmeriSpec Inspection Services ●

Home and commercial inspections, ancillary services

**BEGAN:** 1987, Franchising: 1988  
**UNITS:** US: 188, CAN: 84, INTL: 0, CO: 0  
**COST:** \$53.6K-\$72.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$40K net worth w/\$22K liquid

#### 1st Inspection Services ●

Commercial and residential inspections

**BEGAN:** 2003, Franchising: 2005  
**UNITS:** US: 8, 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: 188, CAN: 2, INTL: 0, CO: 0  
**COST:** \$50.1K-\$76.8K, Rty: 4-6%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$25K liquid

#### HouseMaster Home Inspections ●

Home inspections and related services

**BEGAN:** 1971, Franchising: 1979  
**UNITS:** US: 279, CAN: 34, INTL: 0, CO: 0  
**COST:** \$61.1K-\$106.2K, Rty: 7.5-5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$200K net worth w/\$30K-\$50K liquid

### The Inspection Boys ●

Home inspections

**BEGAN:** 2015, Franchising: 2017  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 2  
**COST:** \$50.2K-\$64.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$25K-\$100K net worth w/\$25K liquid

#### Morrison Plus Property Inspections ●

Property inspections

**BEGAN:** 2007, Franchising: 2017  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 1  
**COST:** \$35K-\$64.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$30K liquid

#### National Property Inspections ●

Home and commercial property inspections

**BEGAN:** 1987, Franchising: 1987  
**UNITS:** US: 203, CAN: 19, INTL: 0, CO: 0  
**COST:** \$40.7K-\$43K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$43.4K-\$47.1K liquid

#### Pillar To Post Home Inspectors ●

Home inspections

**BEGAN:** 1994, Franchising: 1994  
**UNITS:** US: 482, CAN: 77, INTL: 0, CO: 0  
**COST:** \$41.2K-\$50.99K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$10K liquid

#### WIN Home Inspection ●

Home inspections

**BEGAN:** 1993, Franchising: 1994  
**UNITS:** US: 176, CAN: 0, INTL: 0, CO: 0  
**COST:** \$33.97K-\$36.9K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$25K liquid

### ► LABORATORY TESTING

#### Any Lab Test Now

Health, wellness, drug, alcohol, and DNA testing

**BEGAN:** 1992, Franchising: 2007  
**UNITS:** US: 186, CAN: 0, INTL: 0, CO: 0  
**COST:** \$133.6K-\$214.6K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$50K liquid

#### Fastest Labs

Drug, alcohol, and DNA testing, background screening

**BEGAN:** 2000, Franchising: 2010  
**UNITS:** US: 39, CAN: 0, INTL: 0, CO: 1  
**COST:** \$79.9K-\$114.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$175K net worth w/\$75K liquid

 **LOCKSMITH SERVICES**
**The Flying Locksmiths**

Locksmith and security services and products

**BEGAN:** 1984, Franchising: 2015  
**UNITS:** US: 90, CAN: 0, INTL: 0, CO: 1  
**COST:** \$182.6K-\$428.4K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$100K liquid

**Pop-A-Lock Franchise System**

Mobile locksmith and security services

**BEGAN:** 1991, Franchising: 1994  
**UNITS:** US: 546, CAN: 31, INTL: 0, CO: 4  
**COST:** \$96.9K-\$130.3K, 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: 147, CAN: 39, INTL: 0, CO: 0  
**COST:** \$73.1K-\$128.3K, Rty: \$500-\$1K/vehicle/mo.  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$75K-\$180K liquid

**BringPro**

Moving and delivery services

**BEGAN:** 2014, Franchising: 2018  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$46.3K-\$59.3K, Rty: 10%  
**FINANCING:** No

**College Hunks Hauling Junk & Moving**

Junk removal, moving, and labor services

**BEGAN:** 2003, Franchising: 2007  
**UNITS:** US: 137, CAN: 2, INTL: 0, CO: 2  
**COST:** \$95.7K-\$231.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$75K liquid

**Go Mini's Franchising**

Portable storage containers

**BEGAN:** 2002, Franchising: 2012  
**UNITS:** US: 86, CAN: 1, INTL: 0, CO: 0  
**COST:** \$264.1K-\$563.7K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$200K-\$300K liquid

**Junk King**

Junk removal

**BEGAN:** 2005, Franchising: 2010  
**UNITS:** US: 99, CAN: 6, INTL: 0, CO: 7  
**COST:** \$89.9K-\$175.4K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$150K-\$1M net worth w/\$50K-\$75K liquid

**The Junkloggers**

Environmentally friendly junk removal

**BEGAN:** 2006, Franchising: 2012  
**UNITS:** US: 21, CAN: 0, INTL: 0, CO: 1  
**COST:** \$105.4K-\$222.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$85K liquid

**Metropolitan Movers Franchising Ltd.**

Residential/commercial moving services

**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 0, CAN: 13, INTL: 0, CO: 4  
**COST:** \$52.2K-\$250K, Rty: 7.5%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$1M net worth w/\$48.5K-\$250K liquid

**NorthStar Moving Co.**

Moving services

**BEGAN:** 1994, Franchising: 2015  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 2  
**COST:** \$113.8K-\$245.2K, Rty: 7.5%  
**FINANCING:** Yes

**1-800-Got-Junk?**

Junk removal

**BEGAN:** 1989, Franchising: 1998  
**UNITS:** US: 128, CAN: 19, INTL: 5, CO: 1  
**COST:** \$241.8K-\$289.7K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$30K-\$50K net worth w/\$30K-\$50K liquid

**1-800-JunkPro**

Dumpster rentals and junk removal services

**BEGAN:** 1999, Franchising: 2012  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 1  
**COST:** \$73.9K-\$217.2K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$50K liquid

**Sam's Cleaning & Hauling**

Residential and commercial cleaning and junk removal

**BEGAN:** 2011, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$66.7K-\$105.2K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$100K liquid

**Two Men and a Truck International**

Moving, storage, and junk removal services

**BEGAN:** 1985, Franchising: 1989  
**UNITS:** US: 275, CAN: 27, INTL: 2, CO: 3  
**COST:** \$100K-\$595K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$160K-\$400K net worth w/\$80K-\$190K liquid

**Units Moving and Portable Storage**

Mobile self-storage containers

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 32, CAN: 0, INTL: 0, CO: 3  
**COST:** \$616.7K-\$1.2M, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$1.2M net worth w/\$300K liquid

 **PHOTOGRAPHY & VIDEO SERVICES**
**Complete Weddings + Events**

Photography, DJ, video, and photo-booth services

**BEGAN:** 1974, Franchising: 1983  
**UNITS:** US: 184, CAN: 2, INTL: 0, CO: 2  
**COST:** \$31.95K-\$87.3K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$10K liquid

**Hommati**

3D tours, aerial videos, photography, augmented reality, and other services for real estate agents

**BEGAN:** 2017, Franchising: 2018  
**UNITS:** US: 60, CAN: 0, INTL: 0, CO: 0  
**COST:** \$42.9K-\$52.9K, Rty: 5-7%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Lil' Angels Photography**

Preschool, childcare, and family photography

**BEGAN:** 1996, Franchising: 1998  
**UNITS:** US: 54, CAN: 0, INTL: 0, CO: 2  
**COST:** \$41.3K-\$45.8K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$15K-\$20K net worth w/\$15K liquid

**Multivista**

Visual documentation services for the construction industry

**BEGAN:** 2003, Franchising: 2007  
**UNITS:** US: 59, CAN: 7, INTL: 8, CO: 3  
**COST:** \$141.5K-\$548.5K, Rty: 18%  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$750K net worth w/\$100K-\$500K liquid

**Spoiled Rotten Photography**

Onsite preschool photography

**BEGAN:** 2003, Franchising: 2012  
**UNITS:** US: 10, CAN: 0, INTL: 0, CO: 1  
**COST:** \$26.5K-\$46.3K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$80K-\$100K net worth w/\$25K-\$48.3K liquid

**TSS Photography**

Youth sports, school, and event photography

**BEGAN:** 1983, Franchising: 1984  
**UNITS:** US: 179, CAN: 0, INTL: 0, CO: 0  
**COST:** \$20.4K-\$74.7K, Rty: 0  
**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: 45, CAN: 0, INTL: 0, CO: 0  
**COST:** \$164.3K-\$244.4K, 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: 22, CAN: 0, INTL: 0, CO: 0  
**COST:** \$99.7K-\$244.4K, Rty: 5-6%  
**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: 41, CAN: 3, INTL: 0, CO: 0  
**COST:** \$99.7K-\$172.8K, 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: 187, CAN: 0, INTL: 164, CO: 1  
**COST:** \$164.3K-\$244.4K, 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: 21, CAN: 0, INTL: 0, CO: 0  
**COST:** \$164.3K-\$244.4K, 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: 295, CAN: 0, INTL: 0, CO: 0  
**COST:** \$164.3K-\$244.4K, 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:** \$62.2K-\$240.3K, Rty: 4%+  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$75K liquid



### PostNet

Packing, shipping, printing, signs, marketing solutions

**BEGAN:** 1985, Franchising: 1993  
**UNITS:** US: 198, CAN: 8, INTL: 475, CO: 0  
**COST:** \$185.6K-\$227.6K, 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: 31, CAN: 0, INTL: 0, CO: 6  
**COST:** \$120.4K-\$123.8K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

### The UPS Store ●

Postal, business, printing, and communications services

**BEGAN:** 1980, Franchising: 1980  
**UNITS:** US: 4,919, CAN: 349, INTL: 0, CO: 0  
**COST:** \$137.8K-\$566.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$60K-\$100K liquid

## REAL ESTATE

### Assist-2-Sell ●

Discount real estate

**BEGAN:** 1987, Franchising: 1993  
**UNITS:** US: 134, CAN: 6, INTL: 0, CO: 1  
**COST:** \$24K-\$45.5K, Rty: 5%  
**FINANCING:** No  
**QUALIF:** \$40K liquid

### Epcon Communities Franchising ●

Luxury home building

**BEGAN:** 1986, Franchising: 1995  
**UNITS:** US: 62, CAN: 0, INTL: 0, CO: 14  
**COST:** \$3M-\$4.6M, Rty: 1-2%  
**FINANCING:** No  
**QUALIF:** \$1.5M net worth w/\$500K liquid

### 1st Class Real Estate ● ●

Real estate

**BEGAN:** 2012, Franchising: 2018  
**UNITS:** US: 15, CAN: 0, INTL: 0, CO: 2  
**COST:** \$14.4K-\$209.5K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$25K-\$150K liquid

### HomeSmart International

Residential real estate

**BEGAN:** 2000, Franchising: 2005  
**UNITS:** US: 125, CAN: 0, INTL: 0, CO: 40  
**COST:** \$65.5K-\$205K, Rty: Varies  
**FINANCING:** No  
**QUALIF:** \$150K net worth w/\$50K liquid

### HomeVestors of America ●

Home buying, repair, and selling

**BEGAN:** 1996, Franchising: 1996  
**UNITS:** US: 1,122, CAN: 0, INTL: 0, CO: 0  
**COST:** \$70K-\$426.3K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$70K-\$426.3K net worth w/\$70K liquid

### Keller Williams

Real estate

**BEGAN:** 1983, Franchising: 1987  
**UNITS:** US: 794, CAN: 28, INTL: 204, CO: 0  
**COST:** \$183.9K-\$336.99K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$150K liquid

### NextHome ● ●

Real estate

**BEGAN:** 2014, Franchising: 2014  
**UNITS:** US: 414, CAN: 0, INTL: 0, CO: 0  
**COST:** \$14.8K-\$213.1K, Rty: \$180-\$190/mo.  
**FINANCING:** No

### Realty Executives Intl. Svcs. ●

● ●

Real estate

**BEGAN:** 1965, Franchising: 1973  
**UNITS:** US: 319, CAN: 61, INTL: 29, CO: 14  
**COST:** \$23.5K-\$131K, Rty: Varies  
**FINANCING:** Yes  
**QUALIF:** \$20K-\$200K net worth w/\$10K-\$100K liquid

### Realty One Group ●

Real estate

**BEGAN:** 2005, Franchising: 2012  
**UNITS:** US: 190, CAN: 3, INTL: 0, CO: 13  
**COST:** \$49.3K-\$222.5K, Rty: 0  
**FINANCING:** Yes

### RE/MAX ●

Real estate

**BEGAN:** 1973, Franchising: 1975  
**UNITS:** US: 3,724, CAN: 993, INTL: 3,912, CO: 0  
**COST:** \$40K-\$284K, Rty: \$112-\$140/agent/mo.  
**FINANCING:** Yes  
**QUALIF:** \$35K liquid

### United Country Real Estate ● ●

Real estate

**BEGAN:** 1925, Franchising: 1997  
**UNITS:** US: 394, CAN: 0, INTL: 10, CO: 1  
**COST:** \$8.9K-\$50.3K, Rty: 6-12%  
**FINANCING:** No

### United Real Estate

Real estate

**BEGAN:** 2010, Franchising: 2013  
**UNITS:** US: 78, CAN: 0, INTL: 0, CO: 5  
**COST:** \$54.5K-\$285.5K, Rty: Varies  
**FINANCING:** No

### Weichert Real Estate Affiliates ●

Real estate

**BEGAN:** 1969, Franchising: 2000  
**UNITS:** US: 351, CAN: 0, INTL: 0, CO: 126  
**COST:** \$62.5K-\$324.7K, Rty: 6%  
**FINANCING:** No  
**QUALIF:** \$150K net worth

## SECURITY SERVICES

### Security 101

Commercial security systems

**BEGAN:** 2003, Franchising: 2007  
**UNITS:** US: 45, CAN: 0, INTL: 0, CO: 0  
**COST:** \$119.8K-\$223.5K, Rty: 6-4%  
**FINANCING:** Yes  
**QUALIF:** \$500K net worth w/\$80K liquid

### Signal 88 Security ●

Private security guard and patrol services

**BEGAN:** 2003, Franchising: 2008  
**UNITS:** US: 420, CAN: 7, INTL: 3, CO: 0  
**COST:** \$59.2K-\$223.2K, Rty: 4%  
**FINANCING:** Yes

### Surveillance Secure

Commercial electronic security services

**BEGAN:** 2006, Franchising: 2019  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$135.1K-\$234.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$60K liquid

## MISCELLANEOUS SERVICES

### Auto Appraisal Network ● ●

Auto appraisals

**BEGAN:** 1989, Franchising: 2007  
**UNITS:** US: 18, CAN: 0, INTL: 0, CO: 11  
**COST:** \$16.7K-\$44.3K, Rty: \$110/appraisal  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$3K-\$10K liquid

### Card My Yard ● ●

Special-occasion yard signs

**BEGAN:** 2014, Franchising: 2017  
**UNITS:** US: 210, CAN: 0, INTL: 0, CO: 2  
**COST:** \$4.7K-\$13K, Rty: 25%  
**FINANCING:** No

### Caring Transitions ●

Senior transition and relocation, online auctions, and estate management

**BEGAN:** 2006, Franchising: 2006  
**UNITS:** US: 223, CAN: 0, INTL: 0, CO: 0  
**COST:** \$58.9K-\$82.7K, Rty: 5%  
**FINANCING:** Yes

### Class 101 ●

College planning and educational services

**BEGAN:** 1998, Franchising: 2007  
**UNITS:** US: 42, CAN: 0, INTL: 0, CO: 1  
**COST:** \$45.9K-\$63.3K, Rty: 8%  
**FINANCING:** No  
**QUALIF:** \$40K liquid

### Clothes Bin Franchise ●

Clothing, shoe, and textile recycling bins

**BEGAN:** 2014, Franchising: 2015  
**UNITS:** US: 34, CAN: 0, INTL: 0, CO: 6  
**COST:** \$156.1K-\$199.97K, Rty: \$6/bin/wk.  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$100K liquid

### Elegance in Bridal Show ●

Bridal shows

**BEGAN:** 2004, Franchising: 2016  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$63.5K-\$114.8K, Rty: 8%  
**FINANCING:** Yes

### Elite Bartending

Bartender training and event staffing

**BEGAN:** 2008, Franchising: 2016  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 2  
**COST:** \$39.6K-\$56.4K, Rty: 8%  
**FINANCING:** Yes

### Fast-Fix Jewelry & Watch Repairs ●

Jewelry and watch repairs

**BEGAN:** 1984, Franchising: 1987  
**UNITS:** US: 142, CAN: 0, INTL: 5, CO: 5  
**COST:** \$97.96K-\$437.9K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K-\$600K net worth w/\$150K-\$450K liquid

### Generator Supercenter Franchising

Generator sales, installation, and service

**BEGAN:** 2005, Franchising: 2017  
**UNITS:** US: 14, CAN: 0, INTL: 0, CO: 3  
**COST:** \$426.8K-\$857.8K, Rty: 3-6%  
**FINANCING:** Yes  
**QUALIF:** \$1M net worth w/\$150K-\$400K liquid

### GoliathTech

Foundation systems for the construction industry

**BEGAN:** 2004, Franchising: 2013  
**UNITS:** US: 133, CAN: 68, INTL: 1, CO: 0  
**COST:** \$72.9K-\$176K, Rty: 0  
**FINANCING:** Yes  
**QUALIF:** \$50K liquid

### inq Tattoos

Custom tattoo services

**BEGAN:** 2019, Franchising: 2020  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$150.5K-\$391.5K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$10M net worth w/\$75K-\$10M liquid

### Lifeologie Franchising

Mental-health therapy services

**BEGAN:** 1999, Franchising: 2015  
**UNITS:** US: 6, CAN: 0, INTL: 0, CO: 2  
**COST:** \$57.2K-\$100.2K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$250K net worth w/\$100K liquid

**Mold Response Team**

Mold inspection services

**BEGAN:** 2016, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$81.6K-\$91.1K, Rty: 10-8%  
**FINANCING:** Yes  
**QUALIF:** \$40K net worth w/\$40K liquid

**Pirtek** ●

Hydraulic and industrial hose service and supply centers/mobile services

**BEGAN:** 1980, Franchising: 1986  
**UNITS:** US: 88, CAN: 0, INTL: 432, CO: 6  
**COST:** \$201.4K-\$869.3K, Rty: 4%  
**FINANCING:** Yes  
**QUALIF:** \$250K-\$750K net worth w/\$100K-\$500K liquid

**Royal Restrooms** ●

Restroom and shower trailer rentals

**BEGAN:** 2004, Franchising: 2008  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$107.9K-\$200.2K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$100K-\$250K net worth w/\$100K-\$200K liquid

**Showhomes**

Home management and staging

**BEGAN:** 1986, Franchising: 1994  
**UNITS:** US: 61, CAN: 0, INTL: 0, CO: 0  
**COST:** \$60.6K-\$103K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$200K-\$500K net worth w/\$30K-\$100K liquid

**Success on the Spectrum**

Behavior modification services for children and young adults with autism

**BEGAN:** 2015, Franchising: 2018  
**UNITS:** US: 2, CAN: 0, INTL: 0, CO: 2  
**COST:** \$81.1K-\$154.5K, Rty: \$500-\$900/mo.  
**FINANCING:** Yes

**SuperGreen Solutions** ●

Sustainability advisory services and energy-efficient products

**BEGAN:** 2011, Franchising: 2012  
**UNITS:** US: 40, CAN: 1, INTL: 10, CO: 0  
**COST:** \$51.9K-\$82.4K, Rty: 5%  
**FINANCING:** No

**Transition Squad Auction House** ●

Consignment auction houses

**BEGAN:** 2011, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$48.7K-\$122K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$50K liquid

**Transition Squad Downsizing Services**

Downsizing services for seniors

**BEGAN:** 2006, Franchising: 2014  
**UNITS:** US: 0, CAN: 1, INTL: 0, CO: 1  
**COST:** \$48.7K-\$74.5K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$100K net worth w/\$35K liquid

**Trinity Water Solutions** ●

Water treatment chemicals and equipment

**BEGAN:** 2017, Franchising: 2020  
**UNITS:** US: 1, CAN: 0, INTL: 0, CO: 1  
**COST:** \$57.6K-\$109.1K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth w/\$10K liquid

**velofix Group of Companies** ●

Mobile bike shops

**BEGAN:** 2012, Franchising: 2013  
**UNITS:** US: 108, CAN: 24, INTL: 0, CO: 0  
**COST:** \$170.2K-\$202.95K, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$50K net worth

**Tech**

▶ **ELECTRONICS REPAIRS & SALES**

**CPR Cell Phone Repair** ●

Electronics repairs and sales

**BEGAN:** 2004, Franchising: 2007  
**UNITS:** US: 479, CAN: 23, INTL: 42, CO: 6  
**COST:** \$55.7K-\$170.5K, Rty: 6.5%  
**FINANCING:** Yes  
**QUALIF:** \$150K net worth w/\$50K liquid

**Device Pitstop**

Electronics resales and repairs

**BEGAN:** 2013, Franchising: 2013  
**UNITS:** US: 8, CAN: 0, INTL: 0, CO: 0  
**COST:** \$100.7K-\$218.3K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$60K liquid

**Experimax**

Electronics resales and repairs

**BEGAN:** 2009, Franchising: 2014  
**UNITS:** US: 100, CAN: 3, INTL: 23, CO: 4  
**COST:** \$139.5K-\$351.1K, Rty: \$500+/mo.  
**FINANCING:** Yes  
**QUALIF:** \$60K liquid

**Gadgetech** ●

Electronics repairs and sales

**BEGAN:** 2015, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 1  
**COST:** \$78.2K-\$116.6K, Rty: 5%  
**FINANCING:** Yes  
**QUALIF:** \$125K-\$150K net worth w/\$75K-\$100K liquid

**NerdsToGo**

Technology sales, repair, and services

**BEGAN:** 2003, Franchising: 2006  
**UNITS:** US: 30, CAN: 0, INTL: 0, CO: 1  
**COST:** \$154.3K-\$323.9, Rty: 8%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$40K-\$50K liquid

**Phone Repair Guy**

Electronics repairs

**BEGAN:** 2016, Franchising: 2019  
**UNITS:** US: 0, CAN: 0, INTL: 0, CO: 4  
**COST:** \$98.1K-\$145.3K, Rty: 4%  
**FINANCING:** Yes

**uBreakiFix**

Electronics repairs

**BEGAN:** 2009, Franchising: 2013  
**UNITS:** US: 485, CAN: 40, INTL: 1, CO: 59  
**COST:** \$98.4K-\$303K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$150K liquid

▶ **MISCELLANEOUS TECH SERVICES**

**Cinch I.T.** ●

Outsourced IT support for businesses

**BEGAN:** 2004, Franchising: 2019  
**UNITS:** US: 4, CAN: 0, INTL: 0, CO: 1  
**COST:** \$100K-\$124.9K, Rty: 7-5%  
**FINANCING:** No  
**QUALIF:** \$250K net worth

**CMIT Solutions** ●

IT and business services for SMBs

**BEGAN:** 1994, Franchising: 1998  
**UNITS:** US: 238, CAN: 1, INTL: 0, CO: 0  
**COST:** \$94.5K-\$127.4K, Rty: 6%  
**FINANCING:** Yes  
**QUALIF:** \$350K net worth w/\$150K liquid

**Computer Troubleshooters** ● ●

Technology consulting and services for small businesses

**BEGAN:** 1997, Franchising: 1997  
**UNITS:** US: 167, CAN: 5, INTL: 78, CO: 3  
**COST:** \$12.2K-\$29.4K, Rty: 6.5%  
**FINANCING:** No  
**QUALIF:** \$60K-\$150K liquid

**Patriot Broadband** ●

High-speed internet service for rural areas

**BEGAN:** 2016, Franchising: 2019  
**UNITS:** US: 3, CAN: 0, INTL: 0, CO: 0  
**COST:** \$62.7K-\$112.2K, Rty: 6%  
**FINANCING:** Yes

**TeamLogic IT**

IT managed services for businesses

**BEGAN:** 2004, Franchising: 2005  
**UNITS:** US: 203, CAN: 1, INTL: 0, CO: 0  
**COST:** \$106.4K-\$146.3K, Rty: 7%  
**FINANCING:** Yes  
**QUALIF:** \$300K net worth w/\$60K liquid

**WSI** ●

Digital marketing agencies

**BEGAN:** 1995, Franchising: 1996  
**UNITS:** US: 276, CAN: 80, INTL: 469, CO: 0  
**COST:** \$64.9K-\$96.5K, Rty: 10%  
**FINANCING:** Yes  
**QUALIF:** \$200K net worth w/\$60K-\$95K liquid



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# NON-FRANCHISE OPPORTUNITIES



## ADVERTISING/MARKETING SERVICES

### Blastis ●

Text marketing programs **L**

**NO. OF LICENSEES:** 45

**COST:** \$3.99K, Financing: Yes

### Digital Marketing Training Group ●

Digital marketing services **L**

**NO. OF LICENSEES:** 300

**COST:** \$25K/\$65K, Financing: No

### FireDrum Email Marketing ● +

Email marketing **D**

**NO. OF DEALERS:** 1

**COST:** \$3.5K, Financing: Yes

### Live Your List Publications ●

City apps **L**

**NO. OF LICENSEES:** 3

**COST:** \$7.5K-\$15K, Financing: Yes

### 99 Dollar Social ● +

Social media management **D**

**NO. OF DEALERS:** 500+

**COST:** \$99/mo.+, 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 distributors and dealers 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 licensees 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.

**Perks Nearby** ● +

Daily-deal websites **L**  
**NO. OF LICENSEES:** 150  
**COST:** \$995, Financing: Yes

**Social Xpand** ●

Social media management **L**  
**NO. OF LICENSEES:** --  
**COST:** \$299, Financing: No

**Tabletop Billboards** ●

In-restaurant advertising **D**  
**NO. OF DEALERS:** 2  
**COST:** \$129, Financing: Yes

**Today's Senior Magazine** ●

Magazine for seniors **L**  
**NO. OF LICENSEES:** 3  
**COST:** \$5.3K, Financing: Yes

**TravelHost** ●

Travel magazines **L**  
**NO. OF LICENSEES:** 45  
**COST:** \$50K, Financing: Yes

**Veza Digital** ● +

Digital marketing agencies **L**  
**NO. OF LICENSEES:** 15  
**COST:** \$5K, Financing: No

**APPAREL & ACCESSORIES**

**Cariloha**

Bamboo apparel, accessories, bedding, and home decor **D**  
**NO. OF DEALERS:** 45  
**COST:** \$150K, Financing: No

**Del Sol**

Color-changing apparel and accessories **D**  
**NO. OF DEALERS:** 45  
**COST:** \$150K, Financing: No

**AUTOMOTIVE**

**AMSOIL** ●

Synthetic lubricants **N**  
 No. of associates: --  
**COST:** \$30-\$75, Financing: No

**Detail Plus Car Appearance Systems** ● +

Auto appearance services, automatic car wash **L**  
**NO. OF LICENSEES:** 300  
**COST:** \$500-\$500K+, Financing: Yes

**BUSINESS SERVICES**

**AOTMP** ● +

Telecom, mobility, and IT management professional training programs **L**  
**NO. OF LICENSEES:** 10  
**COST:** \$200K, Financing: No

**Catalyft Success System**

Business coaching **L**  
**NO. OF LICENSEES:** 12  
**COST:** \$35K+, Financing: No

**Elevated AI** ●

Real-time tech support **L**  
**NO. OF LICENSEES:** 0  
**COST:** \$10K-\$150K, Financing: No

**Growth Concepts** ●

Software and services for building business equity **D**  
**NO. OF DEALERS:** 10  
**COST:** \$500, Financing: Yes

**True North Business Development (TNBD)** ●

Email list-building service **L**  
**NO. OF LICENSEES:** 0  
**COST:** \$5K, Financing: Yes

**Workforce Staffing Network** ● +

Medical staffing **L**  
**NO. OF LICENSEES:** 45  
**COST:** \$4.99K, Financing: No

**CHILDREN'S BUSINESSES**

**GreenApple STEM** ●

STEM education **L**  
**NO. OF LICENSEES:** 2  
**COST:** \$25K, Financing: Yes

**Healthy Hands Cooking** ●

Children's cooking classes, parties, camps **L**  
**NO. OF LICENSEES:** 565  
**COST:** \$3K-\$5K, Financing: No

**Jiff-e-Books** ● +

Personalized children's books **L**  
**NO. OF LICENSEES:** 500+  
**COST:** \$495, Financing: No

**Kidbus** ●

Mobile playgrounds **L**  
**NO. OF LICENSEES:** 2  
**COST:** \$50K-\$70K, Financing: No

**Kid-Fit Virtual Preschool Fitness Studio** ● +

Distance preschool fitness classes **L**  
**NO. OF LICENSEES:** 40  
**COST:** \$5.99K-9.99K, Financing: No

**SeekingSitters** ●

On-demand babysitting referral service **L**  
**NO. OF LICENSEES:** 35  
**COST:** \$1.5K, Financing: No

**Top Secret Kids** ●

Children's science, cooking, and fitness programs **L**  
**NO. OF LICENSEES:** 275  
**COST:** \$8.8K, Financing: No

**DENTAL-HANDPIECE REPAIR**

**Handpiece Express** ●

Dental-drill repair **L**  
**NO. OF LICENSEES:** 30  
**COST:** \$35K, Financing: No

**Orion Repair** ●

Dental-handpiece repairs **L**  
**NO. OF LICENSEES:** 275  
**COST:** \$500-\$19K, Financing: Yes

**FINANCIAL SERVICES**

**ATS Investments Group** ● +

Business and real estate investment loans **L**  
**NO. OF LICENSEES:** 52  
**COST:** \$250, Financing: Yes

**Azteco** ● ● +

Bitcoin vouchers **D**  
**NO. OF DEALERS:** 10  
**COST:** \$10K, Financing: No

**Blue Coast Savings Consultants** ● +

Savings consulting **D**  
**NO. OF DEALERS:** 252  
**COST:** \$22.9K, Financing: No

**Charter Financial** ● +

Note brokerage **D**  
**NO. OF DEALERS:** 600  
**COST:** \$195, Financing: No

**ClaimTek Systems** ●

Medical billing and practice management solutions **D**  
**NO. OF DEALERS:** 1,150  
**COST:** \$22K-\$45K, Financing: Yes

**Commercial Capital Training Group** ●

Commercial finance **L**  
**NO. OF LICENSEES:** 600  
**COST:** \$25K-\$100K, Financing: No

**Conwell Financial** ● +

Tax preparation and credit repair **L**  
**NO. OF LICENSEES:** 2  
**COST:** \$199, Financing: No

**Federal Direct Tax Services** ● +

Tax preparation **L**  
**NO. OF LICENSEES:** 367  
**COST:** \$1K, Financing: Yes

**Global Financial Training Program** ● +

Commercial loan brokerages **D**  
**NO. OF DEALERS:** 600+  
**COST:** \$19.95K, Financing: Yes

**JudgmentBusiness.com** ●

Judgment investigation services **L**  
**NO. OF LICENSEES:** 5  
**COST:** \$50K, Financing: No

**Loan Consultants Inc.** ● +

Loan brokerage **D**  
**NO. OF DEALERS:** 1,200  
**COST:** \$13.8K, Financing: Yes

**Loan Consultants Inc. (Consulting)** ● +

Business finance consulting **D**  
**NO. OF DEALERS:** 1,200  
**COST:** \$13.8K, Financing: Yes

**Ready to Launch Insurance** ● +

Insurance agencies **L**  
**NO. OF LICENSEES:** 0  
**COST:** \$10K, Financing: Yes

**Umbrella Financial Services Tax Solutions Group** ● +

Tax preparation **L**  
**NO. OF LICENSEES:** 500  
**COST:** \$199, Financing: Yes

**FOOD**

**AmeriCandy Co.** ● ● +

Chocolate and confections **D**  
**NO. OF DEALERS:** 0  
**COST:** \$50K, Financing: Yes

**DaddyO Diner** ● +

Burgers, fries, malts **L**  
**NO. OF LICENSEES:** 0  
**COST:** \$350K, Financing: No

**Healthier4U Vending** ●

Healthful-food vending machines **V**  
**NO. OF DEALERS:** 375  
**COST:** \$30K-\$160K, Financing: Yes



**HealthyYOU Vending** ●  
 Healthful snack, beverage, and entrée vending machines ▼  
**NO. OF DEALERS:** 6,000+  
**COST:** \$30K, Financing: No

▶ **HOME IMPROVEMENT/ MAINTENANCE**

**The BBQ Cleaner** ● +  
 Barbecue grill cleaning L  
**NO. OF LICENSEES:** 137  
**COST:** \$20K, Financing: Yes

**Caltex International. Ltd.** ●  
 Interior and exterior surface cleaning, mold remediation L  
**NO. OF LICENSEES:** 1,025  
**COST:** \$15K-\$20K, Financing: Yes

**1867 Confederation Log & Timber Frame** ●  
 Log and timber-frame homes D  
**NO. OF DEALERS:** 4  
**COST:** 0, Financing: No

**HMI** ● +  
 Concrete raising L  
**NO. OF LICENSEES:** 100+  
**COST:** \$50K, Financing: Yes

**Houston Remodel Pros** ●  
 Construction services L  
**NO. OF LICENSEES:** 7  
**COST:** \$50K, Financing: Yes

**Lagnetic Curb Kits** ●  
 Curb painting L  
**NO. OF LICENSEES:** 1  
**COST:** \$225, Financing: No

**Lon Waltenberger Training Services** ● +  
 Bathtub repair and refinishing L  
**NO. OF LICENSEES:** 98  
**COST:** \$2.5K-\$4.5K, Financing: No

**Morantz Ultrasonics** ● +  
 Ultrasonic blinds cleaning and fire restoration L  
**NO. OF LICENSEES:** 4,000+  
**COST:** \$8K-\$70K, Financing: Yes

**Reliable Appliance & Dryer Vent Service** ● +  
 Dryer vent cleaning L  
**NO. OF LICENSEES:** 51  
**COST:** \$500-\$1K, Financing: No

**Staging Diva** ● +  
 Home staging L  
**NO. OF LICENSEES:** 100,000  
**COST:** \$1K, Financing: No

**Sundek Decorative Concrete** ● +  
 Decorative concrete coatings D  
**NO. OF DEALERS:** 61  
**COST:** \$40K, Financing: No

**Supportworks** +  
 Concrete and foundation repair D  
**NO. OF DEALERS:** 130  
**COST:** \$80K, Financing: Yes

▶ **RECREATION**

**Cascade Cycleboats** ● +  
 Cycleboat tours and events L  
**NO. OF LICENSEES:** 51  
**COST:** \$110K, Financing: Yes

**Minigolfinc.com** +  
 Miniature-golf courses L  
**NO. OF LICENSEES:** 3,330  
**COST:** \$6.9K, Financing: No

**Painting & Vino** ●  
 Paint-and-sip events L  
**NO. OF LICENSEES:** 13  
**COST:** \$1.5K, Financing: No

**RVPlusYou** ● +  
 RV rental management L  
**NO. OF LICENSEES:** 50  
**COST:** \$10K, Financing: Yes

**Surf Party in a Box** ● ●  
 Virtual surfing entertainment systems L  
**NO. OF LICENSEES:** 0  
**COST:** \$895-\$5.99K, Financing: No

▶ **TRAVEL AGENCIES**

**Oasis/New2Travel** ●  
 Travel agency L  
**NO. OF LICENSEES:** 600+  
**COST:** \$2.99K, Financing: Yes

**Tix Travel & Ticket Agency** ● ● +  
 Travel agency; concert, sports, and theater tickets D  
**NO. OF DEALERS:** 500  
**COST:** \$995, Financing: Yes

▶ **MISCELLANEOUS PRODUCTS/SERVICES**

**Accessit Corp.** ●  
 Vending machines ▼  
**NO. OF DEALERS:** 101  
**COST:** \$5.7K-\$46.99K, Financing: Yes

**Active Minds** ●  
 Learning programs for seniors L  
**NO. OF LICENSEES:** 1  
**COST:** Varies, Financing: Yes

**Beeline Purchasing** ●  
 Safety equipment and supplies distribution D  
**NO. OF DEALERS:** 1  
**COST:** 0, Financing: No

**Big Star Photo Booths** ● ●  
 Photo booths ▼  
**NO. OF DEALERS:** --  
**COST:** \$10K, Financing: Yes

**Colortech Eco Paints** ●  
 Recycled paint D  
**NO. OF DEALERS:** --  
**COST:** \$50K, Financing: Yes

**Enduring Images** ● +  
 Custom ceramic imaging L  
**NO. OF LICENSEES:** 200  
**COST:** \$16K, Financing: No

**FITT Systems** ● +  
 Infrared fitness and therapy saunas L  
**NO. OF LICENSEES:** --  
**COST:** \$10K, Financing: Yes

**Graffiti Graphics/Puzzled Over Gift Ideas** ●  
 Custom jigsaw puzzles L  
**NO. OF LICENSEES:** 540  
**COST:** \$9.1K, Financing: No

**HempE Distribution** ● ● +  
 Hemp health and beauty products D  
**NO. OF DEALERS:** 42  
**COST:** \$148, Financing: No

**HomeGate Real Estate** +  
 Real estate L  
**NO. OF LICENSEES:** 6  
**COST:** \$3.5K-\$10K, Financing: No

**Home Video Studio** ● +  
 Video production and postproduction services L  
**NO. OF LICENSEES:** 60  
**COST:** \$85K, Financing: Yes

**Pacific Stem Cells**  
 Stem cell clinics L  
**NO. OF LICENSEES:** 4  
**COST:** \$100K, Financing: No

**Party In A Tent** ● +  
 Event rentals L  
**NO. OF LICENSEES:** 9  
**COST:** \$40K-\$60K, Financing: No

**Shred-Tech** ● +  
 Mobile document destruction L  
**NO. OF LICENSEES:** 600  
**COST:** \$200K, Financing: Yes

**Spectrum Unlimited** ● +  
 Personalized birthday greetings L  
**NO. OF LICENSEES:** 10,000+  
**COST:** \$200, Financing: No

**Storkdelivery.com** ● +  
 Yard-sign rentals L  
**NO. OF LICENSEES:** 72  
**COST:** \$999, Financing: Yes

**Trupanion** ● +  
 Pet insurance D  
**NO. OF DEALERS:** 65  
**COST:** \$375-\$1.5K, Financing: No

**Utility Connect** ● +  
 Moving and home concierge service L  
**NO. OF LICENSEES:** 50  
**COST:** 0, Financing: No

**Wachters' Organic Sea Products** ●  
 Nutritional, personal care, and environmental products N  
 No. of associates: 220,000  
**COST:** \$54, Financing: No

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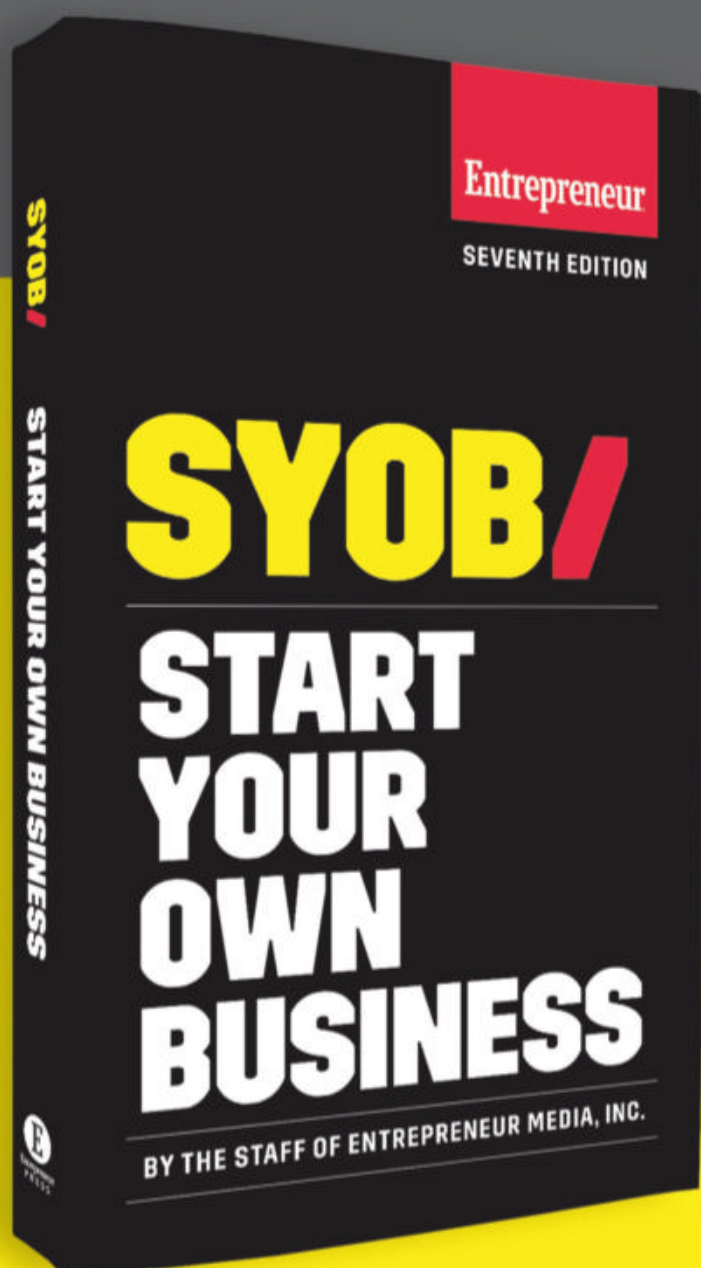
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Marketing

# THE WIZARD OF WHOPPER

**Fernando Machado** is the marketing genius who turned Burger King (and Popeyes!) into a buzzy, relevant, always-on-point brand. Here's how he pulls it off. **by LIZ BRODY**







**B**urger King had a big announcement to make: It was removing artificial colors, flavors, and preservatives from its Whoppers. But the company was in a bind. The *other* burger chain had already, how shall we say, McDone the same thing. If Burger King simply ran ads pushing its fresh food, that wouldn't have much impact. At worst, it would be seen as trailing its competitor.

What could it do to steer the conversation? Burger King's marketing team started confabbing on WhatsApp, their chat tool of choice, where some of their most creative brainstorming takes place. That's where they pulled in three agencies and worked out a plan. You likely saw the result: On February 19, Burger King released ads of its famous burger, now liberated from additives, rotting over 34 days—growing fuzzy and putrid with greenish, purplish mold, eventually slumping into itself.

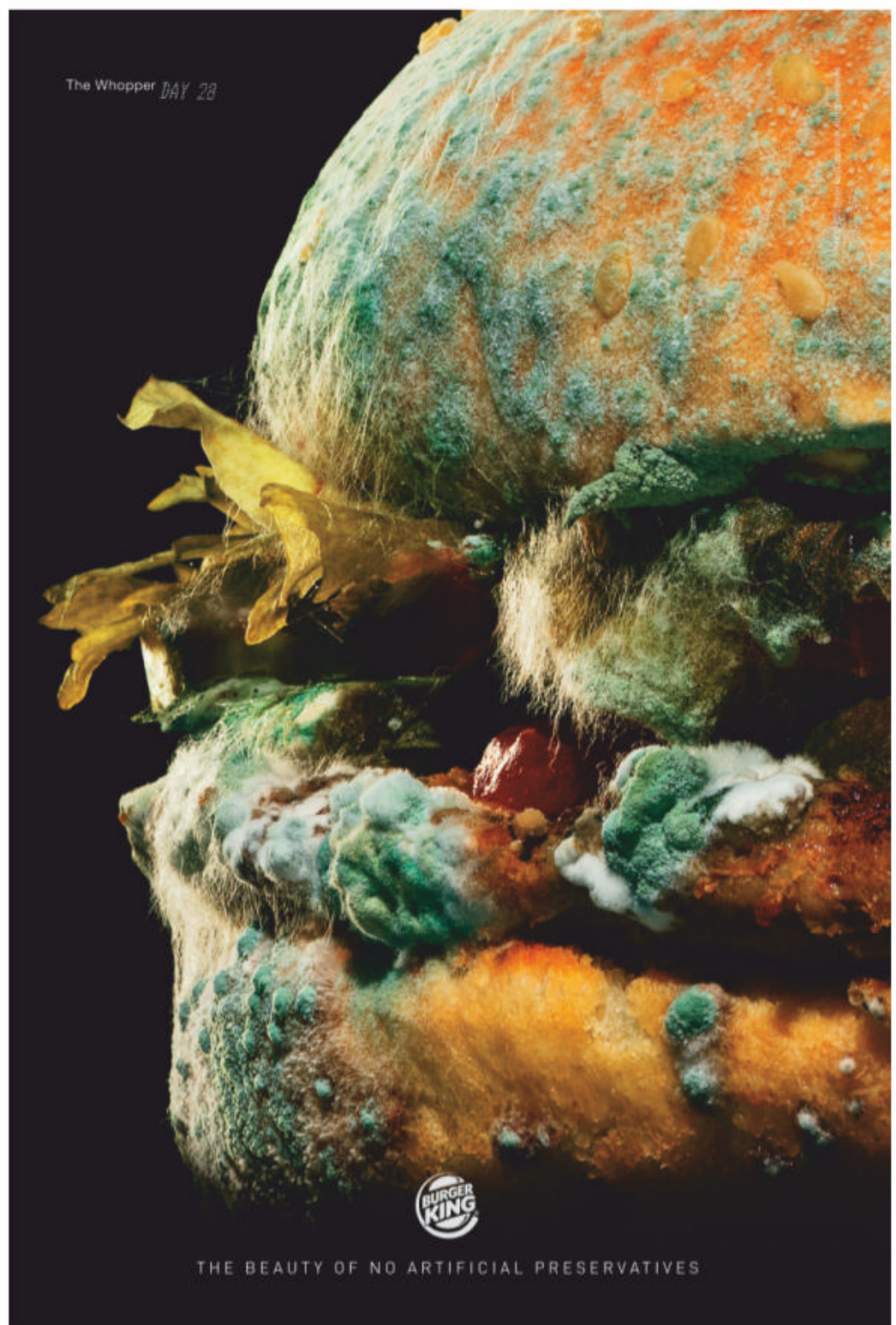
Stomachs everywhere lurched. That day, Twitter mentions of Burger King more than tripled, and a week later, they were still up 22 percent over the previous seven days, according to social media analytics company Sprout Social, which crunched the data for *Entrepreneur*. The press went crazy, too, with coverage from *Forbes*, CNN, *People*, and *The New York Times*. As it turns out, nothing cuts through the fast-food noise like mold.

But this was just another day at Burger King HQ in Miami. The brand has become known for pushing out-there marketing campaigns that hijack the culture's fleeting attention span and, as a result, boost business long-term. And now the same live-wire marketing is coming out of Popeyes, which, like Burger King, is owned by RBI, a fast-food parent company with \$5.6 billion in revenues last year.

The secret sauce? A Brazilian soccer nut named Fernando Machado.

**MACHADO, 45**, is RBI's global CMO. Since landing at Burger King in 2014, he has overseen 50 to 60 marketing campaigns a year that consistently have the right mix of timing, self-deprecating humor, and stun power. While he's been busy racking up marketing awards (*Adweek's* Grand Brand Genius in 2018 and the Cannes Lions Creative Brand of the Year in 2019, among them), the chain's average annual system-wide sales growth has increased to 9.28 percent, compared with 5.56 percent over the three years before his tenure.

But it's been a long road. Born in Rio de Janeiro, Machado grew up with no interest in marketing. In fact, he'd never even heard of it. At the age of 19, he was pursuing a mechanical



engineering degree and, to gain experience, took a job at a Brazilian factory where he designed laundry detergent boxes for Unilever. But when a marketing team from one of the brands arrived, he was wowed. "It was really cool because the guys were handling the business, but they also had a creative side to their work," he recalls. "I thought maybe I'd do better there, and I definitely would have more fun."

Unilever eventually hired him for a marketing role, where he rose through the ranks and created many memorable projects. He became VP for Dove Skin Care during its "Campaign for Real Beauty"—a marketing effort that spanned more than a decade, celebrating people of all different body types and looks. It was a daunting task to add to the brand's work so far, but Machado managed to bring to life a brilliant concept: A forensic artist drew the faces of several women—first according to how they each described themselves to him, and then as a stranger did.



The sessions were packaged into ads in 2013, which carried the tagline “You’re more beautiful than you think.”

Machado had made a name for himself by then, but this campaign defined him as a game changer. And yet, later that year, he felt restless. He’d been at Unilever for 18 years at that point. “For the first time in my career, I was not itching to do the next thing,” he says. “And I was afraid of being stuck in my comfort zone.” He wanted a bigger challenge—to help shape a powerful brand that had become adrift. Burger King fit the bill at the time. After calling a few people he knew there, he joined as head of brand marketing.

When he moved to Miami at the beginning of 2014, Machado knew exactly zero about the quick-service food industry. So he started reaching out to franchisees. “You can learn a lot from these guys,” he says. “They are there in the battlefield every day looking in the eyes of the guests.” He wanted to understand things like what makes burgers sell, and who the end customer is. And as he grew into his role, he kept doing it. Today, he takes a lot of formal meetings but also routinely messages franchisees and restaurant managers on LinkedIn, where he can learn about what trends and shifts they’re seeing in the stores.

He also set about building his creative team. Machado is exacting and proactive about this; he says he looks for people with “the same level of creative ambition” as his, and if he spots talent, he reaches out. When he was at Unilever, he met a young guy from a creative firm and quickly pulled him into his office to discuss a project; now that guy, Marcelo Pascoa, is Burger King’s head of marketing. In another case, Machado was already at RBI when he became impressed with an agency in Spain and tweeted the creative director saying he loved their work. He suggested they apply to do a local Burger King project. Now *that* guy, Pancho Cassis, is CCO of David The Agency, the brand’s leading outside firm.

Machado treats his creative team as if they’re in a non-stop jam session. Aside from messaging them on WhatsApp, he inhales Twitter 24-7. (“If you ask my wife,” says Machado, the father of a 5-year-old and an infant, “she would throw my phone into the pool.”) He also takes the jam offline. He has a standing soccer game on Thursdays against a couple of partners at Gut, the external ad agency he now uses for Popeyes. (“I hardly ever win,” he confesses.) He also hosts regular barbecues for the crew at David The Agency. And in the office, he still likes to keep it real. Despite being a corporate C-suiter, he’s always wearing a Burger King crew shirt. “I thought he was going to wear it to get married,” says Cassis. “He didn’t. But it was the joke of the wedding.”

None of this is by accident. Machado puts the time into carefully assembling and maintaining his team for good reason: He knows he has to trust them. Because to him, good marketing has to feel risky—and to stay on top of culture, you have to make decisions *fast*.

**MACHADO ASKS** his team for a lot of ideas, and he’ll say no to most of them. But everything goes through the same mental filters. “The first thing I think about is whether it has a good

**“The first thing I think about is whether [an idea] has a good brand fit. Does it fit with the values and personality of the brand? Does it fit with the brand position?”**

brand fit,” he says. “Does it fit with the values and the personality of the brand? Does it fit with the history of the brand? Does it fit with the brand position?” Then he asks if the idea meets the company’s strategic objectives—because sure, it’s a bummer to kill a great concept, but Machado looks at it this way: When his work does drive strategic business objectives, “I’ll get more funding and I’ll get more people to invest and I’ll get more support,” he says. And that means more great work.

Then, finally, he wonders: *Will people talk about this?* That’s crucial, because his budgets aren’t as large as some of his competitors’. So where he can’t win on paid media, he goes for human attention. “I need ideas that will have legs and that people will share on social and that will get organic media coverage,” he says.

Here’s how all that famously played out in 2017.

“I will never forget this,” says Machado. He got a call from two guys at David The Agency asking him to come over. “I was like, ‘Really? I’m in a bad mood. Do you really want me to come?’” Juan Javier Peña Plaza and Ricardo Casal, who made the call and since have gone on to become partners at Gut, promised to cheer him up. So Machado went.

They showed him a concept: In a 15-second television ad, a Burger King crew member would say, “OK, Google, what is the Whopper burger?” If that ad was playing in a room that had a Google Home, it would trigger the device to start robo-reading the Whopper’s Wikipedia entry. It was a clever, if not slightly annoying, way to poke fun at the rise of home voice-assistant devices.

Machado loved it. When it came out in April 2017, Google quickly blocked its smart device from answering the voice of the actor. Machado lobbed back by dubbing the ad with different voices. “We really wanted to have fun,” he says, much to the apparent amusement of many. According to internal data, the campaign got 9.3 billion impressions and \$135 million in earned media.

Other times, Machado needs a lot more convincing. Casal and Peña Plaza once presented an idea about the repeal of net neutrality, which was in the news at the time. “And I was like, ‘What the hell is that?’” says Machado. “I had no idea what net neutrality was.” The duo explained it—twice—and then sketched out their concept of using Whoppers to help people understand what losing democratic access to the internet would mean.

“That’s never going to work,” Machado said. ►

“No, no, it is,” both Casal and Peña Plaza promised.

Machado wasn’t convinced. (“He *hated* the idea, like, really hated it,” recalls Casal.) Despite that, he gave them the money to go ahead and produce the ad—because the point of hiring risk-taking talent is that sometimes they know things you don’t. The spot they made showed customers grabbing their Whoppers while others are told they have to wait or pay as much as \$25.99 for faster access. They released it in January 2018, and it became the most shared ad in Burger King history.

“It was one of the moments,” says Casal, “when we looked at each other and understood how much we trust in each other. There have also been times where we’re telling *him*, ‘No, man. This will not work.’ And we ended up trying it—and it worked because he’s also a creative. And no one knows the brand better than him.”

As Machado has gotten more daring at Burger King, he has discovered another important reason to push crazy ideas: Sometimes it can reveal even more business opportunities.

That’s what happened at the end of 2018. Burger King wanted people to download its new mobile app. Many competitors had one, so the product itself wasn’t new. Maybe Burger King could give out a free Whopper to anyone who downloaded it? Nah. “We did that. Chick-fil-A did that, Wendy’s did that, McDonald’s did that,” Machado says. “No one ever heard about any of it because people honestly don’t care.”

His team came up with an insane scheme: Customers could get a Whopper for a penny on the app...but only if they ordered it while within 600 feet of a McDonald’s. Yes. They had to go to Burger King’s archrival to get the deal. “We know that our fans love a good joke,” says Machado. “And they love the idea of being part of that joke.” To pull it off, Machado orchestrated the geofencing of not only their own 7,000-plus U.S. restaurants but all the 14,000 McDonald’s locations across the country.

The campaign got more than 1.5 million people to download the Burger King mobile app during the nine days of the promotion, which was a 37.5 percent increase. That should translate into customers spending an additional \$15 million per year, the company estimates—making the ROI for the campaign about 37 to 1. “It was massive,” says Machado. “And we built intelligence with the geofencing that helps us today. Because I know when people are going to a McDonald’s, I know when people are going to a Burger King. Sometimes doing these technology moonshots can help you develop capabilities you haven’t even thought about before.”

**HOW DOES** Machado come up with ideas? It’s a question he gets asked a lot. Oftentimes, he says, they come from active collaborations. “But I also have a good ability of putting a problem, or something I have to think about, somewhere on my mind—like processing that information all the time, even when I’m not thinking about it actively,” he says. And then great solutions pop up at random when he’s driving, playing soccer, or changing diapers.

But sometimes there’s no time for all that. Decisions have to be made fast.

That’s how Machado’s team made its biggest splash of 2019,

*“When an idea hits and you see everyone talking about it and the message you wanted to convey is coming across, it’s a massive high to the entire team.”*

after his job had expanded to also overseeing marketing for Popeyes Louisiana Kitchen. Anyone on Twitter will remember what happened: With a single tweet, Popeyes kicked off a fried-chicken-sandwich war that led to lines stretching outside stores across the country.

Here’s how it went down. The chain launched its new chicken sandwich. A week later, at 11:15 A.M. on August 19, a Popeyes marketer noticed that Chick-fil-A had tweeted a subtle putdown of the sandwich. He immediately alerted the wider team by WhatsApp—a group that included 20-something people, including Machado, the ad agency Gut, the social media agency GSD&M, and legal. Bruno Cardinali, Popeyes’ head of marketing for North America, gathered people on the fifth floor of the company’s Miami office to think of a retort. Fifteen minutes later, thanks to GSD&M, they had it.

“Y’all good?” Popeyes tweeted back to Chick-fil-A.

And all hell broke loose.

“Black Twitter jumped behind this one and propelled it to a level of conversation that, honestly, I have never seen anything like in my career,” says Machado. “It was everywhere. There were restaurants that got fined because the line was so long it was disturbing other places in the region. There was a teenager who decided to register people to vote for the election because there were so many people waiting—Obama tweeted about that.”

Popeyes sold out of chicken sandwiches in eight days. It made international headlines. The brand’s sales growth soared that quarter—42.3 percent, compared with 6.3 percent for the previous year. And it hasn’t stopped. Already this year, Popeyes captured headlines by selling its uniforms as a trendy fashion look after fans noticed an amusing similarity to Beyoncé’s hot Ivy Park collection. Machado was thrilled, but it all happened by design. This, after all, is the result of the foundation he has laid: a risk-taking team that’s always on, and a laser focus on ideas that drive business.

It’s an addictive game, he says, and now he’ll be doing even more of it—because he’ll also be overseeing RBI’s third brand, Tim Hortons. “When an idea hits and you see everyone talking about it and the message you wanted to convey is coming across, it’s a massive high to the entire team,” says Machado. “We are always chasing that feeling.” ■

*Liz Brody is a contributing editor to Entrepreneur.*



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## Reinvention

# MATCH.COM, BUT FOR FOOD?

To help save the food industry, this founder has a plan:

Think differently about who uses the kitchen. **by JASON FEIFER**



**L**et's say you go onto Grubhub, see that there's a new franchise in town called The Captain's Boil, and order a shrimp basket for delivery. Score! But here's what you don't see: Your lunch was actually made inside a Ruby Tuesday.

This is the magic of Franklin Junction, which bills itself as a mixture of Airbnb and Match.com—but for restaurants. The platform finds kitchens with extra capacity and matches them with brands that want to expand into new locations. It was conceived by Aziz Hashim, founder and managing partner of NRD Capital, which owns more than 700 franchise units in North America. He launched it in January and originally intended it for his own stores (including The Captain's Boil and Ruby Tuesday). But once COVID-19 hit, he opened it up to any brand, and he's now working with Nathan's Famous and exploring other partnerships.

"It's a business, but also a bit of a public service," Hashim says. And it might be a peek into the future of franchising.

**Franklin Junction has been in the works for two years. Why did you originally make it?**

The world has too many

restaurants and not enough people. More and more restaurants keep coming online. Yet the demand for restaurants stays constant,

or even goes down. So if you look at net sales over the past few years, you don't see that there's a lot of growth.

**How is Franklin Junction a solution?**

Restaurants are very expensive to build. If you don't have as much volume as you would like, the natural tendency is to ask, "How can I raise sales?" One way to do it is through discounting, but this is ridiculous. All your expenses have gone up—labor, insurance, rent. But you can't raise your prices.

The industry was under capacity 15 to 20 percent before COVID-19. If you know anything about the retail business, it's all at the margin. If you fill up that last 15 or 20 percent, you make a lot of money. All your fixed costs are covered already. So, can I sell food for other people? The difference between innovating your own food and other people's food is: You get the benefit of the other person's branding!

**That's a big change to the industry. Do you think restaurateurs are more open to this change because of COVID-19?**

Significantly. During this time, with dine-in basically closed, a lot of restaurants have been down 50, 60, 70 percent. The need for sales is tremendous. It's urgent. People need revenue, and they need it today. We're getting flooded with

inquiries. We just can't keep up. And we're also getting inquiries from non-restaurants—a store or a hotel.

**This platform could lead to more restaurant brands in each city. Didn't you say that's a problem?**

The solution relies on more consumer variety. It's not that America or the world doesn't need new kinds of food. We just don't need to build new restaurants. That's where I'm coming from.

**So demand is static, but now a physical restaurant can get a larger share of that demand because it's offering more options?**

Exactly. We like to try new stuff, but in the past, that meant some poor entrepreneur had to spend \$2 million to build a restaurant. If you and I decide we don't like it, that guy lost his life savings.

In this case, you've got a new food genre. You bring it to Franklin Junction, we'll try it out for you in 10 or 20 locations. Let's see if there's public desire for this. If there is, wouldn't you feel better about opening a restaurant?

This is a way to solve multitudes of problems. You know the old adage "You've got to spend money to make money"? We're going to spend no money, and we're going to make money. We've got extra kitchen capacity. Let's go sell some other people's stuff!





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## Franchise Success

# KEEPING CLEAN, AND CLEANING UP

Spaulding Decon founder and CEO **Laura Spaulding** has made a career of cleaning up crime scenes, meth labs, and now, COVID-19. But her biggest job is keeping franchisees prepared. **by STEPHANIE SCHOMER**



**L**aura Spaulding is used to dirty jobs. The former cop and Army vet started Spaulding Decon in 2005 after spotting an opportunity in crime-scene cleanup, and she has turned the company into a growing franchise specializing in everything from meth-lab cleanup to mold remediation. And she knew, upon first hearing of coronavirus, that her business was about to boom. “We got \$30 million worth of requests in estimates the first two weeks when it hit,” the CEO says. “In a normal week, that figure would be \$100,000.” But consumer demand isn’t the only thing increasing for Spaulding Decon; incoming inquiries from prospective franchisees have increased tenfold in recent months. Now Spaulding—who currently works with 11 franchisees across 39 locations—is preparing for continued growth, and working to make sure all of her owners have the support and know-how they need to succeed.

**You ran the company for 10 years before starting to franchise in 2015. What was that transition like?**

I was pretty naive about franchising, and I think I made a

ton of mistakes. I thought the right thing to do would be to hire a franchise consultant to kind of teach me the ropes, but the consulting company really helped me set up my operations, and that was it,

and I was like, *Wow, I have no idea what I’m doing here!*

I had no idea how to find the perfect franchisee for my brand. And that’s honestly something I’m still trying to figure out.

**Your business is so unique, I don’t imagine that a lot of folks are coming to you with previous experience in this space.**

My franchisees come from such different backgrounds. I’ve got a guy who was a deep-sea diver, I’ve got a schoolteacher, a former IBM sales guy. And every time I think I’ve identified the perfect profile of a candidate, I’m proven wrong again. I’ve been disappointed by people I thought would be rock stars, and extremely surprised by others who really rose to the challenge.

**So as a business owner, how do you keep everyone on the same page?**

In June of 2019, we kind of hit pause on selling new franchises. I wanted to take a step back and understand what our owners need and how we can better support them. So we really focused on what the successful franchisees were doing, and worked to implement that across the brand through coaching. And then we kind of rebooted on franchise sales in the beginning of this year.

**Which ended up being perfect timing.**

I always had an inkling that this business would be extremely recession-proof. When 2008 hit, my business actually tripled over the years, because our services are need-based, not want-based. At the time, we were working on cleaning a lot of the foreclosures, and because people were doing whatever it takes to survive—in a lot of cases, cooking meth—our meth-lab cleanup business skyrocketed. So COVID-19, this is just another virus for us to handle. And we know how to do that, and we’ve been ready for it.

**How have you handled the increase in business since the pandemic started?**

We were hiring admins to keep five or six people dedicated to just answering phones. We were firing off estimates for places like New York City, where we don’t even have a location. For our franchisees, we’re sending additional support to their locations if they’re too inundated, really mobilizing from corporate. And we’ve been working to help them hire the labor they need, whether we’re using staffing companies or Facebook Jobs or even Craigslist. There’s a lot of available labor right now. We’re helping our team keep up.





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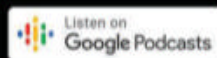
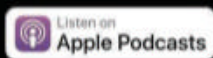


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# FOCUS ON YOUR MISSION

Our worlds may feel shaken. But we're actually much sturdier than we think. **by JASON FEIFER**

**Y**ou are not *what* you do. You are *why* you do it. This is an especially important distinction today. The *what* and the *why* are two different things—and if you confuse the two, then you are not prepared for change. You will be disoriented and rocked, unable to envision a way forward. But if you see *what* and *why* as separate, then you become more adaptable. You become less afraid. You feel more in control.

That's very abstract, so let's talk specifics. We'll start big.

I have a general theory about why people fear change: It's because change makes familiar things look unrecognizable. In the 1950s, for example, people connected over bowling leagues and pasta dinners. This was their definition of community. Now that 1950s generation looks at young people today and they panic—because they see no bowling leagues and pasta dinners! Instead, they see WhatsApp groups and TikTok, and they

assume that those tools can't possibly build meaningful connections. The older generation therefore believes that community is gone.

But here's what they're missing: Community is the *why*, and pasta dinners were just the *what*. Humans are social creatures, and we create community based on the tools and social structures available to us. Each generation's community will look different, but that doesn't mean each generation *loses* community. It's always there. We just need to

accept that as change comes, the thing we're familiar with will take an unfamiliar shape.

Now zoom in to our own individual lives and work. We were familiar with a certain way of doing things. We served meals in restaurants, and we taught performing arts on a stage. We built a specific product for a specific purpose and marketed it to a specific customer. Then our world changed. Nobody was going into restaurants, nobody was going on a stage, and that customer we obsessed over just disappeared.

Those are scary changes. But they're mostly changes to our *what*.

So what's our *why*? It'll be different for everyone, but here's a general stab at an answer: A restaurant is about using food to make people feel good. A performing arts school is about fostering creativity. A company isn't the product it creates but the problems it solves. These are the things at our core. Everything else is just a direction we took.

I've been enthralled these past few months as I've seen companies refocus their *why* and then reinvent their *what*. It's taken so many forms. For example, the company Beantown Bedding makes compostable, disposable

bedsheets for college students. Its cofounders were focused on their college-aged kids, who never wash their sheets. But when COVID-19 shut down schools, Beantown stopped thinking of itself as a product for students. It targeted hospitals, which need fast room turnovers. "Already, we've surpassed our strongest year to date," says cofounder and CEO Kirsten Lambert.

Here's another: The company Foodstirs spent years selling baking mixes but planned a transformative expansion in 2020—launching a nationwide line of packaged goods like brownie bites and doughnuts. When COVID-19 hit, baking mix sales spiked and bakery sales dropped... so Foodstirs shelved its plans and reengineered everything to produce eight times more mixes. I asked cofounder and CEO Greg Fleishman if he felt bummed to abandon what they'd worked so hard on, and he said no: "It goes back to why you start a business to begin with," he says. "Our mission is about upgrading sweet baked goods and bringing joy to people's lives. We're doing that now."

When Fleishman speaks of his company's mission, he's speaking about his *why*. It's unchanging. The *what* is mere habit, an idea that made sense until it didn't. The *what* flies away in the wind, while the *why* is drilled into the ground.

We all have these two things, and we need these two things, but we cannot confuse these two things. We aren't knocked down by something as flimsy as a *what*. We are the creators of infinite possibility. And it all starts by knowing what changes, and what never will.





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