

Open a Kumon Center
and get up to
\$36,000
IN EXPENSES COVERED!



OPEN A KUMON CENTER TODAY!

With generous subsidies and a unique method of learning that creates long customer lifecycles, it's easy to see why so many people are acting on their passion for education and joining the Kumon family. Become a Kumon Franchise owner today and embark on a journey that will help kids develop outstanding math and reading skills plus essential traits for success, like focus and grit!



#1 Tutoring Franchise 18 years in a row

- Up to \$36,000 in expenses covered
- Franchise Fee just \$1,000
- Investment range \$73,373–\$154,825

Talk with us today about opening your own Kumon Center!

CALL 844.688.2759

TEXT KumonBiz to 63975

EMAIL Franchise@Kumon.com

VISIT bit.ly/us-kumonfranchise

For information on enrolling your child in Kumon, please visit Kumon.com or call 800.ABC.Math

© 2019 Kumon North America, Inc. All rights reserved. This information is not intended as an offer to sell or a solicitation of an offer to buy a franchise. We offer franchises solely by means of our Franchise Disclosure Document. The United States Federal Trade Commission and certain states have laws governing the offer and sale of franchises. We will not offer you a franchise unless and until we have complied with all applicable legal requirements in your jurisdiction.

Entrepreneur's **startups**



TURN IDEAS INTO REALITY

Our
Step-By-Step
Guide to
Launching
a Brand

From Nasty Gal
to Girlboss:
**SOPHIA
AMORUSO**
Bounces Back
from Bankruptcy

FALL 2019 • ENTREPRENEUR SPECIAL
DISPLAY UNTIL 12/16/19

How to
Buy a
Business

P.30

Low-Cost
Marketing
That
Works

P.24

1,352
Exciting
Business
Ideas

P.50

Hire
the
Perfect
People

P.40

Do People
Say You're
Crazy?
That's Good!

P.14

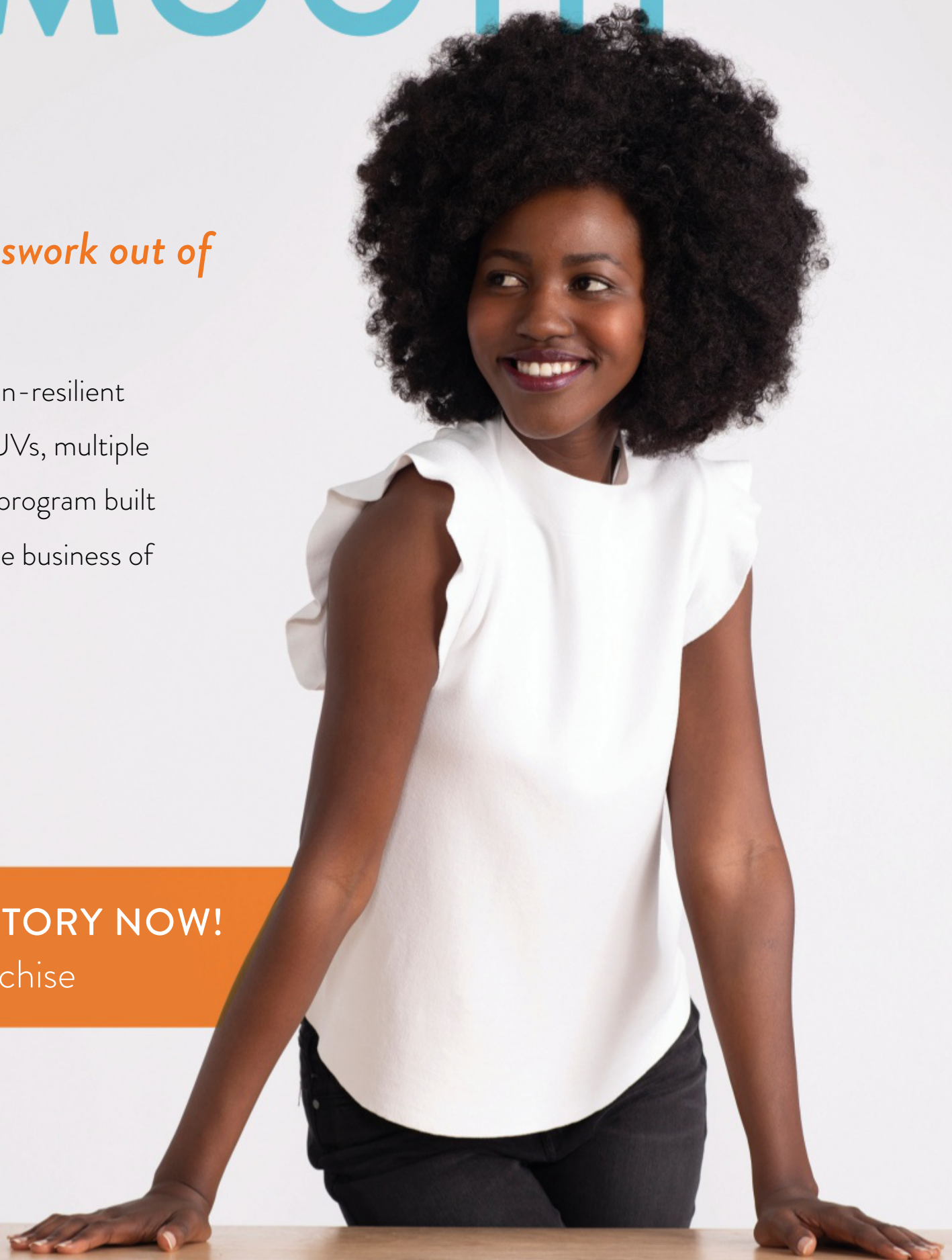
THE FUTURE IS SMOOTH

*We've taken the guesswork out of
business ownership.*

Our industry-leading, recession-resilient franchise model offers high AUVs, multiple revenue streams and a loyalty program built to sustain your bottom line. The business of beauty is yours for the taking.

CLAIM YOUR TERRITORY NOW!

waxingthecity.com/franchise



Waxing the City Worldwide, LLC. 111 Weir Drive,
Woodbury, MN 55125 | 866.956.4612

Minnesota franchise reg #F-7091. This advertisement is not an offering for New York resident - an offering can only be made by prospectus filed first with the department of law of the state of New York. Such filing does not constitute approval by the department of law. This document is not intended for the sale of a franchise.

**WAXING
THE CITY** | **LET'S
GO
THERE™**

Entrepreneur
FRANCHISE
500
RANKED
— 2019 —

Entrepreneur's
startups



► **Pursue Your Dream!**

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

7 CHAPTER 1 ► TAKE THE PLUNGE

8 Are You Entrepreneur Material? Find out if you have what it takes to strike out on your own and do it your way.

14 So Crazy It Works Some of the most successful business ideas were ridiculed at first. No one's laughing now.

22 Personal Mission A Wall Street veteran starts a beauty company simply to make products for herself.

24 They Found a Way Six entrepreneurs share how they marketed their startups with little to no money.

26 Smells Like Teen Spirit What can entrepreneurs learn from teenagers? The positive aspects of failing over and over.

29 CHAPTER 2 ► BUILD IT OR BUY IT?

30 Buy It! The ultimate guide to finding, purchasing, financing, and taking over an existing business profitably.

38 Do It Your Way These three startup founders did, and they don't regret the journey for a second.

40 Help Wanted Make sure the first three to five employees you hire make—not break—your entrepreneurial dreams.

42 Build It! Girlboss CEO **Sophia Amoruso** (pictured) overcame the dramatic collapse of her fashion empire to rise again.



49 CHAPTER 3 ► GOOD OPPORTUNITY

50 The Big List Our list of 1,352 ways to call yourself the boss.

106 The Franchise Buyer's Guide Learn how to spot the perfect franchise that combines profits and your passions.

114 Fit to Be in Charge She used to sell cigarettes. Now this franchise owner sells health and wellness.

116 Law and Orders By day, Kiesha Haggerty (*pictured*) is a police officer. In her off-hours, she's a Subway franchisee.

120 Closing Thoughts Your future is six—just six!—steps away. But you have to take that first step to get there.

PITCH OUR INVESTORS ON ENTREPRENEUR ELEVATOR PITCH

We welcome founders who have scalable products or services that are ready for investment, and who have a specific plan for how that investment can help them grow. **APPLY FOR SEASON 6 ► ENTM.AG/EEPAPPLY**

IT'S ALL ABOUT THE
Black & Gold

They're showing us the love! And while it's nice to be recognized for our substantial growth, it's more about how that contributes to your success.

We grow together. We win together.

**T3
60** **MEGA
1000**

Youngest Franchisor
in the Top 10

**SP^{★★★★★}
200**

Swanepoel Power
200 Executives

**T3
60**

**Inc.
500 / 5000**

7 Consecutive
Years

RISMedia
2019 NEWSMAKERS

Futurist & Crusader
Categories

Entrepreneur
MAGAZINE'S

Fastest Growing
Franchises

2019

ONE

Franchise Times
TOP200+

Top 200 Franchises

2017 – 2018

REALTYONEGROUP

JOIN THE TEAM THAT'S DISRUPTING THE INDUSTRY / [REALTYONEGROUP.COM](https://www.realtyonegroup.com)

Each office is independently owned and operated. © 2019 Realty ONE Group Inc. All rights reserved.

Entrepreneur's startups

EDITOR IN CHIEF Jason Feifer

CREATIVE DIRECTOR Paul Scirecalabrisotto

DEPUTY EDITOR Stephanie Schomer

PHOTO DIRECTOR Judith Puckett-Rinella

EDITORIAL

MANAGING EDITOR Grant Davis

SPECIAL PROJECTS EDITOR Tracy Stapp Herold

COPY CHIEF Stephanie Makrias

COPY EDITOR Shayna Sobol

PRODUCTION MANAGER Monica Im

RESEARCH Carol Greenhouse

INTERNS Karina Martinez, Niko Ruiz

CONTRIBUTING ART DIRECTOR Nancy Roy

CONTRIBUTING EDITOR Liz Brody

CONTRIBUTING WRITERS

Adam Bornstein, Rory Sutherland

ENTREPRENEUR.COM

EDITORIAL DIRECTOR Dan Bova

ASSOCIATE EDITORS Hayden Field,
Matthew McCreary

SOCIAL MEDIA EDITOR Andrea Hardalo

DIGITAL MEDIA DESIGNER Monica Dipres

DIGITAL PHOTO EDITOR Karis Doerner

EDITORIAL ASSISTANT Diana Shi

RESEARCH INTERNS

Wednesday Almero, Erin Keel

GREEN ENTREPRENEUR

EDITOR IN CHIEF Jonathan Small

GENERAL MANAGER Khudor Annous

PRODUCT TEAM

AD OPERATIONS DIRECTOR Michael Frazier

AD OPERATIONS COORDINATOR Bree Grenier

CHIEF TECHNOLOGY OFFICER Jake Hudson

PRODUCT DIRECTOR Shannon Humphries

ENGINEERS Angel Cool Gongora, Michael Flach

FRONTEND ENGINEERS Chris Dabatos,

John Himmelman

SENIOR DESIGNER Christian Zamorano

DESIGNER Justin DeBlois

BUSINESS

CEO Ryan Shea

PRESIDENT Bill Shaw

CHIEF OPERATING OFFICER Michael Le Du

ASSOCIATE PUBLISHER/MARKETING

Lucy Gekchyan

NATIVE CONTENT DIRECTOR

Jason Fell

SENIOR INTEGRATED MARKETING MANAGER

Wendy Narez

MARKETING

VP, INNOVATION

Deepa Shah

SENIOR MARKETING AND ACCOUNT MANAGER

Hilary Kelley

SENIOR DIGITAL ACCOUNT MANAGER

Kristen Cirello

DIGITAL SALES MANAGER Jenna Watson

ENTREPRENEUR PRESS

SALES AND MARKETING DIRECTOR

Vanessa Campos

EDITORIAL DIRECTOR

Jennifer Dorsey

MARKETING SPECIALIST

Danielle Brown

CUSTOMER SERVICE

entrepreneur.com/customerservice

SUBSCRIPTIONS

subscribe@entrepreneur.com

REPRINTS

PARS International Corp.

(212) 221-9595, EntrepreneurReprints.com

ADVERTISING AND EDITORIAL

Entrepreneur Media Inc.

18061 Fitch, Irvine, CA 92614

(949) 261-2325, fax: (949) 752-1180

ENTREPRENEUR.COM

Printed in the USA GST File #r129677027

ENTREPRENEUR MEDIA NATIONAL ADVERTISING SALES OFFICES

SENIOR VICE PRESIDENT OF NATIONAL SALES
(646) 278-8483 Brian Speranzini

DIRECTOR OF NATIONAL PRINT SALES
(646) 278-8484 James Clauss

NORTHEAST ACCOUNT DIRECTOR
(516) 508-8837 Stephen Trumpy

CHICAGO (312) 897-1002

MIDWEST DIRECTOR, STRATEGIC PARTNERSHIPS
Steven Newman

DETROIT (248) 703-3870

MIDWEST DIRECTOR OF SALES
Dave Woodruff

ATLANTA (770) 209-9858

SOUTHERN ADVERTISING DIRECTOR
Kelly Hediger

LOS ANGELES (310) 493-4708

WEST COAST ADVERTISING DIRECTOR
Mike Lindsay

FRANCHISE AND BUSINESS OPPORTUNITIES

ADVERTISING SALES

VP, FRANCHISE Paul Fishback

SENIOR DIRECTOR FRANCHISE SALES Brent Davis

DIRECTOR FRANCHISE SALES Simran Toor
(949) 261-2325, fax: (949) 752-1180

PRODUCTS AND SERVICES ADVERTISING

Direct Action Media,

Tom Emerson (800) 938-4660

ADVERTISING PRODUCTION MANAGER

Mona Rifkin

EXECUTIVE STAFF

CHAIRMAN Peter J. Shea

DIRECTOR OF FINANCE Chris Damore

ACCOUNTING ASSISTANT Tim Miller

FINANCE SUPPORT Dianna Mendoza

CORPORATE COUNSEL Ronald L. Young

LEGAL ASSISTANT Jennifer Herbert

VP, BUSINESS DEVELOPMENT Charles Muselli

BUSINESS DEVELOPMENT ASSOCIATE Sean Strain

BUSINESS DEVELOPMENT PROJECT MANAGER

Ayesha Diwan

FACILITY ADMINISTRATOR Rudy Gusylen

IT SPECIALIST Jesse Lopez



Vol. 34, No. 3. *Entrepreneur's Startups* (ISSN 1533-743x) is published by **Entrepreneur Media Inc.**, 18061 Fitch, Irvine, California 92614. **Entrepreneur Media Inc.** ("*Entrepreneur*") considers its sources reliable and verifies as much data as possible, although reporting inaccuracies can occur; consequently, readers using this information do so at their own risk. Each business opportunity and/or investment inherently contains certain risks, and it is suggested that the prospective investors consult their attorneys and/or accountants. *Entrepreneur's Startups* is distributed with the understanding that the publisher is not rendering legal services or financial advice. Although persons and companies mentioned herein are believed to be reputable, neither *Entrepreneur* nor any of its employees accept any responsibility whatsoever for their activities. *Entrepreneur's Startups* is printed in the USA, and all rights are reserved. ©2019 by *Entrepreneur*. No part of this magazine may be reproduced or transmitted in any form or by any means without written permission of the publisher. Unsolicited manuscripts and photographs will be returned only if accompanied by a stamped, self-addressed envelope. All letters sent to *Entrepreneur* will be treated as unconditionally assigned for publication, copyright purposes and use in any publication or brochure, and are subject to *Entrepreneur's* unrestricted right to edit and comment.



Never look at a house the same way again.

From now on, all you'll see are dollar signs.

- **A Proven Model for Success**
With over a thousand HomeVestors® franchise locations, we have a vast network of knowledgeable real estate professionals who help and mentor one another, rather than compete.
- **Loans for Buying and Repairing Property**
We make it easy to keep your business running smoothly by providing loans for qualifying acquisition and repairs.
- **Generating Leads for You**
Our nationally recognized brand and national advertising effort helps make lead generation easy.
- **Close The Deal with Confidence**
Our ValueChek® software takes the guesswork out of estimating repairs and helps you steer clear from making costly mistakes.

You are in the right place, at the right time to be a HomeVestors® franchisee - so what are you waiting for?

HomeVestorsFranchise.com | 888-223-9332



**Inc.
5000**

WE BUY UGLY HOUSES®



*Each franchise office is independently owned and operated.



SEA THE *Possibilities.*

Turn your passion for travel into your own home-based business. Discover how you can start planning Dream Vacations today!

Get started for **\$3,500* down!**



HOME-BASED TRAVEL FRANCHISE | LOW COST, HIGH VALUE

Contact us today!

www.DiscoverDreamVacations.com

800.822.6506

*Financing available for those who qualify.

**2019 Entrepreneur Franchise 500 published in Entrepreneur's 2019 issues and is evaluated by franchise cost & fees, size & fees, size & growth, support, brand strength, financial strength, and stability.

CHAPTER

TAKE THE PLUNGE

Your entrepreneurial dreams start now.



8

The First Step

Find out if you have what it takes to start your own business.



14

How “Crazy” Can Win

If people tell you your idea is nuts, you may be onto the next big thing.



22

A Personal Solution

She started a beauty line for her needs. Hard-won success followed.



24

Marketing Hacks

Six founders reveal the low-cost publicity plans that launched their companies.



26

No Kidding Around

Teenagers learn from failure, and so can you.

Start Your Own Business

GET READY TO BE AN ENTREPRENEUR

Find out when and how to make the leap, how deeply you embrace the entrepreneurial mindset, and whether you're better suited to be a solopreneur or a company founder.

Some people worry about whether they have what it takes to be an entrepreneur. If this is you, stop worrying. We firmly believe anyone with the desire and the initiative can go into business for themselves. And since you picked up this magazine, it's likely you have both.

THE ENTREPRENEURIAL PERSONALITY

Every year, hundreds of thousands of people start their own businesses. But while most succeed (yes, that's the truth!), many fail. Why? One of the common causes of startup failure is lack of preparation.

People come to the entrepreneurial path from different directions. Some start fresh out of college or after a stint at home raising their kids, or simply because the idea of retiring is abhorrent to them. Most, though, come to entrepreneurship straight out of the workforce. And many of them dabble in their would-be business before they take the plunge completely, testing ideas on the side while maintaining a day job.

Quitting a full-time job to start a business isn't a decision to be taken lightly. You should be sure the time is right to get started. First you need to ask yourself some

questions: Do you have enough money? If you have a family, are they ready for this? Is there a need for a product or service like yours?

FULL STEAM AHEAD

Many successful entrepreneurs say a sense of urgency that made starting their business not just a desire but a necessity was their driving force. One entrepreneur's advice: "You'll know the time is right when you can honestly say, 'I'll put my house, jewelry, and other personal collateral on the line to attain the startup money I need for the long-term rewards I deserve.'" We're not recommending you put up your home (though more than a few entrepreneurs started that way). But that willingness to risk everything likely means you're ready to start now.

While many people think one single incident—such as getting fired or being passed

over for a promotion—is the impetus for becoming your own boss, most experts agree it's usually a series of desires and frustrations that leads to entrepreneurship.

A fundamental desire to control their own destinies ranks very high on most entrepreneurs' lists of reasons for starting their own businesses. This need is so strong that entrepreneurs will risk family, future, and careers to be their own boss. Some people aren't able to feel truly fulfilled working for someone else; they simply cannot be happy following someone else's plan or taking orders from a boss. They're often convinced they have an idea

that would revolutionize their industry—or at least their little corner of it—and working within a corporate structure is stifling that potential.

But opportunity comes in other guises, too. It might be when potential customers start calling you because they've been told you're the go-to person for what they need, or perhaps a business in your area is struggling and you know you can make it work. Or maybe you feel as if you're underemployed (working below your potential salary or skill level) or not putting your skills and talents to their best use. Perhaps there's a need for the product or service you want to



"You'll know the time is right when you can honestly say, 'I'll put my house, jewelry, and other personal collateral on the line to attain the startup money I need for the long-term rewards I deserve.'"

YOUR COMMUNITY NEEDS YOU, OUR COMMUNITY WANTS YOU.

Visit **PuroCleanFranchise.com** and find out why our franchise opportunity is about more than restoring damaged property.



Known as the “Paramedics of Property Damage,” PuroClean® provides fire and smoke damage remediation, water damage remediation, flood water removal, mold removal, and biohazard cleanup to commercial and residential customers across North America.



For franchise information, call 855-503-4242 or visit PuroCleanFranchise.com

WATER

FIRE

MOLD

BIOHAZARD

provide, or you've figured out a new way to do something better than anyone imagined.

REALITY CHECK

Once you've made the decision to break away, there are several things you should do before taking the next step. Conducting thorough market research is a must. Make sure you have enough cash—not only for the business but also to sustain your life—and discuss the decision with your family. Remember, the rewards of small-business ownership are not instantaneous. You must be determined, patient, persistent, and willing to make sacrifices to ensure those rewards come eventually.

You'll need to prepare for the responsibilities that come with business ownership. When things go wrong, the buck stops with you. You won't have the luxury of going home at 5 o'clock while the boss stays all night to fix a chaotic situation. Someone whose only desire is to get rich quick probably won't last long owning a business.

One of the best ways to determine if now is the best time for you to start a business is to meet with other entrepreneurs and see what they do and how they do it. Looking at their lives and talking about entrepreneurship can help you figure out if you're ready for similar challenges.

Often when you talk to someone who's done it, they'll tell you all the negative things about owning a business, like the time they had to work a 24-hour day or when the power went out right as they were trying to meet a huge deadline. But

Successful entrepreneurs share common personality traits, the most important of which is confidence. They possess confidence not only in themselves but also in their ability to sell their ideas.

those are the things you need to hear about before you get started. In addition to meeting with successful entrepreneurs, you might want to talk to a few who weren't so successful. Find out what went wrong with their ventures so you can avoid those problems.

Through surveys and research, we know that successful entrepreneurs share some common personality traits, the most important of which is confidence. They possess confidence not only in themselves but also in their ability to sell their ideas, set up a business, and trust their intuition along the way. The business world is fiercely competitive, and it's the entrepreneurs with confidence who survive.

YOUR STRENGTHS AND WEAKNESSES

It's rare that one person possesses all the qualities needed to be successful in business. Everyone has strong suits and weak points. What's important is to understand your strengths and weaknesses. To do this,

you need to evaluate the major achievements in your personal and professional life and the skills you used to accomplish them. The following steps can help:

Create a personal résumé.

Compose a résumé that lists your professional and personal experiences as well as your expertise. For each job, describe the duties you were responsible for and the degree of your success. Include professional skills, educational background, hobbies, and accomplishments that required expertise or special knowledge. Be

honest with your answers—you're only doing this for yourself. When complete, this résumé will give you a better idea of the kind of business that best suits your interests and experience.

Analyze your personal attributes. Are you friendly and self-motivated? Are you a hard worker? Do you have common sense? Are you well-organized? Evaluating your personal attributes reveals your likes and dislikes as well as strengths and weaknesses. If you don't feel comfortable around other people, then a business that requires a lot of customer interaction might not be right for you. Or you may want to hire a "people person" to handle customer service.


Analyze your professional attributes. Small-business owners wear many different hats, but that doesn't mean you have to be a jack-of-all-trades. Just be aware of the areas where you're competent and where you need help, such as sales, marketing, advertising, and administration. Next to each function, record your competency level—excellent, good, fair, or poor. A few ►


IS EVERYONE IN?


Warning: If you have a family, make sure they understand the emotional and financial sacrifices business success requires. When your family doesn't support your business—if they're always saying, "Can't you leave that alone and come to dinner?"—it's going to be tough to make your business work. If your family isn't ready for you to become an entrepreneur, this may not be the right time.


SHOULD YOU GO SOLO?

Solopreneurs are a powerful and growing force in today's career landscape. A solopreneur is a business owner who works and runs their business alone. A solopreneur is also the proverbial chief cook and bottle washer, who started the business, owns the business, runs the business, and is responsible for the business's failure or success. The benefits of solopreneurship are better experienced than reported. That said, if you're curious about the lives of these disentangled, high-risk, high-reward captains of their own fate and are considering taking the same plunge, here's what you can expect.


 **You can be a workaholic if you want to.** Workaholics get a bad rap for all the wrong reasons. If working relentlessly is your thing, then you get to do it, no holds barred. No boss to please. No employees to harass. Just you doing what you love, burnout or not.


 **You get to keep what you make.** Yes, you have to pay taxes. Quite a bit, actually. On the other hand, your business profits are yours alone. You can choose to incorporate as an LLC or S-corp, but either way, the money your business makes is the money that you make. Invest wisely.


 **You get to hire creatively.** Solopreneurs have help. They hire. They manage. They even get to boss people around, sort of. The process, however, is different. Instead of employing a chief financial officer, a solopreneur might engage the services of an adviser or work with a contractor.


 **You discover the power of automation and outsourcing.** The solopreneur must automate processes and outsource tasks. In the absence of employees to do his or her bidding, a successful solopreneur learns to create streamlined systems that accomplish crucial business tasks.


 **You live to work.** Solopreneurs don't have to go it alone. They can just as easily shutter their shops and start papering the town with their résumés. They can go right back to the corporate grind, but why do that? Work is an adventure—a passionate engagement in the excitement of life. That's worth living for!


 **You can turn on a dime.** Startups love to pivot. Pivots are a survival tactic. Solopreneurs pivot, too, and they can do so without any accountability to shareholders, stakeholders, board members, employees, investors, or even a pet cat. They can pivot like nobody's business.


 **You choose everything about your business.** It takes a lot of decision-making to run the business. From the carpet's hue to the company's slogan, you decide everything. If you're a sucker for control, you've chosen the right line of work.

 **You can create your own schedule.** A 9-to-5, a 5-to-9, or a 9-to-9? You're the one in charge. Deciding how, when, where, and how long to work is completely up to you. Most solopreneurs, though, don't choose to binge-watch Netflix, sleep in, or hang out poolside. And "creating your own schedule" is just another way to describe the inflexibility and demands of working all the time.

 **You are responsible for your own success.** You have to take big risks if you want big rewards. Solopreneurs internalize this truth. Rather than leave their success to the whimsy of an employer, they choose to take their success firmly in hand.

 **You develop your own vision.** Whose vision do you want to follow? Your own or your employer's? A solopreneur makes this decision with fierce independence and experiences true fulfillment as a result.

 **You embody your own brand.** Personal branding is the practice of creating and curating your public identity. Since a solopreneur is a business, he or she will find it more important than ever to achieve personal branding.

 **You experience adventure every day.** An adventure is defined as "an unusual and exciting, typically hazardous, experience or activity." That basically sums up solopreneurship. Job security? Not a chance. Steady paycheck? Nope. Benefits? You're kidding. You live a life of adrenaline-pumping adventure, and you wouldn't have it any other way.

fair and poor responses doesn't mean you aren't up for entrepreneurship—it just means you'll need to gain expertise or find someone to help you in these areas.

▶ GO FOR THE GOAL

In addition to evaluating your strengths and weaknesses, it's important to define your business goals. For some people, the goal is the freedom to do what they want when they want without anyone telling them otherwise. For others, the goal is financial security.

Setting goals is an integral part of choosing the business that's right for you. After all, if your business doesn't meet your personal goals, you probably won't be happy waking up each morning and trying to make the business a success. Sooner or later, you'll stop putting forth the effort needed to make the concept work. When setting goals, aim for the following qualities:

Specificity. You have a better chance of achieving a goal if it's specific. "Raising capital" isn't a specific goal; "raising \$10,000 by July 1" is.

Optimism. Be positive when you set your goals. "Being able to pay the bills" isn't exactly an inspirational goal. "Achieving financial security" phrases your goal in a more positive manner, thus firing up your energy to attain it.

Realism. If you set a goal to earn \$100,000 a month when you've never earned that much in a year, that goal is unrealistic. Begin with small steps, such as increasing your monthly income by 25 percent. Once your first goal is met, you

▶ AM I AN ENTREPRENEUR OR ENTREPRENEUR-ISH?

It's entirely possible to have an entrepreneurial mindset but not have the personality or drive to be an entrepreneur. According to psychology, a mindset is a belief or set of beliefs that orient how we assess, approach, and handle various situations. Our mindset also determines how we view and approach the world. For most of us, mindset is a bit like autopilot—it's our go-to way of thinking about just about everything.

Personality, on the other hand, comes from little individual differences in patterns of thinking, feeling, and behaving, according to the American Psychology Association. Combined, it is these things that make us who we are. Are you introverted or impulsive? Maybe you're a risk-taker or rather conservative. You could also be outgoing or reserved and sensitive.

What does this have to do with whether you're the entrepreneurial type? Well, mindset isn't fixed; you can take steps to change how you approach problems and how you assess and implement solutions. But psychologists say personality is generally fixed; you are who you are, and it's difficult to change—not that you'd want to!

Plenty of people have an entrepreneurial mindset. Those people are likely to assess situations or problems as opportunities; they approach a solution with a view toward new ideas, a different way of thinking. They're eager to solve things in new ways and bring a flexible frame of mind to everything they do. (In contrast, someone with a rigid mindset would see things much more methodically.)

But not all of those people have the personality of an entrepreneur. And what is that personality, exactly? For one, most entrepreneurs have high levels of confidence, they aren't afraid to take risks—sometimes big ones—they're OK with failure (usually), they are highly adaptable (throw anything at them—they'll manage), and they're extremely outgoing.

If you've got an entrepreneurial mindset but not an entrepreneurial personality, you're probably entrepreneur-ish. It's an extremely valuable trait in the workplace, but think twice before taking the plunge (at least on your own) if your personality doesn't match.

can reach for larger ones.

Short and long term. Short-term goals are attainable in a period of weeks to a year. Long-term goals can be for five, 10, or even 20 years; they should be substantially greater than short-term goals but should still be realistic.

Consider several factors when setting your goals:

Income. Many entrepreneurs go into business to achieve financial security. Take into account how much money you want to make during your first year of operation and

each year thereafter, up to five years.

Lifestyle. This includes areas such as travel, work hours, investments of personal assets, and geographic location. Are you willing to travel extensively or to move? How many hours are you willing to work? Which assets are you willing to risk?

Type of work. When setting goals for type of work, you need to determine whether you like working outdoors, in an office, with computers, on the phone, with lots of people, with children, and so on.

Ego gratification. Face it: Many people go into business to satisfy their egos, especially if the business is considered glamorous or exciting. You need to decide how important ego gratification is to you and what business best fills that need.

The most important rule of self-evaluation and goal setting is honesty. Going into business with your eyes wide open about your strengths and weaknesses, likes and dislikes, and ultimate goals lets you confront decisions with greater confidence and chance of success.

Hiring is Complex. Paychex Makes it Simple.



From classification, compensation, and overtime rules, to workers' compensation, payroll taxes, and attracting talent—when it comes to hiring and paying employees, there's a lot to know.

That's why we put together the comprehensive guide, *"7 Questions Every Small Business That Hires Employees Will Have to Answer."* It's essential reading for any business owner who is considering bringing on employees.



Download your free guide:
paychex.com/StartUpMag

PAYCHEX[®]

Payroll | Benefits | HR | Insurance

The Power of Simplicity

Good Idea

THE BEST IDEAS MAKE NO SENSE

We're told that business is rational and logical. But what if that's wrong? Advertising executive **Rory Sutherland**, vice chairman of Ogilvy Group, argues that real success comes from defying everyone else's logic.

Imagine that you are sitting in the boardroom of a major global drinks company, charged with producing a new product that will rival the position of Coca-Cola as the world's second-most-popular cold non-alcoholic drink.

How would you respond? The first thing I would say, unless I were in a particularly mischievous mood, is something like this: "We need to produce a drink that tastes nicer than Coke, that costs less than Coke, and comes in a really big bottle so people get great value for their

money." What I'm fairly sure nobody would say is this: "Hey, let's try marketing a really expensive drink that comes in a tiny can...and tastes kind of disgusting." Yet that is exactly what one company did. And by doing so, they launched a soft-drink brand that would indeed go on to be a worthy rival to Coca-Cola. That drink was Red Bull.

When I say that Red Bull "tastes kind of disgusting," this is not a subjective opinion. No, that was the opinion of a wide cross-section of the public. According to marketing lore, before Red Bull launched outside Thailand,

where it had originated, the licensee approached a research agency to see what the international consumer reaction would be to the drink's taste; the agency, a specialist in researching the flavoring of carbonated drinks, had never seen a worse reaction to *any* proposed new product.

Normally in consumer trials of new drinks, unenthusiastic respondents might phrase their dislike diffidently: "It's not really my thing"; "It's slightly cloying"; "It's more a drink for kids"—that kind of thing. In the case of Red Bull, the criticism was almost angry. "I wouldn't

drink this piss if you paid me to" was one refrain. And yet no one can deny that the drink has been wildly successful—after all, profits from the nearly seven billion cans sold annually are sufficient to fund a successful Formula 1 team on the side.

While the modern world often turns its back on this kind of illogic, it is uniquely powerful. Alongside the inarguably valuable products of science and logic, there are also hundreds of seemingly irrational solutions to human problems just waiting to be discovered, if only we dare to abandon conventional logic in the search for answers.



3 WAYS INNOVATIVE PAPER PACKAGING CAN GIVE YOUR BUSINESS AN EDGE

Packaging design is an opportunity, one that often gets overlooked in the day-to-day crush of running a business. Smart brands understand that beyond protecting the products, exceptional packaging can also create an unboxing experience that can delight customers. “In our age of consumerism and anxiety, any sense of luxury or personal differentiation is a big deal,” says Isis Shiffer, the founder of Spitfire Industry, a New York City-based industrial design consultancy.

Packaging can also communicate your company’s values, whether that’s a commitment to a seamless user experience, sustainability, or a focus on health. Wellness brands, for example, often use undyed simple prints and plain, unvarnished corrugated cardboard, an aesthetic that conveys simplicity and transparency.

Below, Shiffer shares tips for harnessing the innovative applications of paper to create packaging that gives your product an edge over competitors.

1. Play with structure.

Paper is versatile. Capable of creating delicate details, it can also be incredibly sturdy. When smashed “it spreads the impact on a micro-

level to fibers in all directions,” Shiffer says, enabling paper packaging to protect even the most fragile of contents.

The key is to strategically harness paper’s strength to protect a package’s contents. Corrugated cardboard triangles are your friend in this regard. When placed in the corner of a package, they will absorb impact, protecting whatever’s inside. Paper honeycomb, while flexible, is also capable of absorbing blows from one direction. In some cases, the packaging can even become part of the product, such as a toy car company in which the packaging doubles as the vehicle’s body.

Furniture companies are experts at the targeted deployment of cardboard to protect their wares. A number of them have gone a step further, manufacturing tables, chairs, even couches from cardboard itself. These pieces, which are assembled via a series of folds, are easy to ship because they pack flat.

2. Make it beautiful.

In addition to its functionality, paper is an ideal medium for printing elaborate, eye-catching, vibrant patterns, as its smooth surface allows for the even distribution of ink. Texture provides another opportunity to stand out, as does the

shape and weight of the package itself.

Top-shelf and artisanal businesses often map out the unboxing experience so that every detail enforces the brand’s aesthetic. A high-end tech company, for example, can communicate its products’ elegant, seamless design through luxurious soft-touch paper and a lid that slides open with a satisfying swoosh.

3. Consider the environmental impact.

The most common way to recycle paper is to send it to a recycling plant, where it is broken down into pulp and reused. The natural fiber in the box that arrives at your doorstep is a valuable resource that makes more boxes. Brown shipping boxes can contain a significant amount of recycled material.

Whenever possible, avoid expanded polystyrene. While the material can be suitable at protecting fragile objects, “you can’t compost it, recycle it, burn it, or melt it,” Shiffer says. “It just sits there.” Thanks to innovations in packaging, it’s possible to replace expanded polystyrene with more environmentally-friendly options, such as paper.

Shiffer recommends taking cues from companies that have already made sustainability an explicit part of their mission and have implemented strategies—such as using biodegradable plant dyes and waterproofing coating—to keep packaging from ending up in a landfill.

For more information and ideas on innovative paper packaging for your business, visit www.howlifeunfolds.com/innovation



TM



Sponsored by

Paper & Packaging
How life unfolds.®




TM



Packaging is one part protection and one part perception.

There's a thrill that comes with making a new purchase. And with premium products come premium expectations. Well-designed, sustainable paper packaging helps protect products, build anticipation and separate thoughtful brands from their competitors. When a better unboxing experience matters, paper packaging delivers. Learn more at howlifeunfolds.com/protect.

 **Paper & Packaging**
How life unfolds.®



Please recycle your boxes.

© 2019, TM & ® Paper and Packaging Board.

From the Makers of Paper and Packaging

At Ogilvy, the advertising agency I've been at for more than 30 years, I founded a division that employs psychology graduates to search for illogical solutions to problems. We look at human behavior through a new lens. Our mantra is "Test counterintuitive things, because no one else ever does." Imagine proposing the following ideas to a group of skeptical investors:

- ▶ "What people want is an expensive vacuum cleaner that looks really cool." (Dyson)
- ▶ "The best part of all this is that people will write the entire thing for free!" (Wikipedia)
- ▶ "I confidently predict that the great enduring fashion of the next century will be a coarse, uncomfortable fabric that fades, takes ages to dry, and to date has been largely popular with indigent laborers." (blue jeans)
- ▶ "Just watch as perfectly sane people pay \$5 for a drink they can make at home for a few pennies." (Starbucks)
- ▶ "And, best of all, the drink has a taste consumers say they hate." (Red Bull)

No rational person would have invested a penny in these schemes. But what entrepreneurs know is that logic gets you to exactly the same place as your competitors. In fact, entrepreneurs are disproportionately valuable precisely because they are not confined to doing those things that make sense to a committee.

Interestingly, the likes of Steve Jobs, James Dyson, Elon Musk, and Peter Thiel are often seemingly bonkers;

We don't value things; we value their meaning. What they are is determined by physics, but what they mean is determined by psychology.

Henry Ford famously despised accountants—the Ford Motor Company was never audited while he had control of it.

My contention is that nearly all really successful businesses—like Dyson, Apple, Starbucks, and Red Bull—owe most of their success to having stumbled onto a psychological magic trick. But you don't have to stumble onto it. To find that magic, you must embrace the idea that anything—from consumer behavior to people's perception of a product—can be transformed, so long as you're willing to think like an alchemist.

ALCHEMY: It was the Middle Ages' version of chemistry. Scientists of the day believed that matter could be transformed—and most notably, that worthless metals could be turned into gold. When this proved impossible, they gave up. Later, Newton would fill our heads with thermodynamics and the conservation of energy. Science confirmed that you can't create something out of nothing—you can't create a valuable metal out of a cheap one, and you can't create energy in one place or form without destroying it elsewhere. Other disciplines found their own

version of this fact. For example, economists told us "there is no free lunch."

But because logic proved so reliable in the physical sciences, we came to believe it must be applicable everywhere—even in the much messier field of human affairs. The models that dominate all human decision-making today are heavy on logic and light on magic. A spreadsheet leaves no room for miracles. But while logic may be right in the narrow sphere of physics, it is hopelessly wrong when it comes to the very different business of psychology.

The advertising agency J. Walter Thompson used to have a test for aspiring copywriters that included the question "Here are two identical 25-cent coins. Sell me the one on the right." One successful candidate understood the idea of alchemy: "I'll take the right-hand coin and dip it in Marilyn Monroe's bag. Then I'll sell you a genuine 25-cent coin as owned by Marilyn Monroe."

We don't value things; we value their meaning. What they *are* is determined by the laws of physics, but what they *mean* is determined by the laws of psychology. The reason the

alchemists gave up in the Middle Ages was because they were looking at the problem the wrong way. They had set themselves the impossible task of trying to turn lead into gold but had gotten it into their heads that the value of something lies solely in *what it is*. This was a false assumption, because you don't need to tinker with atomic structure to make lead as valuable as gold. All you need to do is to tinker with human psychology so that it feels as valuable as gold, at which point, who cares that it isn't *actually* gold? If you think that's impossible, look at the paper money in your wallet; the value is exclusively psychological.

THERE ARE many ways to create alchemy in the modern business world. But at the core of it all is challenging the given explanation for something and considering every alternative, as illogical, irrational, and counterintuitive as it may be. Ingvar Kamprad, Ikea's eccentric billionaire founder, was convinced that—rather than offering finished tables and chairs—the effort invested in assembling his company's furniture would add to its perceived value. (When working with Ikea, I was once advised, "Do not, under any circumstances, suggest ways of making the Ikea experience more convenient. If you do, we shall fire you on the spot.") Kamprad's insight about adding consumer effort to increase the estimation of value is called the Ikea effect—though perhaps it should really be called the



Small business is no small task.

So Progressive offers commercial auto and business insurance that makes protecting yours no big deal.

Local Agent | ProgressiveCommercial.com

PROGRESSIVE[®]
COMMERCIAL

Betty Crocker effect. Back in the 1950s, General Mills launched a line of cake mixes under the Betty Crocker brand. All you needed to do was add water; what could go wrong? However, this miracle product did not sell well. General Mills brought in a team of psychologists to find out why, and they pointed to guilt: The product was so damned easy to make, people felt they were cheating. The “cook” felt awkward about getting more credit than he or she had earned. In response, General Mills revised the mix to require both water and an egg. When they relaunched with the slogan “Just add an egg,” sales shot up.

I employed this effect when asked to help promote a fabric detergent designed for the developing world—it required clothes to be rinsed once, rather than three times, to save water. Our idea was to create a more complex bucket to replace the three buckets previously needed, which would add a degree of gratuitous complication. The improvement to the detergent’s efficacy was only slight. The real point of the extra effort involved was to prevent the new process from seeming too good to be true.

Another alchemy trick is to create more choices than you need. In the early 1990s, I was working with British Telecom, one of the agency’s largest accounts, and they wanted to offer enhancements to their service, like call forwarding and call waiting. Their idea was to send an invitation and just have the customers call a number to sign up (it was a phone

company, after all). Instead, we divided customers into three randomized groups and sent 50,000 letters to each. The group that was only offered the chance to call had a response rate of about 2.9 percent; a second group that could only reply by mailing back a form came in at 5 percent. But the third group, who had the choice of phone *or* mail, had a response rate of 7.8 percent, nearly the total of the other two combined. The lesson: It is harder to like something when you haven’t chosen it. People want to have a sense of control.

Another lesson I’ve learned is to always ask the *real* why. One of our clients is a large energy provider that sets up appointments for servicing heating boilers. Customers have been complaining that they have to take a whole day off work because of the company’s vague booking policy; it guarantees only that an engineer will arrive in the morning or the afternoon. These customers say they’d prefer a one-hour appointment window. However, if you were to attempt such a level of precision, it would cost a fortune—requiring, at the very least, a far larger fleet of engineers—and there would be risk of disappointment when an engineer couldn’t deliver on the promise. Also, the hour-long window wouldn’t really solve the customer’s problem. If the guaranteed time was between 2 P.M. and 3 P.M., for instance, they’d still have to take a day off, unless they worked a short distance from home.

Our first recommendation to the client was to interpret what customers said *later-*

ally rather than *literally*. People clearly found something about the length of the appointment window annoying, but maybe even more, it was the degree of uncertainty involved in waiting. Anyone who has ever spent half the day on tenterhooks, afraid that your engineer might not show up at all, knows it’s a form of mental torture; you can’t pop out for a pint of milk, because you fear that the second you do, your guy will turn up. But how different might the experience feel if the engineer agreed to text you half an hour before arriving? Suddenly you’d be free to get on with your day, your only obligation being to keep an eye on your phone. Is it as good as offering one-hour windows? Not quite, but it might offer 90 percent of the emotional and perceptual improvements, at 1 percent of the cost. If the experiment works (and early indications are positive), we have performed a form of alchemy, using psychological alchemy to conjure up value from nowhere.

So often it pays to consider the less logical and more magical solutions, which can be cheap, fast-acting, and effective. Here are some other recent “butterfly-effect” discoveries, from my experience:

▶ A website adds a single extra option to its checkout procedure and increases sales by \$300 million per year.

▶ An airline changes the way flights are presented and sells \$10 million more of premium seating per year.

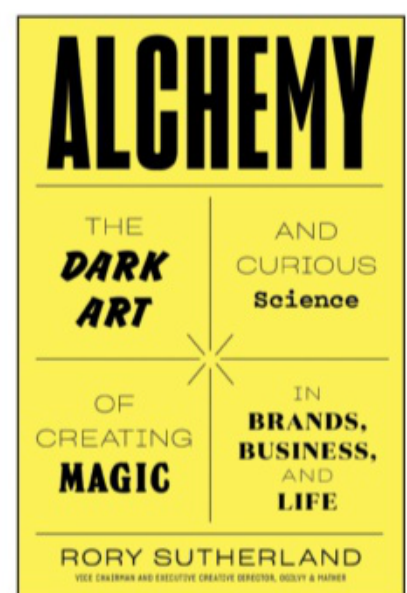
▶ A software company makes a seemingly inconsequential change to call-center procedure—and retains business worth several million dollars.

▶ A publisher adds four trivial words to a call-center script—and doubles the rate of conversion to sales.

▶ A fast-food outlet increases sales of a product by putting the price...up.

All these disproportionate successes were entirely illogical. And all of them worked. In the modern world, oversupplied as it is with economists, technocrats, managers, analysts, spreadsheet tweakers, and algorithm designers, it is becoming a more and more difficult place to practice magic—or even to experiment with it. I hope to remind everyone that magic should have a place in our lives. It is never too late to discover your inner alchemist.

Adapted from Rory Sutherland’s book Alchemy: The Dark Art and Curious Science of Creating Magic in Brands, Business, and Life (William Morrow, 2019).





“ I LEFT THE CORPORATE GRIND TO FIND MORE FULFILLMENT ”

After 22 years in the corporate world, I knew I needed more fulfillment in my life. I dreamed of owning a business one day and always had a passion for travel. Cruise Planners was the perfect fit! The franchise model made it so easy to get off the ground, even without any industry experience. I am truly passionate about my business and helping clients plan unforgettable vacations.

Dave

Dave Rodrigues,
Cruise Planners Travel Advisor



WORK FROM ANYWHERE BE YOUR OWN BOSS TRAVEL THE WORLD

Named #1 Travel Franchise for 16 Years

Find out how Cruise Planners is right for you as a second career, a way to travel in retirement, or a flexible work-from-home opportunity.



cpfranchise.com/cpstory

888.582.2150





Product

FIGHT FOR YOUR VISION

Melissa Butler knew her line of brightly colored lipsticks would be a hit—so when the beauty industry ignored and even rejected her, she kept moving forward. **by STEPHANIE SCHOMER**

Two things led Melissa Butler to become an entrepreneur: She hated her Wall Street job; and as a black woman, she couldn't find lipstick that complemented her skin tone. "Growing up, I never saw people who looked like me and were considered beautiful," she says.

"As I got older, I started understanding how the beauty industry perpetuates this BS, linear idea of beauty." So Butler set out to create a better beauty brand, offering vegan, cruelty-free lipsticks in bold shades like

purple and green. She had no idea what she was doing—but naïveté served her well, forcing her to take risks when she had no other option. Today, thanks to relentless hard work (and a little bit of stalking), The Lip

Bar is an 8-year-old brand with \$2 million in funding and shelf space at Target. Here's how she built it.

1 ► Ask questions—and get answers.

Butler started by reading books on cosmetic chemistry, and when she needed more details, she went straight to the experts. "I was literally stalking cosmetic chemists on LinkedIn," she says. "I'd ask them about very specific problems I had, rather than for general advice. When I made it easy for them to give me a direct response, I got specific feedback."

2 ► Get cooking.

Butler spent a year (and \$6,000) experimenting with lipstick formulas in her kitchen, working all night after her Wall Street day job. Then she designed unique, Victorian-inspired packaging but couldn't find a manufacturer. "People in the U.S. charged \$1.50 per tube, and I couldn't afford that," she says. So Butler, who'd studied abroad in China, reached out to old contacts and eventually found a vendor that worked—at the right price.

3 ► Grow up.

Butler launched The Lip Bar online and grew it for three years via word of mouth. When she struck a retail deal with Urban Outfitters, she had to make big changes—fast. "I was still handcrafting each item in my kitchen," she says. To find a lab to boost production, she researched industry trade shows. "I couldn't afford the \$1,500 to attend, so I'd just go to the entry hall, get the vendor list, and call them, one by one."

4 ► Be persistent.

Poised for growth with a new manufacturer, Butler set her sights on Target and once again turned to LinkedIn to search for buyers at the retailer. The seventh person she emailed responded—but simply said he'd forward her note to the correct contact. Weeks passed. Butler followed up. "He said, 'Oh, Amanda is on maternity leave,'" Butler recalls. "That was all I needed—her first name! I googled 'Amanda beauty buyer Target' and had my direct in. She got back to me, I sent samples, and we had a deal."

5 ► Overcome defeat.

Butler's first meeting with investors happened to take place on *Shark Tank*—where the Sharks brutally turned her down. "I wasn't upset that they were mean," Butler says. "I was frustrated that they didn't take us seriously—our margins are huge, and they didn't ask us any of that." But the exposure was perfectly timed: "A rerun of that episode aired the day we launched in Target," Butler says. "It couldn't have been better."

6 ► Raise money—with the right investor.

Butler says 200 investors turned her down, but when she spotted SheaMoisture CEO Richelieu Dennis at a trade show, her luck shifted. "I gave him my elevator pitch, but he said he already knew who I was and complimented my business," she says. Over two years, Dennis became a mentor to Butler, and in 2018, he invested in The Lip Bar; he remains the brand's sole investor.



Cleaners

Entrepreneur

FRANCHISE

500[®]

RANKED #1
IN CATEGORY

— 2019 —

Join the #1 Dry Cleaning and Laundry Services Franchise* NOW!

Tide Cleaners is the fastest-growing brand
in dry cleaning.

With reduced fees and royalties through
our conversion and development incentive
programs, there couldn't be a better time
to join our ever-expanding team.



Proudly
Using



GREENEARTH[®]
CLEANING

*Based on Entrepreneur Franchise 500 Report

Contact us **TODAY** to learn more: Franchising@TideDryCleaners.com
www.TideDryCleaners.com



Marketing

READY, SET, GO!

What's the best way to tell the world that your company exists and is open for business? Six entrepreneurs share their launch strategies and stories.

1 ► Target influencers.

“After years designing graphic tees for large retailers, I decided to strike out on my own. I produced a small run of shirts and proposed a trade with local fashion bloggers: If they’d serve as the models for my T-shirt website, I’d provide my professional photography services to their blogs for free. It worked wonders! They’d often post about my brand and recommend me to other bloggers, too.”

–DANIELLE NAGEL, founder, Dazey LA

2 ► Test your concept.

“We launched Floyd on Kickstarter with a set of table legs. The goal was to presell \$18,000 worth of product; we did \$250,000. It was a boot camp for scaling and getting our model together. It gave us a foundation and the capital to get rolling.”

–KYLE HOFF, cofounder, Floyd

3 ► Meet your customers.

“We opened the first Hummus & Pita Co. before social media hit its peak, so our launch tactics were very grassroots. We shared samples on the street, put big signs in the windows to tease the launch and get neighbors excited, and went door-to-door to local businesses and schools to hand out coupons. It was all about the local community.”

–DAVE PESSO, cofounder, Hummus & Pita Co.

4 ► Generate buzz.

“We launched shortly after Donald Trump was elected and Republicans in Congress were going after Planned Parenthood. As a female-founded sexual health company, we took a stand with a creative PR stunt. Vibes for Congress let customers send a vibrator to a congressional member of their choice, with profits going to Planned Parenthood. We thought maybe 100 people would participate, but *thousands* did. The press was insane—more than 40 publications wrote about us within a week.”

–POLLY RODRIGUEZ, cofounder and CEO, Unbound

5 ► Win over tastemakers.

“Before launching to the public, it was essential that consumers, press, and the food community understood not only the benefits of our indoor-farming operation but also the flavor of our produce. We shared products with potential chefs and retail partners, creating a foundation with what became our first customers, Foragers and Whole Foods. It’s also how we connected with chef Tom Colicchio, who became an investor and adviser.”

–IRVING FAIN, cofounder and CEO, Bowery Farming

6 ► Activate your network.

“We did a private launch to 100 friends and asked each one to share the emails of two other friends they thought would like our men’s grooming products. We then asked the same thing of *those* friends. We reached thousands from our starting point of 100.”

–BRIAN JEONG, cofounder and CEO, Hawthorne

LET'S BUILD A SMARTER FUTURE TOGETHER



Preschool and Early Education for
Children 6 Weeks Through 12 Years

Take advantage of a unique investment opportunity that can help you achieve financial security, strike a work-life balance and find a new sense of purpose while impacting the lives of children daily.

To benefit from a thriving industry, call...
844.KRK.FRAN • kidskidsfranchise.com

SMART CHOICE.
SMART INVESTMENT.
SMART CHILD.

Kids R Kids
Learning Academies

Young Entrepreneur™

LEARNING TO FAIL

What can adult founders learn from fearless teenagers? Plenty. **by STEPHANIE SCHOMER**

Koby Wheeler has launched and crashed three businesses. But he's not embarrassed by any of it. "It gives me more confidence," he says, "because I have those experiences. I know to ask better questions, I know to trust my gut, and I have a more long-term way of thinking."

It's a good perspective to have at any age—and in Wheeler's case, he's starting young. He's a sophomore at the University of Texas at Dallas. His first three businesses failed while he was in high school. And he attributes his thick skin to a program he completed prior to graduation: It's called Whatever It Takes (WIT), a San Diego-based program that helps high schoolers ideate and launch businesses for college credit, and it puts a heavy emphasis on learning to celebrate their failures.

WIT may be a youth program, but it serves as an example of something important: Risk tolerance can be taught. That's why its founder, Sarah Hernholm, is now hired by companies across the country to give seminars to employees and encourage them to give WIT's way of thinking a try. Imagine it—a roomful of adult professionals running through a program originally designed for kids. And it's just as useful to each generation.

To Hernholm, the starting line is simple: Most kids—and adults!—are taught that

there's a "right" answer to everything. But entrepreneurship is different. "There's never a right answer," she says. "It's a mindset we have to unwrap and discard."

Instead, she urges people to look at their life and work as a series of ever-changing choices. Failure doesn't eliminate choices—it just creates new ones. You could choose to give up after a failure or choose to learn from it and then put that lesson into action. "Embracing your failures is really just about implementing radical transparency and ownership in your life," says Hernholm. "It's tough but powerful to activate that mindset and realize that you have choices."

She offers an example from her own work at WIT. She wanted to develop an online platform that would be like a LinkedIn for teenagers, but she wasn't entirely sure how it would work or if people would want it. Choices suddenly sprang up in front of her: She could ask for help, or barrel through to create her own version of a finished product. Hernholm chose



the former. "The minute I had this idea, I went right to our students—the end users—and asked them what they thought. Some said, 'Why would I want that at all?' Others asked for specific features," she says. "But I didn't hide from negative feedback and try to do it on my own. We workshopped it, and now we're building something better together."

When students and adults run through exercises like this, they start to see how freeing that can be. When there's no right or wrong option, they're able to experiment, fail, and try anew. That's what really appealed to Griffin Clark, a high school graduate and former WIT participant who's developing a laptop powered by a smartphone.

He's helped local entrepreneurs before, but now he's pouring his own money into his project—and he has more of it than the typical teen, thanks to some smart Bitcoin investments that yielded him \$10,000 to work with.

"Having money in the game changes things. I'm risking everything I have on this idea," he says. But he sees it as a worthy risk, regardless of whether this particular project succeeds. "I've never been good with authority, and I'll never be able to work a normal job," he says. "I need the freedom and room to do my own thing. So these aren't skills for a business. This is about how I'll build and live my life."

It's a choice he's making now.

LunchboxWax. A Badass Brand

In Search of Bold Leaders



How does a brand devoted solely to body waxing keep producing fresh headlines and storefronts? The secret is in the culture.

LunchboxWax doesn't do inauthenticity. When CEO Debi Lane founded the body waxing brand in 2010, she knew there were others in the wax-only industry, and one big brand dominating the space at the time, but that didn't make her shy away. In fact, she leaned in. She knew that there was room and a need for a brand that was built with one main focus – its people. “We knew we had a superior waxing method to our competition, but what we wanted to do was humanize the guest experience and empower our workforce – that is what was missing out there.” And that was the birth of the LunchboxWax culture. “Make no mistake,” Lane says, “we are passionate about our culture, but we are equally focused on the business side. Hair keeps growing and we keep ripping it out – it's a good business model!”

“When we meet with potential franchisees, we're clear that they need to truly buy-in,” says Lane. “From one community serving another, to honoring all bodies, to our culture of beauty, collaboration, and purpose, what we hear back is pure excitement. They understand that we are building something very special – a movement! With what other brand can you embrace tenets like that?”

That uncompromising spirit has paid off. Listed as one of the country's fastest-growing franchises, with write-ups in *Entrepreneur* and the *New York Post*, and a turn-key model with modest start-up costs, LunchboxWax is poised to tap the \$14B waxing and salon market. But the proof resides at the ground level.

“Our franchise partners strive to be a positive force in their communities, personally and

professionally,” says Lane. “And our commitments are paying off, from our guests to waxologists to franchise owners, I'll gladly stack our reviews against any other brand.”

Potential partners are lining up. Before they decide to join the LunchboxWax family, Lane encourages them to visit a salon. She cites: “We want them to feel what we are talking about – what makes us stand apart from our competition. Once they experience our waxing technique and vibe, they're hooked – just like our guests!”

“We instantly thought it'd be a fit for our community,” says Bridge D'Urso, a franchise partner in Oregon. “Then I went into one of the salons to see for myself, and there was no doubt this would be my next adventure.”



Our mission has remained the same since our inception: be bold, be real, and success will follow.”

- Debi Lane, Founder and CEO

Fellow franchise owner Neal Habas agrees: “Walk into any salon, and the competence and kindness is palpable. The energy resonates and tells a great story. It's natural to want to be a part of it.”

With a number of prime territories open, endless opportunity awaits. But as Lane says, “Only the bold need apply.”

Learn more about LunchboxWax franchising by calling 833-426-1198 or visit lunchboxfranchise.com/em.



LunchboxWax®



It's Time To Get Your FINANCES TOGETHER



CPA and Attorney Mark J. Kohler reveals clear-cut truths about tax and legal planning and delivers three practical, play-by-play guides that help you build wealth, save on taxes, and protect your assets.

Buy The Books at entm.ag/markjkohler

BARNES & NOBLE



amazon.com

Get It on
iBooks



CHAPTER

BUILD IT OR BUY IT?

The pros and cons of creating a business or taking one over.

30

The Buyer's Guide

The ultimate guide to purchasing a business, from spotting a good deal to operations.

38

There's No One Way to Launch

How do you get off the ground? Three entrepreneurs explain their methods.

40

Build Your Dream Team

Hiring is hard. Here's how to find your first superstar employees.

46

Build, Then Build Again

Sophia Amoruso's first company collapsed. Now she's come back stronger with Girlboss.

Start Your Own Business

BUYER, BE AWARE

Learn how to identify a golden opportunity, do your homework on it, negotiate like a champ, secure financing, and then call yourself the boss.

Some people know they want to own a business but aren't sure exactly what type of business to choose. If you fall into this category, or if you are worried about the difficulties involved in starting a business from the ground up, the good news is that there is another option: buying an existing business. Depending on your personality, skills, and resources, acquiring a business with a history and revenues can offer significant advantages over starting from scratch.

IN MOST CASES, buying an existing business is less risky than starting from scratch. When you buy a business, you take over an operation that's already generating cash flow and profits. You have an established customer base and reputation as well as employees who are familiar with all aspects of the business. And you do not have to reinvent the wheel—setting up new procedures, systems, and policies—since a successful formula for running the business has already been put in place.

On the downside, buying a business is often costlier than starting one. However, it's often easier to get financing to buy an existing business. Bankers and investors generally feel more comfortable dealing with a proven track record. In addition, buying a business may give you valuable legal rights, such as patents or copyrights, which can prove very profitable.

Of course, there's never a guarantee of a sure thing, and buying an existing business is no exception. If

you're not careful, you could get stuck with obsolete inventory, uncooperative employees, or outdated distribution methods. To make sure you get the best deal when buying an existing business, take the following steps.

■ **THE RIGHT CHOICE**

Start by choosing the right type of business for you. The best place to start is by looking in an industry you are familiar with and understand. Think long and hard about the types of businesses you are interested in and which are the best matches with your skills and experience. Also consider the size of business you are looking for in terms of employees, number of locations, and sales.

Next, pinpoint the geographical area where you want to own a business. Assess the labor pool and costs of doing business in that area, including wages and taxes, to make sure they're acceptable to you. Once you've chosen a region and an industry to focus on, investigate every business in

the area that meets your requirements. Start by looking in the local newspaper's classified ad section under "Business Opportunities" or "Businesses for Sale."

You can also run your own "Wanted to Buy" ad describing what you are looking for. Remember, just because a business isn't listed doesn't mean it isn't for sale. Talk to business owners in the industry; many of them might not have their businesses up for sale but would consider

selling if you made them an offer. Put your networking abilities and business contacts to use, and you're likely to hear of other businesses that might be good prospects.

Contacting a business broker is another way to find businesses for sale. Most brokers are hired by sellers to find buyers and help negotiate deals. If you hire a broker, he or she will charge you a commission—typically 10 percent of the purchase price. (Very few charge less.) The assistance brokers can offer, especially for first-time buyers, is often worth the cost. However, if you are really trying to save money, consider hiring a broker only when you are near the final negotiating phase, at which point you might be able to broker a 5 percent commission. Brokers can offer assistance in several ways:

Prescreening businesses for you. Good brokers turn down many of the businesses they are asked to sell, either because the seller won't provide full financial disclosure or because the business is

Buying a business is often costlier than starting one. However, it's often easier to get financing to buy an existing business. Bankers and investors generally feel more comfortable dealing with a proven track record.



9¹⁰
**9 OUT OF EVERY 10
 SENIORS**

want to Stay Home.

Our mission is to help them do just that.

Leading In-Home Care Franchise Opportunity

- Average Annual Gross Revenues *\$1,112,104
- Low initial investment range
- Positioned for growth with territories open across the US
- Strong income potential
- Extremely experienced corporate support staff and state of the art training for staff and caregivers

Harness the growing need for quality in-home care by becoming a Senior Helpers franchise owner today.



Care and comfort at a moment's notice.

**Discounted franchise opportunities for military and first responders*

Seniorhelpersfranchise.com | 877.406.8749

*See Item 19 of our April 2019 FDD for further details (*2018 gross revenue for franchised businesses that have been operating 60 months or more. As of December 31, 2018 there were 204 franchised businesses that had been operating 60 months or more. Of these 204 franchised businesses, 77 (38%) of them had greater than average annual gross revenues of \$1,112,104. The gross revenue figure does not include any deduction of costs or expenses incurred by the franchised businesses.) Some outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much. This information is not intended as an offer to sell a franchise. It is for informational purposes only. Currently, SH Franchising, LLC is not registered in the states of RI, ND and SD. We cannot offer a franchise in RI, ND and SD until we have complied with applicable pre-sale registration and disclosure requirements. SH Franchising, LLC is the franchisor and is currently headquartered at 901 Dulaney Valley Road, Suite 700, Towson, MD 21204. Residents of NY: This advertisement is not an offering. An offering can only be made by a prospectus filed first with the Department of Law of the State of New York. Such filing does not constitute approval by the Department of Law. Minnesota State Registration Number: F-7348.

overpriced. Going through a broker helps you avoid these bad risks.

Helping you pinpoint your interests. A good broker starts by finding out about your skills and interests, then helps you select the right business for you. With the help of a broker, you may discover that an industry you had never considered is an ideal match for you.

Negotiating. Brokers really earn their keep during the negotiation process. They help both parties stay focused on the ultimate goal and smooth over problems.

Assisting with paperwork. Brokers know the latest laws and regulations affecting everything from licenses and permits to financing and escrow. They also know the most efficient ways to cut through red tape, which can slash months off the purchase process. Working with a broker reduces the risk that you'll neglect some crucial form, fee, or step in the process.

■ A CLOSER LOOK

Whether you use a broker or go it alone, you will want to put together an “acquisition team”—your banker, accountant, and attorney—to help you. These advisers are essential to what is called due diligence, which means reviewing and verifying all the relevant information about the business you are considering. When due diligence is done, you will know just what you are buying and from whom.

The preliminary analysis starts with some basic questions (see “Business

■ FOCUS ON FUNDAMENTALS

Warning: Make sure you're in love with the profit, not just the product. Many people get emotional about buying a business, which clouds their judgment. It's important to be objective.

Evaluation Checklist,” opposite). You also need to assess the company's reputation and the strength of its business relationships. Talk to existing customers, suppliers, and vendors about their relationships with the business. Scour social media accounts and reviews on sites like Google Reviews, Yelp, and elsewhere. Look for commentary on the business—and its competitors—to get a true sense of how customers view it and whether they feel more or less satisfied with a competitor. Contact the Better Business Bureau, industry associations, and licensing and credit reporting agencies to make sure there are no complaints against the business.

Don't try to shortcut or rush this evaluation. If the business still looks promising after your preliminary analysis, your acquisition team should start examining the business's potential returns and its asking price. Whatever method you use to determine the fair market price of the business, your assessment of the business's value should take into account such issues as the business's financial health, earnings history, growth potential, and intangible assets (for example, brand name and market position).

To get an idea of the company's anticipated returns and future financial needs, ask the business owner and/or accountant to show you projected financial statements. Balance sheets, income statements, cash flow statements, footnotes, and tax returns for the past three years are all key indicators of a business's health. These documents will help you do some financial analysis that will spotlight any underlying problems and provide a closer look at a wide range of less tangible information.

Among other issues, focus on the following:

Excessive or insufficient inventory. If the business

is based on a product rather than a service, take careful stock of its inventory. First-time business buyers are often seduced by inventory, but it can be a trap. Excessive inventory may be obsolete or may soon become so; it also costs money to store and insure.

Excess inventory can mean there are a lot of dissatisfied customers who are experiencing lags between their orders and final delivery or are returning items they aren't happy with.

The lowest level of inventory the business can carry. Determine this, then have the seller agree to reduce stock to that level by the date you take over the company. Also add a clause to the purchase agreement specifying that you are buying only the inventory that is current and salable.

Accounts receivable. Uncollected receivables stunt a business's growth and could require unanticipated bank loans. Look carefully at indicators such as accounts receivable turnover, credit policies, ►

Talk to existing customers, suppliers, and vendors about their relationships with the business. Look for reviews of the business—and its competitors—to get a true sense of how customers view it.

BUSINESS EVALUATION CHECKLIST

If you find a business you would like to buy, you will need to consider a number of points before you decide whether to purchase it. Take a good, close look at the business and ask the following questions. The answers should lead to more questions that will ultimately help you determine whether the business is a sound investment.

- ▶ Why does the current owner want to sell the business?
- ▶ Does the business have potential for future growth, or will its sales decline?
- ▶ If the business is in decline, can you save it and make it successful?
- ▶ Is the business in sound financial condition? Have you seen audited year-end financial statements for the business? Have you reviewed the most recent statements? Have you reviewed the tax returns for the past five years?
- ▶ Have you seen copies of all the business's current contracts?
- ▶ Is the business now, or has it ever been, under investigation by any government agency? If so, what is the status of any current investigation? What were the results of any past investigation?
- ▶ Is the business involved in a lawsuit, or has it ever been involved in one? If so, what is the status or result?
- ▶ Does the business have any debts or liens against it? If so, what are they for and in what amounts?
- ▶ What percentage of the business's accounts are past due? How much does the business write off each year for bad debts?
- ▶ How many customers does the business serve on a regular basis? What is the revenue per regular customer?
- ▶ Who makes up the market for this business? Where are your customers located? (Do they all come from your community, or from across the state, or are they spread across the globe?)
- ▶ Does the amount of business vary from season to season?
- ▶ Does any single customer account for a large portion of the sales volume? If so, would the business be able to survive without this customer? (The larger your customer base is, the more easily you will be able to survive the loss of any customers. If, on the other hand, you exist mainly to serve a single client, the loss of that client could finish your business.)
- ▶ How does the business market its products or services? Does its competition use the same methods? If not, what methods does the competition use? How successful are they?
- ▶ Does the business have exclusive rights to market any particular products or services? If so, how has it obtained this exclusivity? Do you have written proof that the current business owner can transfer this exclusivity to you?
- ▶ Does the business hold patents for any of its products? Which ones? What percentage of gross sales do they represent? Would the sale of the business include the sale of any patents? If the business holds provisional patents on a product or process, what will it take to see those through to completion?
- ▶ Are the business's supplies, merchandise, and other materials available from many suppliers, or are there only a handful who meet your needs? If you lost the business's current supplier, what impact would that loss have on your business? Would you be able to find substitute goods of the appropriate quality and price?
- ▶ Are any of the business's products in danger of becoming obsolete or of going out of style? Is this a "fad" business?
- ▶ What is the business's market share?
- ▶ What competition does the business face? How can the business compete successfully? Have the business's competitors changed recently? Have any of them gone out of business, or pivoted significantly to something new, for instance?
- ▶ Does the business have all the equipment you think is necessary? Will you need to add or update any equipment?

CHAPTER 2 ► BUILD IT OR BUY IT?

cash collection schedules, and the aging of receivables.

Net income. Use a series of net income ratios to gain a better look at a business's bottom line. For instance, the ratio of gross profit to net sales can be used to determine whether the company's profit margin is in line with that of similar businesses. Likewise, the ratio of net income to net worth, when considered together with projected increases in interest costs, total purchase price, and similar factors, can show whether you would earn a reasonable return.

Working capital. Working capital is defined as current assets less current liabilities. Without sufficient working

capital, a business can't stay afloat, so one key computation is the ratio of net sales to net working capital. This measures how efficiently the working capital is being used to achieve business objectives.

Sales activity. Sales figures may appear rosier than they really are. When studying the rate of growth in sales and earnings, read between the lines to tell if the growth rate is truly due to increased sales volume or whether it's

a reflection of higher—and unsustainable—prices. Also examine the overall marketplace. If the market seems to be mature, sales may be static, and that might be why the seller is trying to unload the company.

► TAKE YOUR TIME

Research from Stanford University revealed that about one-quarter of acquisition searches end without a purchase. And according to Richard S. Ruback and Royce Yudkoff of Harvard Business School, in their 2017 article “Buying Your Way into Entrepreneurship” (*Harvard Business Review*), you should commit to spending six months to two years on the search and due diligence needed to buy a business (depending on what your purchase and financing looks like).

This may sound extreme, but according to the authors an extended period is necessary to raise funds from investors, identify potential acquisition prospects, thoroughly vet the best of them, negotiate with sellers, and, eventually, find one that agrees to sell at a reasonable price. Then it will take at least three more months to perform due diligence and complete the transaction.

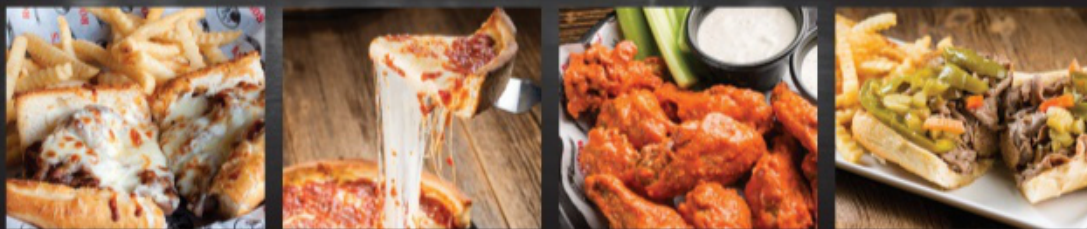
BRING CHICAGO'S GREATEST PIZZA

ROSATI'S

Authentic Chicago Pizza

RosatisFranchising.com

TO A NEIGHBORHOOD NEAR YOU!



LEARN HOW TO JOIN THE FAMILY @ ROSATISFRANCHISING.COM



For Information Contact Tim McCarthy
tmccarthy@rosatisfranchising.com

847.915.9174

Fixed assets. If your analysis suggests the business has invested too much money in fixed assets, such as the plant property and equipment, make sure you know why. Unused equipment could indicate that demand is declining or that the business owner miscalculated manufacturing requirements.

Operating environment. Take the time to understand the business's operating environment and corporate culture. If the business depends on overseas clients or suppliers, for example, examine the short- and long-term political environment of the countries involved. Look at the business in light of consumer or economic trends; for example, if you

are considering a store that sells products based on a fad like Crocs, will that client base still be intact five or 10 years later? Or if the company relies on a few major clients, can you be sure they will stay with you after the deal is closed?

Finally, the ratio of net income to total assets is a strong indicator of whether the company is getting a favorable rate of return on assets. Your accountant can help you assess all of these ratios. As he or she does so, be sure to determine whether the profit figures have been disclosed before or after taxes and the amount of returns the current owner is getting from the business.

Don't bring up the subject of price. Let the seller name the figure first. You should be ready to pay at least 20 percent in cash and finance the remaining amount.

Also assess how much of the expenses would stay the same, increase, or decrease under your management. For instance, you may decide you need to pay people more competitively to limit turnover among the best employees, thus increasing

personnel expenses. But you might also recognize that you can operate without rehiring for a few positions and secure a more competitively priced health insurance plan than the one the current owner has in place, thus offsetting or even reducing expenses.

Save your city from fast food burnout!

Own a piece of the fresh food everyone is talking about...the kolache!



Koh-LAH-chee:

A Czech-inspired semi-sweet dough filled with fresh savory or sweet fillings and baked to perfection.



Kolache Factory offers customers a perfect, fresh-baked meal on the go and offers investors a fabulous revenue stream to your future.

- Territories available in all 50 states
- Quick revenue ramp up – once people try them, they keep coming back for more.
- Breakfast-lunch hours (6 AM – 2 PM), be home for dinner
- Bakery-café's lead growth in restaurant industry

Start the life you deserve with a proven, delicious concept that bakes in success!

Top 5 Bakery in Franchise 500

281-829-6188

KF-Franchising.com



■ LAW AND ORDER

While you and your accountant review key financial ratios and performance figures, you and your attorney should investigate the business's legal status. Look for liens against the property, pending lawsuits, guarantees, labor disputes, potential zoning changes, new or proposed industry regulations or restrictions, and new or pending patents; all these factors can seriously affect your business. Be sure to:

- Conduct a uniform commercial code search to uncover any recorded liens. (Start with city hall and check with the department of public records.)
- Ask the business's attorneys for a legal history of the company, and read all old and new contracts.
- Review related pending state and federal legislation, local zoning regulations, and patent histories.

Legal liabilities in business take many forms and may be hidden so deeply that even the seller honestly doesn't know they exist. How do you protect yourself? First, have your lawyer add a "hold harmless and indemnify" clause to the contract. This assures you're protected from the consequences of the seller's previous actions as owner.

Second, make sure your deal allows you to take over the seller's existing insurance policies on an interim basis. This gives you time to review your insurance needs at greater leisure while still making

■ TAXING MATTERS

You are investigating a business you like, and the seller hands you income tax returns that show a \$50,000 profit. "Of course," he says with a wink and a nudge, "I really made \$150,000." What do you do?

There may be perfectly legal reasons for the lower reported income. For instance, if the seller gave his nephew a nonessential job for \$25,000 a year, you can just eliminate the job and keep the cash. Same goes for a fancy leased car. One-time costs of construction or equipment may have legitimately lowered net profits, too.

What to watch for: a situation where a seller claims he or she made money but didn't report it to the IRS. If this happens, either walk away from the deal or make an offer based on the proven income, then expect to clean up the balance sheet going forward when you take over.

sure you have basic coverage from the minute you take over. The cost of having a lawyer evaluate a business depends on your relationship with the lawyer, the complexity of the business, and the stage at which the lawyer gets involved. Generally, costs range from \$3,000 to as much as \$35,000 for a comprehensive appraisal.

If you're considering buying a business that has valuable intellectual property, such as a patent, a trade secret, or a brand name, you may want an intellectual property attorney to evaluate it. Generally, this will cost from 0.5 percent to 3 percent of the business's total selling cost. Keep in mind the average hourly rate range of an intellectual property attorney is between \$300 and \$380 per hour. This will be higher or lower in some parts of the country. You

can try to secure a project-based fee, something more and more attorneys agree to these days.

■ NAVIGATING NEGOTIATIONS

If your financial and legal assessments show that the business is a good buy, don't be the first person to bring up the subject of price. Let the seller name the figure first, then proceed from there. You should be ready to pay at least 20 percent of the price in cash and expect to finance the remaining amount.

An individual purchasing a business has two options for structuring the deal (assuming the transaction is not a merger). The first is asset acquisition, in which you purchase only those assets you want. On the plus side, asset acquisition protects you from unwanted legal liabilities since instead of buying the corporation

(and all its legal risks), you are buying only its assets.

On the downside, an asset acquisition can be very expensive. The asset-by-asset purchasing process is complicated and opens the possibility that the seller may raise the price of desirable assets to offset losses from undesirable ones.

The other option is stock acquisition, in which you purchase stock. Among other things, this means you must be willing to purchase all the business's assets—and assume all its liabilities.

The final purchase contract should be structured with the help of your acquisition team to precisely reflect your understanding and intentions regarding the purchase from a financial, tax, and legal standpoint. The contract must be all-inclusive and should allow you to rescind the deal if at any time you find that the owner intentionally misrepresented the company or failed to report essential information. It's also a good idea to include a noncompete clause in the contract to ensure the seller doesn't open a competing operation down the street.

Now comes time to pay for the purchase. Short on cash? Try these alternatives for financing your purchase of an existing business:

Use the seller's assets.

As soon as you buy the business, you'll own the assets—so why not use them to get financing now? Make a list of all the assets you're buying (along with any attached liabilities), and use it to

approach banks, finance companies, and factors (companies that buy your accounts receivable).

Bank on purchase orders.

Factors, finance companies, and banks will lend money on receivables. Finance companies and banks will lend money on inventory. Equipment can also be sold, then leased back from equipment leasing companies.

Ask the seller for financing.

Motivated sellers will often provide more lenient terms and a less rigorous credit review than a bank. And unlike a conventional lender, they may take only the business's assets as collateral. Seller financing is also flexible: The parties involved can structure the deal however they want, negotiating a payback schedule and other terms to meet their needs.

Use an employee stock ownership plan (ESOP).

ESOPs offer you a way to get capital immediately by selling stock in the business to employees. By offering to set

up an ESOP plan, you may be able to lower the sales price.

Lease with an option to buy.

Some sellers will let you lease a business with an option to buy. You make a down payment, become a minority stockholder, and operate the business as if it were your own.

Assume liabilities or decline receivables.

Reduce the sales price by either assuming the business's liabilities or having the seller keep the receivables.

 **YOU BOUGHT IT. NOW WHAT?**

The transition to new ownership is a big change for employees of a small business. To ensure a smooth transition, start the process before the deal is done. Make sure the owner feels good about what is going to happen to the business after he or she leaves. Spend some time talking to the key employees, customers, and suppliers before you take over; tell them about your plans and ideas for the business's

 **STUDY THE STAFF**

Warning: Who are the business's employees? If it's a family-run operation, beware: Salaries may be unrealistically low, with a bottom line that's unrealistically high. Or the employees you inherit may be used to a certain type of family-member treatment; you could face pushback or end up needing to hire new employees if the family-member employees quit.


future. Getting these key players involved and on your side makes running the business a lot easier.

Most sellers will help you in a transition period during which they train you in operating the business. This period can range from a few weeks to six months or longer. After the one-on-one training period, many sellers will agree to be available for phone consultation for another period of time. Make sure you and the seller agree on how this training will be handled, and write it into your contract.

If you buy the business lock, stock, and barrel, simply putting your name on the door and running it as before, your transition is likely to be fairly smooth. On the other hand, if you buy only part of the business's assets, such as its client list or employees, and then make a lot of changes in how things are done, you'll probably face a more difficult transition period.

Many new business owners have unrealistically high expectations that they can immediately make a business

more profitable. Of course, you need a positive attitude to run a successful business, but if your attitude is "I'm better than you," you'll soon face resentment from the employees you've acquired.

Instead, look at the employees as valuable assets. Initially, they'll know far more about the business than you will; use that knowledge to get yourself up to speed, and treat them with respect and appreciation. Employees inevitably feel worried about job security when a new owner takes over. That uncertainty is multiplied if you don't tell them what your plans are. Many new bosses are so eager to start running the show, they slash staff, change prices, or make other radical changes without warning employees. Involve the staff in your planning, and keep communication open so they know what is happening at all times. Taking on an existing business isn't easy, but with a little patience, honesty, and hard work, you'll soon be running things like a pro. 

Look at the employees as valuable assets. Initially, they'll know far more about the business than you will; use that knowledge to get yourself up to speed, and treat them with respect and appreciation.

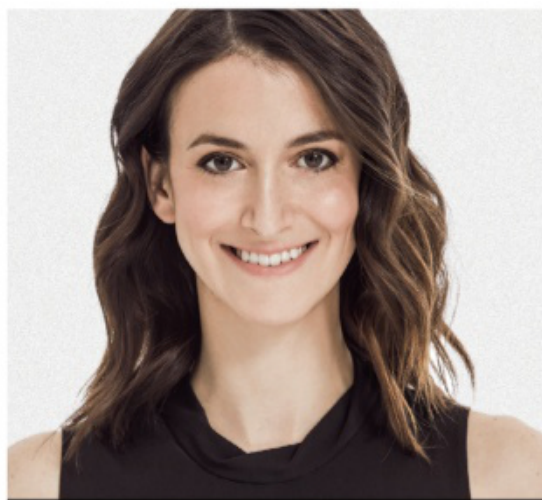
The Builders

START IT YOUR WAY

These founders launched their startups successfully in very different manners. The lesson: Find the path that works best for you. **by STEPHANIE SCHOMER**



Reshma Shetty
Cofounder, Ginkgo Bioworks



Brynn Putnam
Founder and CEO, Mirror



Murli Thirumale
Cofounder and CEO, Portworx

► **Take your time to perfect your product.**

Ginkgo Bioworks builds organisms from scratch—think GMOs that can flavor or sweeten food, or a new microbe that can help a plant produce nitrogen—normally a painstaking craft. The startup built a technology platform to automate the process and achieve scale. But at launch in 2008, its founders didn't see a lot of traction. "Most investors wanted experienced executives, and because of the fiscal crisis, there wasn't much money around," says cofounder Reshma Shetty. So they rethought their strategy. "We would apply for various grants or government contracts to bring in money," she says. "By focusing on other ways of funding, our formative years were spent investing in and perfecting the technology platform and our business model. It forged a culture of resourcefulness and creativity." Six years in, the company joined YCombinator, which led to big things, fast: In 2015 the company raised a \$45 million round of funding, and to date has raised nearly \$430 million.

► **Put your idea out there first.**

Brynn Putnam comes from a decidedly nontech background: She spent her teen years as a dancer with the New York City Ballet, danced professionally after college, then launched a New York-based chain of fitness studios called Refine Method. So when she came up with the idea for Mirror—an interactive fitness device that streams workouts through a discreet mirror in your home—she had no idea how to turn it into a reality. But that was a good thing. "I was a ballerina and a small-business owner, and frankly, that inexperience was an advantage," Putnam says. "I approached the idea from the perspective of a service organization." She meticulously planned her content and brand strategy and researched her audience. "I had clarity of vision and a large market to serve, and I built a fake mirror to show investors," Putnam says. She raised \$3 million in 2016, enough to hire the tech help needed. "We were building a member-first media company, and we found engineers that were proud to be a part of that."

► **Let the customer inform the product.**

Murli Thirumale's career has been built on groundbreaking technology. The serial entrepreneur is the cofounder and CEO of Portworx, a cloud-based data storage management platform. (To break that down: Portworx helps businesses like game companies run glitch-free across different cloud vendors.) And while technology keeps his career ticking, he knows it's not enough. "You need to be selling outcomes, not technology," he says. "It's very easy for Silicon Valley to get distracted by cool tech." To stay focused, Thirumale's team is in constant contact with their customers. "One of our clients operates online video games—the kind that middle schoolers love," he says. "His biggest fear is that their system goes down and their end user is in tears because they can't play the game." That visual of crying kids in their living rooms helps Thirumale's engineers remember that a reliable product is more vital than innovative capabilities. "It helps us focus on what's actually important."

PHOTOGRAPH COURTESY OF GINKGO BIOWORKS (SHETTY); PHOTOGRAPH COURTESY OF MIRROR (PUTNAM); PHOTOGRAPH COURTESY OF PORTWORX (THIRUMALE)

WHAT IS AVAXHOME?

AVAXHOME-

the biggest Internet portal,
providing you various content:
brand new books, trending movies,
fresh magazines, hot games,
recent software, latest music releases.

Unlimited satisfaction one low price
Cheap constant access to piping hot media
Protect your downloadings from Big brother
Safer, than torrent-trackers

18 years of seamless operation and our users' satisfaction

All languages
Brand new content
One site



AVXLIVE:ICU

AvaxHome - Your End Place

We have everything for all of your needs. Just open <https://avxlive.icu>

FRANCHISE WITH OUR WORLD-CLASS BRANDS

Fresh and innovative
store concepts

Industry-leading
Franchisee support

Convenient, high-quality
and affordable products



DUNKIN'

FRANCHISE OPPORTUNITIES IN

Denver, Texas and
North Carolina

BR baskin robbins®

FRANCHISE OPPORTUNITIES IN

Denver, Los Angeles, and
Washington D.C.

Franchise opportunities available in other select
markets throughout the United States

Learn more at dunkinbrands.com

Contact us at 781-737-5530 | dunkinfranchising@dunkinbrands.com



Team

WHO DO I HIRE FIRST?

Growing a team is an important (and intimidating) step for a startup. And when money is tight, the pressure is on to get every hire right.

by **ADAM BORNSTEIN**

Ray Dalio, the founder of Bridgewater Associates, who's known as the king of hedge funds, is famous for saying, "Hire right, because the penalties of hiring wrong are huge."

These are obvious words from a brilliant man. But the problem is, there's no script for hiring "right" when you're in startup mode. You have a hundred different needs but can afford only a handful of positions to do the work. So before you begin, do yourself a favor and lower your expecta-

tions. You don't *need* to make many hires all at once, and you don't have to fill hyperspecific roles in your company. Rather, you just need to find the right *types* of people who will best support early growth.

What are the right types? To find the answer, look at your own biggest weak-

nesses. Where are your blind spots? What is your Achilles' heel, the thing that could have a crippling effect on early-stage growth? When you know the answer, you'll know your hiring initiatives.

In my experience, startup founders tend to be weakest in storytelling, industry expertise, and product development. If that's the case for you, you'll want to focus on hiring at least one of the following people: a visionary to drive your marketing, an industry leader whose knowledge will help you accelerate, and a technical wunderkind who can transform your product. Don't worry about roles and responsibilities; at this stage, you're focusing on creating a well-rounded team...even if it's you and one or two other people.

Now that you've identified the type of person you need to hire, you'll need to filter for who's the best fit. Keep in mind that the survival and ultimate growth of your business depends much more on *values* than skills. Early-stage companies need a shared vision, mission, and purpose. You don't need everyone to agree, but you do need trust and alignment. Ask early candidates why they value the business, and—most important—how they would contribute to and further improve the culture. This way, you can avoid groupthink or too much homogeneity, both of which hinder startups.

If you can't afford to fill all the gaps, you can also get creative with your resources. Despite what many people believe,

successful growth is not dependent on building a big team filled with skilled employees. It's entirely possible to find quality contractors who are both readily available and adaptable to almost any business. It's a benefit I've seen work time and time again for startups.

Here's how I approached it: When I was building Pen Name Consulting, where we blend strategy and content with analytics, user experience, and data to grow our clients' businesses, I knew I needed help with the analytics and user optimization part of the business. Those were my weak points. So for my first hire, I pried my brother Jordan away from his data-driven life at Deloitte and brought him aboard at Pen Name. He had the skills I didn't, and I trusted him to share my vision. For two years, we were the only full-time staff. We outsourced the rest of the work until we had enough growth to add to our team.

What's next for you...and, for that matter, for us? Don't worry about it now. You're not hiring the team that will necessarily be in place in five years. The staff that gets you from zero to \$1 million likely won't be the same staff that takes you to \$50 million—and that's OK. A long-term vision is important, but short-term focus is what you need to survive and advance.

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



JOIN the TEAM



The founder of Massage Envy brings you this unique recurring-revenue athletic training business opportunity.

MENTION "STARTUP SPECIAL" TO QUALIFY FOR REDUCED ROYALTIES OVER YOUR FIRST 6 MONTHS OF OPERATIONS

25+ LOCATIONS CURRENTLY OPEN 35+ LOCATIONS IN DEVELOPMENT
340+ REGIONAL DEVELOPER LICENSES AWARDED

REDLINE[®]

ATHLETICS

YOUTH ATHLETIC TRAINING CENTERS

REDLINEFRANCHISE.COM 1-800-997-0116

The Boss

NEVER STOP BUILDING

Nasty Gal's **Sophia Amoruso** started and ran a booming company, complete with a Netflix series based on her life—until it all collapsed at once. With her new company, *Girlboss*, she's doing everything differently. **by LIZ BRODY**

During the spring of 2017 the world was getting nasty toward Nasty Gal's Sophia Amoruso. It wasn't a treatment she was used to. Until then, she'd been an entrepreneurial darling: the It-girl founder of a booming clothing retailer, frequent subject of magazine covers (including *Entrepreneur's*: January 2013), regular headliner of conferences, and author of a best-selling memoir. And then, on April 21, the TV version of Sophia streamed out to 130 million Netflix members. It was a comedy called *Girlboss*, based on her book—a loose retelling of Amoruso's life (“real loose,” the opening credits stress), in which a 22-year-old Dumpster-diving college dropout launches her fashion empire from an eBay store.

The series, frankly, wasn't very good. But that wasn't the problem. The problem was that, simultaneously, in a rather spectacular backassward feat of timing, the real Sophia, 33, was out of work, having sold the company she was celebrated for after it filed for bankruptcy amid a pile-on of troubles. The crisscross of Sophia narratives was catnip to critics, who suggested Amoruso was a narcissist and wrote headlines like “*Girlboss* is a feminist fraud.”

As if that weren't enough, on top of the dueling Sophias was a third reality: Amoruso had already launched a whole new company she was beyond excited about called *Girlboss*. It was, she says of the misaligned stars, a total “mind fuck.” It was also an entrepreneur's nightmare: a seemingly inescapable failure.

But almost nothing is inescapable.

THIS IS HOW *Girlboss*—not the book, not the TV series, but the company, the thing that now defines Amoruso's days—officially began: In spring 2016, Amoruso asked to meet with Ali Wyatt. At the time, Amoruso was still riding high at Nasty Gal, which had 300 employees and a net annual revenue of

\$85 million; *Forbes* was about to estimate her personal net worth at \$280 million. Her book had spent 18 weeks on the *New York Times* best-seller list, and Netflix had announced the show based on the memoir, with Charlize Theron as executive producer and Kay Cannon, creator of *Pitch Perfect*, as writer. Amoruso was showing up everywhere in a swirl of descriptives, like *edgy*, *ambitious*, *cool*, *hashtaggy*, *bangs*, and *swagger*. And Wyatt, a consultant who'd held top positions at Refinery 29 and Goop, braced herself for the meeting. “I expected someone who would brag and peacock,” Wyatt says. But to Wyatt's surprise, when the two sat down to talk at La Pecora Bianca in New York City, Amoruso opened up her journal and started taking notes. “She was incredibly disarming in how honest she was, so self-deprecating,” Wyatt says. “And she wanted to learn.”

Amoruso asked to meet because she had an idea burning a hole in her side-hustle pocket. Through the book and her *Girlboss Radio* podcast, she'd collected legions of young female followers. She could feel the opportunity. But for what? She'd toyed with the idea of a “Sophia show” before realizing she was more of an enterprise girl. That day, she and Wyatt batted around the pros and cons of taking a *Girlboss* concept to a big media company versus flying solo. After excited goodbyes, Amoruso pretty much went off the map.

Back at the Nasty Gal offices, troubles were coming to a head—sales slumps, layoffs, lawsuits from employees charging pregnancy discrimination. Staffers vented in Glassdoor reviews. (“It was fucking brutal,” Amoruso says, “having to stand in front of a team you know has written things like that.”) The Chapter 11 papers were filed the day after Trump was elected. To top everything off, Amoruso's marriage fell apart. “In a six-month period, I was on the cover of *Forbes*, my husband of less than a year left me, and my company went bankrupt—very publicly,” she says. “It was kind of incredible.” It's not like she hadn't seen it coming. “You don't go bankrupt overnight,” says Amoruso, who has always been open about her failures, but with the kind of consideration that comes from knowing your personal story



is your brand. When the collapse came, she gave herself space to call “every clairvoyant and psychologist and basically anyone Goop recommended.” And she realized something: When the dominoes started falling, she had very few resources. “At that time, there weren’t any young female entrepreneurs, or very few, who had experienced the level of crisis or anything like I had,” she says. “It was a very lonely place to be.”

She needed to change that—for herself and for all the women coming up. *Girlboss*, she now saw, would be the answer. Amoruso’s vision centered around building a strong community of entrepreneurial young women—actually, *they* would build it—to help each other through hard times and level up together. The brand would include digital content, live rallies, and a social network the likes of which had yet to be seen. And she would approach it differently: Instead of following her nose, as she did at *Nasty Gal* (she *was*, like the character in the show, a punk college dropout without a drop of office experience), she would lead with intention. “I know it’s cliché,” she says, “but vulnerability and making mistakes is at the core of learning. I wanted to build *Girlboss* with everything I did wrong or didn’t know better to do.”

She got herself up and running, and fast. The Netflix show was coming; she’d seen the early cuts and loved it. At this point, Amoruso, who had an executive producer title but says she mostly weighed in on the clothes, saw the whole thing as a giant opportunity to get the name of her new venture out into the world. Quickly, she prepared the *Girlboss* site. She wanted to launch it with a big rally—something full of empowering female speakers and hundreds of attendees. When she first reached out to women she’d interviewed on her podcast to see if they’d participate, she wondered, *Oh my God; am I damaged goods? Is this even—?* But overwhelmingly, they said yes, and on their own dime—including the founders of Glossier, Bumble, Outdoor Voices, and Story, and best-selling author Gabby Bernstein.

Amoruso called in Wyatt, who later served a short term as president and chief revenue officer. Then Amoruso used her own savings to pull it all together. On March 4, 2017, it happened: Five hundred women showed up at the Hudson Loft in Los Angeles for a day of wisdom, swag, and connection. Amoruso’s ups and downs were no secret to them, but, in blogs and vlogs afterward, they talked about being inspired by how she kept going. “It is clear this is a woman who does not let the chatter of others keep her down,” wrote attendee Taylor Swope on her site, *Little Hippie*. “It was clear the prevailing sentiment in the room toward her was love.”

For Amoruso, the exhilaration of launching *Girlboss* just four months after filing bankruptcy for *Nasty Gal* was matched only

by how badly Netflix backfired. “I’ve gotten a lot of press,” she says. “But there’s nothing that compares to what comes with a television series like this. It’s unimaginable, the amount of eyeballs, the criticism.” Trying to build a meaningful company to help young women succeed, while being questioned as a feminist and businesswoman over the company she’d moved past? It was, she says, like entrepreneurial whiplash. “There were times I thought I would never bounce back.”

But she reminded herself of the advice she gives to others facing adversity: *You wouldn’t be here if you hadn’t taken a risk, and that’s what you do if you’re an entrepreneur*. She began imagining the scene in *Indiana Jones and the Last Crusade* where Harrison Ford stands on the ledge of a chasm that separates him from the Holy Grail and, after a long moment, takes a step out into thin air on the sheer faith a bridge will appear underfoot. Still today, two-plus years later, she thinks about this regularly. In some sense, Amoruso is still on the ledge herself, one foot extended over the abyss. “It’s a very high bar I have to reach to even *start* a company called *Girlboss*, especially with what the past few years have been,” she says. “It’s masochistic to expose myself again. It’s terrifying.”

“People tell you what they want—you just have to listen to build something they will love. *Girlboss* isn’t about me. It’s about her.”

DRIVE DOWN Sunset

Boulevard in Los Angeles’s ever-gentrifying Silver Lake neighborhood and you might miss the small cinema-style marquee: “THIS SIGN IS A LOT OF PRESSURE. GIRLBOSS.COM.” I showed up a year ago at the weekly staff meeting—everyone gathered in the kitchen, taking turns sharing their latest *Girlboss* moment, with account manager Lindsey O’Hara in the middle of hers: a

full-body reenactment of a cooking class she took at *Benihana*, which at one point involved turning an onion and a zucchini into a train. “You have to turn the lights on and off and go, ‘Choo-choo,’” O’Hara says. Her colleagues are in hysterics. After Amoruso finally catches her breath, she says: “I don’t know how I can follow that up.”

If you took *Nasty Gal* and turned it upside down, you’d be here. At her former company, Amoruso was often not in sight, either out promoting the brand or hiding in her office. But at *Girlboss*, she’s deliberately one of the crowd, planted at a table crowded with five others. For emphasis, she’s made every employee—26 so far—a cofounder, a policy she plans to continue as the company grows. “In a way, it’s a really small thing,” says Neha Gandhi, editor in chief and COO (and cofounder). “But it’s also really powerful. I think it reinforces that everyone here is responsible for the outcome of the business.”

This time, Amoruso has taken great care to ensure that she has the right team, requiring every hire to complete a project with a tight deadline and then present it. She has also surrounded herself with mentors like Beth Comstock, former vice

400 MILLIONAIRES | 30 YEARS

THEY CALL US
DREAMERS,

BUT WE'RE
THE ONES WHO
DON'T SLEEP.



START A SHREDDING BUSINESS TODAY

Over the last 30 years, Shred-Tech has helped over 400 customers become **MILLIONAIRES**.

FIND OUT HOW

1 800.465.3214 | shred@shred-tech.com

shred-tech.com/shreddingbusiness



chair of General Electric, whose new book, *Imagine It Forward*, is all about what it takes to be a changemaker. “Reaching out and asking for help is a really good sign of a leader,” says Comstock, who now serves Girlboss as an informal adviser. She says she’s impressed by Amoruso’s commitment to her audience, as well as her resilience: “Nasty Gal was tough.”

At the Monday-morning meeting, everyone quickly popcorned their goals for the week. Several were working on the site, which is updated daily with pieces about subjects like working life, mental health, and identity. Wyatt, who videoconferenced in from New York, was nailing down logistics for their fourth rally (to date, they’ve held five) for which they sold 1,100 tickets. A staffer was booking talent for *Girlboss Radio*, which has grown to 800,000 downloads a month across three shows.

But the team’s big focus this week was the development of its online career platform, the Girlboss professional network, their most ambitious product yet. The free platform, which launched this past summer, allows each user to create a work profile with as much personality as she wants. (Men can join but have to behave.) “We’re Instagram over here and LinkedIn over there, and that’s just not how life works now,” says Amoruso, who describes the platform as both in one: “a place where a woman can show not just what she does but who she is.” The highlight is the conversational feed where members can connect, ask each other questions, get advice, commiserate, and support each other.

At one point, when the team seemed to hit a wall with the prototype, Amoruso called in a friend from her new mentor gang, Payal Kadakia, who founded ClassPass, the fitness service that gives access to a variety of classes. Kadakia sat with the team and told them how she’d put out two *total* duds before finally hitting on a winner. She emphasized that no one gets a product right on the first try, and urged the Girlboss team to “just put it out there” and then tweak.

GOING OUT to investors was tough at first. The Netflix fallout was still fresh, and Amoruso felt slightly radioactive. “In some of the early interviews, it was like, ‘In case you’ve googled me, these things did happen, these things were blown out of proportion, and this is not what we’re doing now.’” But she soon stopped mentioning it. “When we met,” says Alexis Ohanian, cofounder of Reddit, who’s now managing partner at a firm called Initialized Capital, “it was clear that Sophia had learned hard lessons and become a much better founder as a result.”

Initialized Capital would go on to lead her last fund-raise of \$3.5 million, bringing her total raised to \$6.6 million. That’s a tenth of the funding she got for Nasty Gal, but Amoruso prefers it that way. She wants Girlboss to grow on its own steam. She’s

always lived for the scent of pixie dust, that magic something that drives revenue. And so far the company has paced beyond expectations; it passed its 2018 revenue target by July of that year, and growth hasn’t slowed down in 2019.

The company makes money from its events, where tickets go for \$300 to \$900, as well as podcast sponsorships. But today its main revenue comes from creative brand partnerships, which average in the six figures, according to Amoruso—a strategy she first got excited about when Prudential approached her at Nasty Gal in 2016 to promote its 4.01K race at the Rose Bowl. She worked with Prudential to create podcasts about saving for retirement. With Girlboss, she could get much more creative.

For a new venture like Girlboss, says Laura Beaudin, a partner in Bain & Company’s San Francisco office, attracting brands “is a big opportunity that the current digital platforms haven’t really been able to unlock.” She points to a shift in the digital advertising market toward cultivating more authentic, lifetime connections with customers that might include, for example, making an indelible impression at a Girlboss rally.

One partnership around a diversity panel “was an over-

whelming success for T-Mobile,” says executive vice president of customer care Callie Field, who spoke at an early rally. At another, Google, also a Girlboss sponsor, ran a Startup Studio with 50 Chromebooks on which attendees learned to write business plans using Google Docs. Neither T-Mobile nor Google would confirm numbers, but Bumble reportedly paid in the low six figures to host a photo booth and a glam squad for attendees to

create professional profiles on Bumble Bizz, the event’s official social media platform. “Bumble Bizz was brand-new,” says Alex Williamson, Bumble’s head of brand, so the partnership “was monumental for us.”

Girlboss is, of course, not the only working women’s empowerment brand generating buzz. Other young girlbosses are leading companies like Create & Cultivate, Levo, The Wing, and even Bumble, with its new platform, to court millennial climbers who, in a pussy-hatted, #MeToo world, see great value in women’s networks that never have to whisper again. But is the space getting crowded? Or is it a passing cultural moment? Will women get tired of paying to connect and confab?

Beaudin doesn’t think so. As long as there are working women, they will find these communities extremely attractive, she says. Inevitably, there will be some consolidation, but a platform like Girlboss is in a strong position to branch out to new audiences if necessary, and to add value to the one it has. “If the content can keep up with the need, and there’s a way to curate the community so they become an integral part of it,” she says, “then it will be very sticky.”



MONIQUE BRYAN has been a longtime fan of Amoruso's hustle. When she heard about the first Girlboss rally in L.A., no way was she going to miss it. Nor did she care that Nasty Gal had filed for Chapter 11. "For her to be able to throw something like this in the face of all that? Like, she's not crawling under a rock. It only made me more interested." Bryan had just left her second startup in Toronto and wasn't flush with cash. But she bought the ticket and booked her trip for about \$1,100.

By the time she traveled to California, a lot changed. She celebrated her 36th birthday and was diagnosed with breast cancer. She was told she needed to do chemo and radiation, and to freeze her eggs, and she needed to do it all right away. But she took the trip. That March, Bryan stood in line with the other 500 girlbosses who'd gathered from around the world.

Bryan remembers the excitement of going in and getting her iridescent name badge, the Girlboss D.J., the glam squad room, her clear knapsack swag bag. "Everything was branded so beautifully," she says, "and I'm super critical." She also remembers the variety of speakers, from comedian Whitney Cummings to Glossier founder Emily Weiss. But the one she'll never forget was the one she heard completely by accident, when she ended up at a talk by Samantha Paige, an artist diagnosed with thyroid cancer at age 21, who'd bared her preventive double mastectomy in a striking Equinox campaign.

Bryan soaked up the talk and the Q&A afterward, until there

was time for just one more question. "I remember Sophia looking around and finally going, 'OK...you.' And I was like, *Oh, shit; I'm going to start bawling.*" Bryan found her voice and told Paige about the cancer, and then asked what she wished someone had told her when she was diagnosed. "Samantha has these piercing blue eyes—they look into your soul," Bryan says. "She was like: 'Feel it *all*. Be angry. Be mad. Don't take care of other people's feelings.'"

Back home, going through treatment, Bryan took Paige's advice. "I didn't realize how important it would be to me," she says. Bryan, who was declared cancer-free in August 2017, then launched her next business, a company that coaches women entrepreneurs. Has she attended more rallies? Yes. Did she join the Girlboss professional network? Hell, yes. "I'm her target customer," she says of Amoruso. "We're all just ready to absorb her books, social media, whatever she's giving out."

Stories like this, of course, are Girlboss gold. They're also what Amoruso knew was at the other end of her own troubles. After all, she was hearing from this audience. And she knew what it felt like to be knocked down and get back up again. "People tell you what they want—you just have to listen to build something they will love," Amoruso says. "Girlboss isn't about me. It's about her." ■

Liz Brody is a contributing editor at Entrepreneur.

Entrepreneur
FRANCHISE
500
RANKED #1
IN CATEGORY
2019

FRANCHISE OPPORTUNITIES AVAILABLE

CONTACT
Annette Bagwell
abagwell@goldencorral.net
800-284-5673 ext. 4479

See more pictures and information regarding the new prototype at www.goldencorralfranchise.com/ent

golden corral

MY SALON *Suite*[®] **SALON PLAZA**[®]

OVER 130+ *Stores Open!*



BE A PART OF A \$60 BILLION INDUSTRY

HUGE DEMAND BY SALON PROFESSIONALS

RECESSION RESISTANT - SALON SERVICES ARE ALWAYS NEEDED

NO SALON EXPERIENCE NECESSARY



LEARN MORE ABOUT FRANCHISING WITH US:
SUITEMANAGEMENTFRANCHISING.COM



CHAPTER

53 GOOD OPPORTUNITY

Find your path to owning a business through franchising.



50

Be the Boss!

Behold! Our annual compendium of more than 1,350 franchises and business opportunities.



106

How to Buy a Franchise

Here's everything you need to know to score a solid deal on your future.



114

The Perfect Fit

How a longtime corporate vet made the switch to fitness franchisee.



116

Community Service

She's a cop and a franchise owner who's protecting her town and serving it sandwiches.

The List

A BUYER'S MARKET

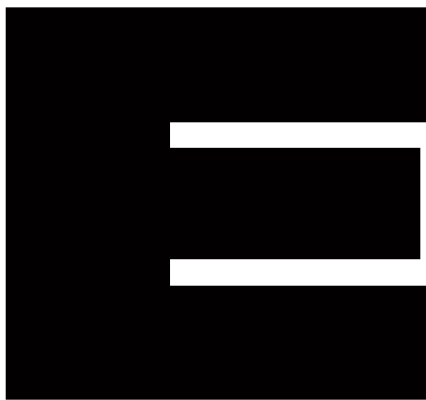
1,352 Opportunities
for You to Be the Boss

Compiled by
TRACY STAPP HEROLD

Contents

- Automotive  P.51
- Business Services  P.53
- Children's Businesses  P.55
- Financial Services  P.60
- Food/Full-Service Restaurants  P.61
- Food/Quick-Service  P.63
- Food/Retail Sales  P.71
- Health Businesses  P.72
- Home Improvement  P.73
- Lodging  P.75
- Maintenance  P.76
- Personal Care  P.81
- Pets  P.88
- Recreation  P.89
- Retail  P.90
- Services  P.92
- Tech  P.96
- Non-Franchise Opportunities  P.97
- Index  P.100





Each year, we compile and print one of the most comprehensive lists of franchise and non-franchise opportunities in the country. The list grew to more than 1,350 companies this year. We're confident you'll be able to find a product or service in our list that syncs with your life's passion and can show you a pathway to owning and running your own business. These companies have already done the heavy lifting of developing a winning product, identifying a lucrative market for it, and writing the playbook for success. All that's missing is you.

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

All information listed on the following pages was provided by the companies and has not been verified for accuracy. We present this listing as a service to our readers. For more information on buying a franchise or non-franchise business opportunity, visit Entrepreneur.com/franchise or Entrepreneur.com/bizopportunities.



Tint World

Automotive

APPEARANCE SERVICES

Alta Mere The Automotive Outfitters/SmartView Window Solutions

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

BEGAN: 1986, Franchising: 1993
UNITS: US: 14, CAN: 0, INTL: 0, CO: 0
COST: \$150.9K-\$207.6K, Rty: 7%
FINANCING: Yes
QUALIF: \$225K net worth w/\$50K-\$60K liquid

Colors On Parade ●●

Mobile auto paint and dent repair

BEGAN: 1989, Franchising: 1991
UNITS: US: 207, CAN: 0, INTL: 2, CO: 10
COST: \$33.8K-\$103K, Rty: 7-30%
FINANCING: Yes
QUALIF: \$10K-\$500K net worth w/\$10K-\$200K 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

Fast Tints Franchising

Mobile window tinting, paint protection, headlight restoration

BEGAN: 1993, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$63.7K-\$74.1K, Rty: 7%
FINANCING: Yes

Maaco Franchising

Auto painting and collision repair

BEGAN: 1972, Franchising: 1972
UNITS: US: 490, CAN: 20, INTL: 0, CO: 0
COST: \$362.3K-\$567.3K, 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: 72, CAN: 2, INTL: 2, CO: 0
COST: \$179.5K-\$259.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$150K net worth w/ \$70K liquid

Ziebart

Auto appearance and protection services

BEGAN: 1959, Franchising: 1962
UNITS: US: 85, CAN: 111, INTL: 182, CO: 14
COST: \$228.2K-\$450.5K, Rty: 5%/8%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

CAR WASHES

Fleet Clean USA ●

Mobile commercial-fleet washing

BEGAN: 2009, Franchising: 2013
UNITS: US: 21, CAN: 0, INTL: 0, CO: 9
COST: \$158.4K-\$321.4K, Rty: 8.5%
FINANCING: Yes
QUALIF: \$100K-\$150K net worth w/\$100K liquid

Green Shine ●●

Waterless car-wash services

BEGAN: 2005, Franchising: 2011
UNITS: US: 4, CAN: 0, INTL: 8, CO: 3
COST: \$28K-\$160.6K, Rty: 5%
FINANCING: No
QUALIF: \$31.7K liquid

Key

- Homebased/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

Tommy's Express

Car washes

BEGAN: 1969, Franchising: 2016
UNITS: US: 5, CAN: 0, INTL: 0, CO: 1
COST: \$2.3M-\$4.8M, Rty: 4%
FINANCING: Yes
QUALIF: \$750K liquid

 **OIL-CHANGE SERVICES**
Express Oil Change & Tire Engineers

Oil changes, tire services, tune-ups, repairs

BEGAN: 1979, Franchising: 1983
UNITS: US: 115, CAN: 0, INTL: 0, CO: 118
COST: \$1.9M-\$2.7M, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$350K liquid

Grease Monkey Franchising

Oil changes, preventive maintenance, brakes, light repairs

BEGAN: 1978, Franchising: 1979
UNITS: US: 176, CAN: 0, INTL: 69, CO: 116
COST: \$156.7K-\$342.9K, 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: 1,915, CAN: 160, INTL: 3, CO: 0
COST: \$234K-\$372.7K, Rty: 3-4%
FINANCING: Yes
QUALIF: \$450K net worth w/\$150K liquid

Speedee Oil Change & Auto Service Center

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

BEGAN: 1980, Franchising: 1982
UNITS: US: 53, CAN: 0, INTL: 32, CO: 3
COST: \$181.8K-\$507.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$60K-\$75K liquid

Valvoline Instant Oil Change

Oil changes and preventive maintenance

BEGAN: 1986, Franchising: 1988
UNITS: US: 703, CAN: 0, INTL: 0, CO: 451
COST: \$174.5K-\$2.5M, Rty: 4-6%
FINANCING: Yes
QUALIF: \$1M net worth w/\$600K liquid

 **WHEELS & TIRES**
Big O Tires

Tires, tire services, auto products

BEGAN: 1962, Franchising: 1982
UNITS: US: 449, CAN: 0, INTL: 0, CO: 0
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: 35, CAN: 0, INTL: 0, CO: 0
COST: \$321.3K-\$684.4K, Rty: 4%
FINANCING: Yes
QUALIF: \$500K net worth w/\$200K liquid

RNR Tire Express & Custom Wheels

Tire and custom wheel sales and rentals

BEGAN: 1999, Franchising: 2003
UNITS: US: 98, CAN: 0, INTL: 0, CO: 15
COST: \$500K-\$1M, Rty: 5%
FINANCING: Yes
QUALIF: \$1M-\$100M net worth w/\$500K-\$1M liquid

 **WINDSHIELD REPAIR**
Novus Glass

Auto glass repair and replacement

BEGAN: 1972, Franchising: 1985
UNITS: US: 172, CAN: 52, INTL: 1,767, CO: 32
COST: \$54.5K-\$258.2K, Rty: 6%
FINANCING: Yes
QUALIF: \$50K-\$120K net worth w/\$30K liquid

SuperGlass Windshield Repair

Windshield repair, glass scratch removal, headlight lens repair

BEGAN: 1992, Franchising: 1993
UNITS: US: 294, CAN: 5, INTL: 42, CO: 0
COST: \$18.7K-\$84.2K, Rty: 4%
FINANCING: Yes
QUALIF: \$15K net worth w/\$15K liquid

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

Transmission and general auto repairs, diagnostic services

BEGAN: 1963, Franchising: 1963
UNITS: US: 615, CAN: 9, INTL: 0, CO: 4
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: \$150K-\$200K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K net worth w/\$35K liquid

Auto-Lab Complete Car Care Centers

Auto repair and maintenance

BEGAN: 1987, Franchising: 1989
UNITS: US: 26, CAN: 0, INTL: 0, CO: 0
COST: \$130.8K-\$319.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K-\$400K net worth w/\$250K liquid

Carstar Franchise Systems

Auto collision repair

BEGAN: 1989, Franchising: 1989
UNITS: US: 328, CAN: 299, INTL: 0, CO: 1
COST: \$283.7K-\$829.8K, Rty: 1.5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$300K liquid

Champion 4x4

Off-road vehicle customization and maintenance

BEGAN: 2012, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$360K-\$582K, Rty: 6%
FINANCING: Yes
QUALIF: \$30K net worth w/\$30K liquid

Christian Brothers Automotive

Auto repair

BEGAN: 1982, Franchising: 1996
UNITS: US: 185, CAN: 0, INTL: 0, CO: 1
COST: \$464.3K-\$560.4K, Rty: Varies
FINANCING: Yes
QUALIF: \$250K net worth w/\$85K liquid

DPF Alternatives

Diesel filter cleaning and restoration

BEGAN: 2013, Franchising: 2016
UNITS: US: 12, CAN: 0, INTL: 0, CO: 0
COST: \$61K-\$142.5K, Rty: \$750/mo.
FINANCING: Yes

Heart Certified Auto Care

Auto repair and maintenance

BEGAN: 1983, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 3
COST: \$279K-\$728K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K net worth w/\$35K liquid

Meineke Car Care Centers

Auto repair and maintenance

BEGAN: 1972, Franchising: 1972
UNITS: US: 798, CAN: 37, INTL: 44, CO: 1
COST: \$122.8K-\$572.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$110K liquid

Merlin 200,000 Mile Shops

Auto repair, maintenance, and tires

BEGAN: 1975, Franchising: 1975
UNITS: US: 29, CAN: 0, INTL: 0, CO: 1
COST: \$251.2K-\$413K, Rty: 6.9%
FINANCING: Yes
QUALIF: \$250K net worth w/\$110K liquid

Midas International

Auto repair and maintenance

BEGAN: 1954, Franchising: 1956
UNITS: US: 1,000, CAN: 153, INTL: 867, CO: 0
COST: \$181.7K-\$459.6K, Rty: 3-5%
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: 86, CAN: 0, INTL: 0, CO: 1
COST: \$203.7K-\$288.1K, Rty: 7%
FINANCING: Yes
QUALIF: \$250K-\$300K net worth w/\$60K liquid

Precision Tune Auto Care

Auto repair and maintenance

BEGAN: 1975, Franchising: 1978
UNITS: US: 196, CAN: 0, INTL: 67, CO: 53
COST: \$127K-\$253.6K, Rty: 7.5-6%
FINANCING: Yes
QUALIF: \$350K net worth w/\$100K liquid

Tuffy Tire and Auto Service

Auto repair

BEGAN: 1970, Franchising: 1971
UNITS: US: 153, CAN: 0, INTL: 0, CO: 22
COST: \$224K-\$413.5K, Rty: 2.5-5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$150K liquid

 **MISCELLANEOUS AUTO PRODUCTS & SERVICES**
Byrider Franchising

Used-auto sales and financing

BEGAN: 1979, Franchising: 1989
UNITS: US: 119, 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

Line-X

Spray-on truck-bed liners, truck accessories, protective coatings

BEGAN: 1993, Franchising: 1999
UNITS: US: 424, CAN: 77, INTL: 75, CO: 6
COST: \$125.3K-\$318.98K, Rty: 0
FINANCING: Yes
QUALIF: \$150K net worth w/\$150K-\$250K liquid

Mighty Auto Parts

Wholesale distribution of auto parts

BEGAN: 1963, Franchising: 1970
UNITS: US: 96, CAN: 0, INTL: 0, CO: 4
COST: \$154.1K-\$390.4K, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K liquid

Business Services

ADVERTISING SERVICES

BirthDayPak ●●

Direct-mail advertising

BEGAN: 2009, Franchising: 2014
UNITS: US: 25, CAN: 0, INTL: 0, CO: 0
COST: \$22K-\$140.3K, Rty: 0
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Coffee News ●●

Weekly newspapers distributed at restaurants

BEGAN: 1988, Franchising: 1994
UNITS: US: 434, CAN: 203, INTL: 73, CO: 8
COST: \$10.8K-\$11.8K, Rty: \$40-\$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: \$35.3K-\$44.95K, Rty: 10%
FINANCING: Yes

Homes & Land ●●

Real-estate marketing magazines

BEGAN: 1973, Franchising: 1984
UNITS: US: 143, CAN: 25, INTL: 0, CO: 25
COST: \$47.5K-\$116K, Rty: 10.5%
FINANCING: Yes
QUALIF: \$150K net worth w/\$50K liquid

Local Door Coupons ●●

Coupons, advertising services

BEGAN: 2014, Franchising: 2015
UNITS: US: 53, CAN: 0, INTL: 0, CO: 1
COST: \$32.1K-\$47.9K, Rty: 9%
FINANCING: Yes
QUALIF: \$25K liquid

Money Mailer Franchise ●

Direct-mail, online, and mobile marketing services

BEGAN: 1979, Franchising: 1980
UNITS: US: 168, CAN: 0, INTL: 0, CO: 65
COST: \$50.2K-\$77K, Rty: \$75-\$300/area
FINANCING: Yes
QUALIF: \$200K net worth w/\$100K liquid

NeoTripper ●

Local trip-planning websites

BEGAN: 2016, Franchising: 2019
UNITS: US: 0, CAN: 0, INTL: 0, CO: 0
COST: \$26.6K-\$142.2K, Rty: 5%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

N2 Publishing ●●

Monthly community publications

BEGAN: 2004, Franchising: 2016
UNITS: US: 998, CAN: 0, INTL: 0, CO: 4
COST: \$975-\$5.7K, Rty: 15%
FINANCING: No

Our Town America ●

Direct-mail advertising to new movers

BEGAN: 1972, Franchising: 2004
UNITS: US: 65, CAN: 0, INTL: 0, CO: 0
COST: \$63.3K-\$86.3K, Rty: 5%
FINANCING: Yes
QUALIF: \$160K net worth w/\$70K liquid

RSVP Publications ●●

Direct-mail advertising

BEGAN: 1985, Franchising: 1998
UNITS: US: 64, CAN: 0, INTL: 0, CO: 0
COST: \$44.4K-\$176K, Rty: 7%
FINANCING: Yes
QUALIF: \$25K-\$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 School Communications Agency ●●

Electronic school newsletters

BEGAN: 2011, Franchising: 2013
UNITS: US: 1, CAN: 0, INTL: 0, CO: 4
COST: \$39.7K-\$59.9K, Rty: 12%
FINANCING: Yes
QUALIF: \$39.7K liquid

Town Money Saver ●●

Direct-mail and digital advertising

BEGAN: 1992, Franchising: 2005
UNITS: US: 52, CAN: 0, INTL: 0, CO: 0
COST: \$5.7K-\$17K, Rty: 0
FINANCING: No

BUSINESS BROKERAGES

Empire Business Brokers ●●

Business and financial brokerages

BEGAN: 1981, Franchising: 2018
UNITS: US: 1, CAN: 0, INTL: 0, CO: 0
COST: \$39.9K-\$123.4K, Rty: \$200+/mo.
FINANCING: Yes

Link Business

Business brokerages

BEGAN: 1996, Franchising: 2007
UNITS: US: 6, CAN: 0, INTL: 24, CO: 5
COST: \$53.2K-\$148.5K, Rty: 6.5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$53.2K-\$148.5K liquid

Murphy Business & Financial ●

Business brokerages, business valuations, franchise sales, commercial real estate

BEGAN: 1994, Franchising: 2006
UNITS: US: 129, CAN: 11, INTL: 0, CO: 1
COST: \$62.4K-\$123.7K, Rty: 10%
FINANCING: Yes
QUALIF: \$120K net worth w/\$65K liquid

Sunbelt Business Brokers

Business brokerages

BEGAN: 1979, Franchising: 1993
UNITS: US: 112, CAN: 31, INTL: 12, CO: 0
COST: \$43.5K-\$104K, Rty: 0
FINANCING: No

Transworld Business Advisors ●

Business brokerages; franchise consulting

BEGAN: 2007, Franchising: 2007
UNITS: US: 229, CAN: 5, INTL: 40, CO: 0
COST: \$74.9K-\$97.2K, Rty: 8%
FINANCING: No
QUALIF: \$60K-\$86.9K net worth w/\$60K-\$86.9K liquid

BUSINESS COACHING/CONSULTING

ActionCoach ●●

Business coaching

BEGAN: 1993, Franchising: 1997
UNITS: US: 149, CAN: 22, INTL: 682, CO: 3
COST: \$47.96K-\$904.8K, 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: 16, INTL: 126, CO: 27
COST: \$45.6K-\$94.6K, Rty: 10-50%
FINANCING: Yes
QUALIF: \$300K net worth w/\$70K liquid

The Entrepreneur's Source ●

Franchise/business coaching and development

BEGAN: 1984, Franchising: 1997
UNITS: US: 102, CAN: 2, INTL: 0, CO: 0
COST: \$86.8K-\$110.5K, Rty: 25%
FINANCING: Yes
QUALIF: \$199K net worth w/\$75K liquid

Expense Reduction Analysts ●

Business consulting

BEGAN: 1984, Franchising: 1993
UNITS: US: 137, CAN: 4, INTL: 549, CO: 6
COST: \$66K-\$85.9K, Rty: 15%
FINANCING: Yes

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: 64, CAN: 1, INTL: 3, CO: 0
COST: \$57K-\$78.9K, Rty: 10%
FINANCING: Yes
QUALIF: \$50K liquid



N2 Publishing

High Achievers ●

Business coaching

BEGAN: 1998, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 0
COST: \$50.6K-\$89.5K, Rty: 8-12%
FINANCING: No
QUALIF: \$50K liquid

 **COWORKING SPACES**
Office Evolution

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

BEGAN: 2003, Franchising: 2012
UNITS: US: 52, CAN: 0, INTL: 0, CO: 8
COST: \$127K-\$961K, Rty: 7.5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$250K liquid

Venture X

Coworking spaces

BEGAN: 2012, Franchising: 2016
UNITS: US: 13, CAN: 1, INTL: 0, CO: 1
COST: \$748.6K-\$2M, Rty: 6%
FINANCING: Yes
QUALIF: \$150K-\$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

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

Printing, marketing, mail, signs, promotional products

BEGAN: 1976, Franchising: 1977
UNITS: US: 221, CAN: 25, INTL: 0, CO: 2
COST: \$204.96K-\$560.8K, Rty: 1.5-6%
FINANCING: Yes
QUALIF: \$400K net worth w/\$200K liquid

AlphaGraphics

Printing, marketing communications, signs, and graphics

BEGAN: 1970, Franchising: 1980
UNITS: US: 256, CAN: 0, INTL: 23, CO: 0
COST: \$214.7K-\$380.6K, Rty: 7-3%
FINANCING: Yes
QUALIF: \$400K net worth w/\$150K liquid

Minuteman Press International

Printing, graphics, and marketing services

BEGAN: 1973, Franchising: 1975
UNITS: US: 715, CAN: 76, INTL: 175, CO: 0
COST: \$64.2K-\$166.5K, Rty: to 6%
FINANCING: Yes
QUALIF: \$50K liquid

PIP Marketing, Signs, Print

Printing, signs, marketing services

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

Proforma ●●

Printing and promotional products

BEGAN: 1978, Franchising: 1985
UNITS: US: 593, CAN: 43, INTL: 0, CO: 0
COST: \$4.7K-\$39.7K, Rty: 5-8%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

Sir Speedy Print Signs Marketing

Printing, signs, marketing services

BEGAN: 1968, Franchising: 1968
UNITS: US: 157, CAN: 1, INTL: 73, 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: 49, CAN: 0, INTL: 0, CO: 1
COST: \$66.95K-\$98.9K, Rty: 7%
FINANCING: Yes
QUALIF: \$75K net worth

Book by Owner ●●

Vacation-home property management

BEGAN: 2003, Franchising: 2009
UNITS: US: 10, CAN: 0, INTL: 0, CO: 0
COST: \$42.3K-\$72.5K, Rty: 6%
FINANCING: Yes

Keyrenter Property

Residential property management

BEGAN: 2007, Franchising: 2014
UNITS: US: 36, CAN: 0, INTL: 0, CO: 3
COST: \$70.1K-\$122.4K, Rty: 7%
FINANCING: Yes
QUALIF: \$150K net worth w/\$50K liquid

Property Management Inc. ●●

Commercial, residential, and association property management

BEGAN: 2008, Franchising: 2008
UNITS: US: 207, CAN: 0, INTL: 2, CO: 1
COST: \$21.3K-\$106.8K, Rty: 4-6%
FINANCING: Yes
QUALIF: \$50K-\$500K net worth
 w/\$50K-\$100K liquid

Real Property Management

Property management

BEGAN: 1986, Franchising: 2004
UNITS: US: 281, CAN: 29, INTL: 0, CO: 0
COST: \$86.8K-\$117.8K, Rty: 7%
FINANCING: Yes
QUALIF: \$150K net worth
 w/\$86.8K-\$117.8K liquid

 **SIGNS**
FastSigns International

Signs, graphics

BEGAN: 1985, Franchising: 1986
UNITS: US: 617, CAN: 36, INTL: 46, CO: 0
COST: \$197.2K-\$313.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$80K liquid

Image360

Signs, graphics, displays, digital imaging

BEGAN: 1986, Franchising: 1987
UNITS: US: 300, CAN: 7, INTL: 6, CO: 2
COST: \$192.4K-\$364.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K liquid

Signarama

Signs

BEGAN: 1986, Franchising: 1987
UNITS: US: 394, CAN: 45,
 INTL: 263, CO: 0
COST: \$110K-\$295.5K, Rty: 6-2%
FINANCING: Yes
QUALIF: \$60K liquid

SpeedPro Imaging

Large-format graphics

BEGAN: 2004, Franchising: 2005
UNITS: US: 134, CAN: 47, INTL: 0, CO: 0
COST: \$240.1K-\$285.9K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$80K liquid

 **STAFFING/RECRUITING**
AtWork Group

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

BEGAN: 1986, Franchising: 1992
UNITS: US: 92, CAN: 0, INTL: 0, CO: 1
COST: \$152K-\$231K, Rty: 7-2.6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Express Employment

Staffing, HR solutions

BEGAN: 1983, Franchising: 1985
UNITS: US: 763, CAN: 41, 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: 1
COST: \$86.3K-\$130.1K, Rty: 8%
FINANCING: Yes
QUALIF: \$150K net worth
 w/\$75K-\$100K liquid

Jomsom Staffing Services ●●

Temporary and permanent staffing, employment services

BEGAN: 2008, Franchising: 2012
UNITS: US: 4, CAN: 0, INTL: 0, CO: 2
COST: \$84.1K-\$128K, Rty: 5-10%
FINANCING: Yes
QUALIF: \$150K net worth w/\$100K liquid

Labor Finders

Industrial staffing

BEGAN: 1975, Franchising: 1975
UNITS: US: 194, 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: 35, 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: 17, CAN: 0, INTL: 0, CO: 52
COST: \$98.8K-\$148.8K, Rty: 5-8%
FINANCING: Yes
QUALIF: \$150K net worth w/\$100K liquid

Patrice & Associates ●

Hospitality, retail, and sales recruiting

BEGAN: 1989, Franchising: 2008
UNITS: US: 139, CAN: 2, INTL: 0, CO: 1
COST: \$90.95K-\$108K, Rty: 10%
FINANCING: Yes
QUALIF: \$100K net worth

PrideStaff

Staffing

BEGAN: 1978, Franchising: 1995
UNITS: US: 78, CAN: 0, INTL: 0, CO: 2
COST: \$154.1K-\$260.5K, Rty: Varies
FINANCING: Yes
QUALIF: \$350K-\$450K 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: 1
COST: \$102.9K-\$238.7K, Rty: 3-7%
FINANCING: No
QUALIF: \$40K-\$75K liquid

Remedy Intelligent Staffing

Staffing

BEGAN: 1965, Franchising: 1987
UNITS: US: 123, CAN: 0, INTL: 0, CO: 0
COST: \$151.8K-\$258.3K, Rty: Varies
FINANCING: No
QUALIF: \$350K net worth w/\$80K-\$120K liquid

Sanford Rose Associates International

Executive search and recruiting

BEGAN: 1959, Franchising: 1970
UNITS: US: 88, CAN: 0, INTL: 2, CO: 0
COST: \$108.3K-\$143.6K, Rty: 5-7%
FINANCING: Yes

Spherion Staffing

Staffing, recruiting

BEGAN: 1946, Franchising: 1956
UNITS: US: 181, CAN: 0, INTL: 0, CO: 0
COST: \$110.5K-\$177.9K, Rty: 0
FINANCING: Yes
QUALIF: \$150K net worth w/\$100K liquid

TRAINING PROGRAMS

Crestcom International

Leadership development and sales training

BEGAN: 1987, Franchising: 1991
UNITS: US: 48, CAN: 15, INTL: 125, CO: 0
COST: \$85.3K-\$101.5K, Rty: 1.5%
FINANCING: Yes
QUALIF: \$250K-\$2.5M net worth w/\$75K liquid

Dale Carnegie Training

Workplace training and development

BEGAN: 1912, Franchising: 2000
UNITS: US: 131, CAN: 12, INTL: 128, CO: 2
COST: \$52.2K-\$226.5K, Rty: 12%
FINANCING: Yes
QUALIF: \$500K-\$1M net worth w/\$50K-\$200K liquid

Leadership Management International

Leadership and organization training and development

BEGAN: 1966, Franchising: 1966
UNITS: US: 115, CAN: 20, INTL: 327, CO: 0
COST: \$20K-\$27.5K, Rty: 6%
FINANCING: Yes

Sandler Training

Sales and sales-management training

BEGAN: 1967, Franchising: 1983
UNITS: US: 164, CAN: 20, INTL: 74, CO: 0
COST: \$91.5K-\$108.5K, Rty: to \$1.2K/mo.
FINANCING: No
QUALIF: \$200K-\$400K net worth w/\$88.2K-\$105.8K liquid

MISCELLANEOUS BUSINESS SERVICES

AmSpirit Business Connections

Professional networking referral groups

BEGAN: 2004, Franchising: 2006
UNITS: US: 15, CAN: 0, INTL: 0, CO: 1
COST: \$33.2K-\$71.1K, Rty: 30%
FINANCING: Yes

Cartridge World

Printers, cartridges, and printer services

BEGAN: 1997, Franchising: 1997
UNITS: US: 272, CAN: 1, INTL: 398, 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

InXpress

Shipping services

BEGAN: 1999, Franchising: 2000
UNITS: US: 96, CAN: 24, INTL: 208, CO: 0
COST: \$85.6K-\$169.99K, Rty: 30%
FINANCING: Yes
QUALIF: \$150K net worth w/\$25K liquid

MediaCentric Franchise

Audiovisual services for businesses

BEGAN: 2001, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$24.5K-\$74.7K, Rty: 5%
FINANCING: No
QUALIF: \$20K liquid

Network In Action

Professional networking referral groups

BEGAN: 2015, Franchising: 2016
UNITS: US: 44, CAN: 0, INTL: 0, CO: 3
COST: \$43.6K-\$57.5K, Rty: 9%
FINANCING: Yes
QUALIF: \$50K net worth w/\$50K liquid

Nexterus Franchising

Consulting, supply chain management, logistics

BEGAN: 1946, Franchising: 2018
UNITS: US: 1, CAN: 0, INTL: 0, CO: 1
COST: \$77.8K-\$154.3K, Rty: 15%
FINANCING: Yes
QUALIF: \$200K liquid

PracticeForces

Medical billing and practice management services

BEGAN: 2003, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$14.7K-\$61K, Rty: 12%
FINANCING: Yes
QUALIF: \$39.9K net worth w/\$39.9K liquid

Relocation Strategies

Corporate transition consulting, project management

BEGAN: 1993, Franchising: 2001
UNITS: US: 18, CAN: 0, INTL: 0, CO: 1
COST: \$62.5K-\$88.2K, Rty: 3-6%
FINANCING: Yes
QUALIF: \$100K net worth w/\$30K liquid

Sculpture Hospitality

Bar and restaurant management solutions

BEGAN: 1987, Franchising: 1990
UNITS: US: 261, CAN: 26, INTL: 54, CO: 13
COST: \$43.4K-\$57.1K, Rty: \$15/audit
FINANCING: Yes
QUALIF: \$50K net worth w/\$30K liquid

Storm Assist

Sales and marketing support for contractors in storm zones

BEGAN: 2012, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$56.95K-\$74.9K, Rty: 14%
FINANCING: Yes
QUALIF: \$39.9K net worth w/\$39.9K liquid

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
QUALIF: \$100K net worth w/\$100K liquid

YESCO Sign & Lighting Service

Sign and lighting service and maintenance

BEGAN: 1920, Franchising: 2011
UNITS: US: 51, CAN: 6, 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: 11, 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: 9, CAN: 0, INTL: 0, CO: 9
COST: \$199K-\$463.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$200K-\$1M net worth w/\$100K-\$250K 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: \$693.5K-\$4.6M, Rty: 7%
FINANCING: Yes
QUALIF: \$600K-\$950K net worth w/\$300K-\$500K liquid

College Nannies, Sitters and Tutors

Nanny-placement, babysitting, tutoring

BEGAN: 2001, Franchising: 2005
UNITS: US: 188, CAN: 0, INTL: 0, CO: 0
COST: \$105K-\$173K, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$60K liquid

Creative World School Franchising

Early childhood education centers

BEGAN: 1970, Franchising: 2000
UNITS: US: 18, CAN: 0, INTL: 0, CO: 7
COST: \$2.4M-\$5.2M, Rty: 5-7%
FINANCING: Yes
QUALIF: \$400K-\$500K liquid

Discovery Point Franchising

Childcare

BEGAN: 1988, Franchising: 1990
UNITS: US: 44, CAN: 0, INTL: 0, CO: 3
COST: \$403.8K-\$3.4M, Rty: \$4.6K-\$6.3K+/mo.
FINANCING: Yes
QUALIF: \$1.5M net worth w/\$300K-\$500K liquid

Genius Kids

Preschool, daycare, public-speaking enrichment programs

BEGAN: 2001, Franchising: 2011
UNITS: US: 29, CAN: 0, INTL: 0, CO: 8
COST: \$239.9K-\$619.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$250K liquid

Goddard Systems

Preschool/educational childcare

BEGAN: 1986, Franchising: 1988
UNITS: US: 482, CAN: 0, INTL: 0, CO: 0
COST: \$619.9K-\$760.6K, Rty: 7%
FINANCING: Yes
QUALIF: \$750K-\$2M net worth w/\$150K liquid

Ivybrook Academy

Preschool

BEGAN: 2007, Franchising: 2016
UNITS: US: 3, CAN: 0, INTL: 110, 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: 5, CAN: 0, INTL: 0, CO: 5
COST: \$3.5M-\$4.6M, Rty: 7%
FINANCING: Yes
QUALIF: \$600K-\$1M net worth w/\$500K-\$1M liquid

Kiddie Academy

Educational childcare

BEGAN: 1981, Franchising: 1992
UNITS: US: 221, CAN: 0, INTL: 0, CO: 1
COST: \$425K-\$4.2M, Rty: 7%
FINANCING: Yes
QUALIF: \$700K net worth w/\$225K liquid

KidsPark

Hourly childcare

BEGAN: 1988, Franchising: 2003
UNITS: US: 15, CAN: 0, INTL: 0, CO: 2
COST: \$215.5K-\$405.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$45K-\$65K liquid

Kids 'R' Kids

Learning Academies

Childcare centers

BEGAN: 1985, Franchising: 1988
UNITS: US: 159, CAN: 0, INTL: 9, CO: 0
COST: \$4.4M-\$5.7M, Rty: 6%
FINANCING: Yes
QUALIF: \$400K-\$600K liquid

KLA Schools

Preschool/childcare

BEGAN: 2007, Franchising: 2009
UNITS: US: 13, CAN: 0, INTL: 0, CO: 5
COST: \$511.5K-\$2.1M, Rty: 6%
FINANCING: Yes
QUALIF: \$200K net worth w/\$200K liquid

LeafSpring Schools

Educational childcare/preschool

BEGAN: 1988, Franchising: 1999
UNITS: US: 11, CAN: 0, INTL: 8, CO: 5
COST: \$3.5M-\$6.5M, 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: 192, CAN: 0, INTL: 0, CO: 20
COST: \$493.5K-\$3.6M, Rty: 7%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

Legacy Academy

Childcare

BEGAN: 1997, Franchising: 1998
UNITS: US: 11, CAN: 0, INTL: 0, CO: 0
COST: \$3.5M-\$6.1M, Rty: 5%
FINANCING: Yes
QUALIF: \$250K liquid

Lightbridge Academy

Childcare/early learning

BEGAN: 1997, Franchising: 2011
UNITS: US: 27, CAN: 0, INTL: 0, CO: 13
COST: \$549.2K-\$5.1M, Rty: 7%
FINANCING: Yes
QUALIF: \$1M net worth w/\$200K liquid

Montessori Kids Universe

Educational childcare

BEGAN: 1988, Franchising: 2013
UNITS: US: 9, CAN: 0, INTL: 0, CO: 0
COST: \$426.5K-\$933.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$125K-\$150K 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: 382, CAN: 0, INTL: 0, CO: 0
COST: \$637.9K-\$5.7M, Rty: 7%
FINANCING: Yes
QUALIF: \$700K-\$1M net worth w/\$350K-\$750K liquid

Tierra Encantada

Spanish immersion daycare and preschool

BEGAN: 2013, Franchising: 2019
UNITS: US: 0, CAN: 0, INTL: 0, CO: 4
COST: \$591.3K-\$1.1M, Rty: 7%
FINANCING: No
QUALIF: \$400K net worth w/\$178K liquid

 **CHILDREN'S ENRICHMENT PROGRAMS**
AbraKadoodle

Art-education programs

BEGAN: 2002, Franchising: 2004
UNITS: US: 44, CAN: 0, INTL: 437, CO: 2
COST: \$37.96K-\$81.8K, Rty: 8%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

Baby Power/Forever Kids

Play and enrichment programs

BEGAN: 1973, Franchising: 1998
UNITS: US: 1, CAN: 0, INTL: 40, CO: 0
COST: \$80.6K-\$114.6K, Rty: \$300-\$450/mo.
FINANCING: No
QUALIF: \$150K-\$200K net worth w/\$20K liquid

Bach to Rock

Music schools

BEGAN: 2007, Franchising: 2011
UNITS: US: 25, CAN: 0, INTL: 0, CO: 7
COST: \$291.9K-\$504.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K liquid

Bricks 4 Kidz

Lego-engineering classes, camps, parties

BEGAN: 2008, Franchising: 2009
UNITS: US: 403, CAN: 57, INTL: 180, CO: 0
COST: \$17.6K-\$75.98K, 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: \$47.6K-\$62.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$100K net worth w/\$40K liquid

Chef It Up!/Chef It Up 2 Go!

Allergy-friendly cooking parties, classes, and events

BEGAN: 2003, Franchising: 2005
UNITS: US: 12, CAN: 0, INTL: 0, CO: 2
COST: \$36.1K-\$95.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$10K liquid

Club SciKidz

Science and technology enrichment programs

BEGAN: 1997, Franchising: 2007
UNITS: US: 6, CAN: 0, INTL: 0, CO: 1
COST: \$43K-\$63.4K, Rty: 6%
FINANCING: No
QUALIF: \$75K net worth w/\$45K liquid

CodeFu

Computer science enrichment programs

BEGAN: 2015, Franchising: 2018
UNITS: US: 7, CAN: 0, INTL: 0, CO: 7
COST: \$35K-\$59K, Rty: 10%
FINANCING: No

Code Ninjas

Computer-coding learning centers for children

BEGAN: 2016, Franchising: 2016
UNITS: US: 102, CAN: 0, INTL: 0, CO: 0
COST: \$110.1K-\$353.3K, Rty: 6%
FINANCING: Yes

the Coder School

Coding education for ages 7 to 18

BEGAN: 2014, Franchising: 2015
UNITS: US: 20, CAN: 0, INTL: 0, CO: 3
COST: \$65.3K-\$150.7K, Rty: 5%
FINANCING: No
QUALIF: \$250K net worth w/\$50K liquid

CompuChild

STEAM classes

BEGAN: 1994, Franchising: 2001
UNITS: US: 26, CAN: 0, INTL: 0, CO: 1
COST: \$18.3K-\$33K, Rty: \$150+/mo.
FINANCING: No
QUALIF: \$50K net worth w/\$8K-\$17.5K liquid

ConfidentLee ●●

Confidence-building courses for children and adults

BEGAN: 2015, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$7.1K-\$17.1K, Rty: 8%
FINANCING: No
QUALIF: \$50K net worth w/\$20K liquid

Drama Kids International ●●

After-school drama classes and summer camps

BEGAN: 1979, Franchising: 1989
UNITS: US: 72, CAN: 0, INTL: 165, CO: 0
COST: \$33.8K-\$43.5K, Rty: 8%
FINANCING: Yes
QUALIF: \$50K net worth w/\$30K-\$50K liquid

Engineering for Kids ●●

STEM activities

BEGAN: 2009, Franchising: 2011
UNITS: US: 106, CAN: 10, INTL: 52, CO: 1
COST: \$27.6K-\$94.3K, Rty: 7-5%
FINANCING: Yes

Flour Power Kids

Cooking Studios

Children's cooking classes, parties, and camps; adult cooking classes

BEGAN: 2008, Franchising: 2015
UNITS: US: 5, CAN: 0, INTL: 0, CO: 0
COST: \$131.7K-\$241.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K net worth w/\$50K liquid

High Touch-High Tech ●

Science enrichment activities for schools/parties

BEGAN: 1990, Franchising: 1993
UNITS: US: 18, CAN: 2, INTL: 10, CO: 4
COST: \$62.8K-\$69K, Rty: 7%
FINANCING: Yes
QUALIF: \$125K net worth w/\$39.5K-\$61.3K liquid

Hobby Quest Group ●●

Enrichment programs, camps, workshops, parties

BEGAN: 2003, Franchising: 2012
UNITS: US: 13, CAN: 0, INTL: 0, CO: 7
COST: \$38.9K-\$53.2K, Rty: 7%
FINANCING: No
QUALIF: \$50K net worth w/\$20K liquid

Ho Math Chess Tutoring Centre ●●

After-school math, chess, and puzzle learning programs

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

iCode

Computer science education for children in grades K-12

BEGAN: 2015, Franchising: 2016
UNITS: US: 5, CAN: 0, INTL: 0, CO: 1
COST: \$293K-\$347K, Rty: 8%
FINANCING: Yes
QUALIF: \$350K net worth w/\$100K liquid

IDEA Lab Kids

STEAM enrichment classes, camps, and parties

BEGAN: 2012, Franchising: 2016
UNITS: US: 13, CAN: 1, INTL: 0, CO: 0
COST: \$123K-\$246.1K, Rty: 8%
FINANCING: Yes
QUALIF: \$25K-\$50K liquid

Kidcreate Studio

Children's art education

BEGAN: 2007, Franchising: 2016
UNITS: US: 3, CAN: 0, INTL: 0, CO: 2
COST: \$97.9K-\$218.3K, Rty: 8%
FINANCING: Yes
QUALIF: \$200K net worth w/\$75K liquid

Kids Can CAD ●

Technology education programs for grades 3 through 12

BEGAN: 2017, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$38.4K-\$45.7K, Rty: 7%
FINANCING: Yes

KidzArt ●●

Art-education programs, products, and services

BEGAN: 1997, Franchising: 2002
UNITS: US: 30, CAN: 1, INTL: 9, CO: 0
COST: \$21.5K-\$34.1K, Rty: 8%
FINANCING: Yes

LearningRx

Learning enhancement, cognitive training, reading training

BEGAN: 1986, Franchising: 2003
UNITS: US: 67, CAN: 0, INTL: 0, CO: 1
COST: \$91.5K-\$198K, Rty: 10%
FINANCING: Yes
QUALIF: \$250K net worth w/\$37K-\$78K liquid

Little Medical School ●●

Healthcare-themed after-school and summer-camp programs

BEGAN: 2010, Franchising: 2014
UNITS: US: 34, CAN: 1, INTL: 6, CO: 4
COST: \$36.8K-\$53.2K, Rty: 8%+
FINANCING: Yes

Mad Science Group

Science education and entertainment programs

BEGAN: 1985, Franchising: 1995
UNITS: US: 83, CAN: 21, INTL: 39, CO: 1
COST: \$74.8K-\$110.5K, Rty: 8%
FINANCING: No
QUALIF: \$23.5K liquid

MakerKids

STEM programs

BEGAN: 2013, Franchising: 2016
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$152.8K-\$399K, Rty: 8%
FINANCING: No
QUALIF: \$100K liquid

My Music Workshop ●●

Music classes for ages 2 to 6

BEGAN: 2009, Franchising: 2018
UNITS: US: 1, CAN: 0, INTL: 0, CO: 1
COST: \$31.1K-\$48.5K, Rty: 8%
FINANCING: No

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

Parker-Anderson

Enrichment ●●

Enrichment programs

BEGAN: 2005, Franchising: 2014
UNITS: US: 14, 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: 8, CAN: 0, INTL: 192, CO: 2
COST: \$198.7K-\$399.2K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

School of Rock

Music education

BEGAN: 1998, Franchising: 2005
UNITS: US: 150, CAN: 7, INTL: 22, CO: 35
COST: \$169.4K-\$399.1K, Rty: 8%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

Snapology ●●

STEAM education programs

BEGAN: 2010, Franchising: 2015
UNITS: US: 72, CAN: 2, INTL: 24, CO: 2
COST: \$40.4K-\$185.9K, Rty: 6%
FINANCING: Yes
QUALIF: \$34.9K-\$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 ●●

Biomedicine, engineering, and coding programs for ages 4 to 14

BEGAN: 2011, Franchising: 2014
UNITS: US: 53, CAN: 20, INTL: 2, CO: 5
COST: \$19.9K-\$48.7K, Rty: 7%+
FINANCING: Yes
QUALIF: \$125K net worth w/\$20K liquid

Stemtree

Science, technology, and engineering programs

BEGAN: 2014, Franchising: 2016
UNITS: US: 5, CAN: 0, INTL: 0, CO: 1
COST: \$65.2K-\$128.8K, Rty: 8%
FINANCING: No
QUALIF: \$80K-\$130K liquid

Taste Buds Kitchen

Cooking events for children and adults

BEGAN: 2007, Franchising: 2013
UNITS: US: 12, CAN: 0, INTL: 0, CO: 2
COST: \$260.1K-\$405.2K, Rty: 9%
FINANCING: Yes

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
QUALIF: \$24.9K net worth w/\$24.9K liquid

Wize Computing Academy ●●

Coding and robotics classes for ages 4 to 16

BEGAN: 2015, Franchising: 2018
UNITS: US: 3, CAN: 0, INTL: 0, CO: 1
COST: \$29.8K-\$66.8K, Rty: 8-6%
FINANCING: Yes
QUALIF: \$50K net worth w/\$25K liquid

Young Rembrandts

Franchise ●●

Drawing classes for ages 3 to 12

BEGAN: 1988, Franchising: 1997
UNITS: US: 91, CAN: 5, INTL: 5, CO: 0
COST: \$41.3K-\$48.7K, Rty: 10-8%
FINANCING: Yes
QUALIF: \$100K net worth w/\$40K liquid

CHILDREN'S ENTERTAINMENT

Fun Fieldz ●●

Mobile sports-themed parties and events

BEGAN: 2011, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$29.8K-\$50.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$100K net worth w/\$40K liquid

Funtopia

Indoor wall-climbing and family entertainment facilities

BEGAN: 2013, Franchising: 2015
UNITS: US: 0, CAN: 0, INTL: 4, CO: 5
COST: \$627.1K-\$1.9M, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth

Kubo Play

Indoor party spaces

BEGAN: 2013, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$147.8K-\$243.6K, Rty: 5%
FINANCING: Yes
QUALIF: \$30K net worth w/\$30K liquid

Monkey Bizness Franchising

Indoor play and party centers

BEGAN: 2003, Franchising: 2006
UNITS: US: 3, CAN: 0, INTL: 0, CO: 3
COST: \$240.5K-\$497.5K, Rty: 3-6%
FINANCING: Yes
QUALIF: \$250K liquid

Monkey Joe's Parties & Play

Family entertainment centers

BEGAN: 2004, Franchising: 2005
UNITS: US: 43, CAN: 0, INTL: 0, CO: 0
COST: \$699.4K-\$1.5M, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K 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

 **CHILDREN'S FITNESS**
Amazing Athletes  

Educational sports programs

BEGAN: 2002, Franchising: 2006
UNITS: US: 115, CAN: 0, INTL: 4, CO: 11
COST: \$30.7K-\$44.2K, Rty: 8%
FINANCING: Yes
QUALIF: \$30K net worth w/\$15.5K 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
QUALIF: \$29.9K net worth w/\$29.9K liquid

D-BAT Academies

Indoor baseball and softball training, batting cages, merchandise

BEGAN: 1998, Franchising: 2007
UNITS: US: 56, CAN: 0, INTL: 3, CO: 0
COST: \$397K-\$698.98K, Rty: 40% of membership fees
FINANCING: Yes
QUALIF: \$300K-\$5M net worth w/\$75K-\$200K liquid

Fun Bus Fitness
Fun on Wheels 

Mobile children's fitness and entertainment

BEGAN: 2000, Franchising: 2003
UNITS: US: 24, CAN: 0, INTL: 0, CO: 0
COST: \$140.5K-\$171.8K, Rty: 7%
FINANCING: Yes
QUALIF: \$100K net worth w/\$100K liquid

GolfU

Children's golf training

BEGAN: 2015, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$130.1K-\$185.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$130K-\$131K net worth w/\$39K-\$40K liquid

Hi-Five Sports Franchising  

Youth sports programs

BEGAN: 1990, Franchising: 2015
UNITS: US: 8, CAN: 0, INTL: 0, CO: 4
COST: \$17.9K-\$488.2K, Rty: 8.5%
FINANCING: Yes

i9 Sports 

Youth sports leagues, camps, and clinics

BEGAN: 2002, Franchising: 2003
UNITS: US: 136, CAN: 0, INTL: 0, CO: 1
COST: \$36.5K-\$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
QUALIF: \$100K net worth w/\$50K-\$100K liquid

Kinderdance International  

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

BEGAN: 1979, Franchising: 1985
UNITS: US: 101, CAN: 1, INTL: 46, 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: 206, CAN: 8, INTL: 207, CO: 0
COST: \$181.5K-\$431.5K, Rty: 8%
FINANCING: Yes
QUALIF: \$150K-\$200K net worth w/\$75K-\$100K liquid

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

Middle School Matchup  

Middle school baseball tournaments

BEGAN: 2012, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 0
COST: \$41K-\$137.7K, Rty: 9%
FINANCING: No

My Gym Children's
Fitness Center  

Early-learning/fitness programs

BEGAN: 1983, Franchising: 1995
UNITS: US: 170, CAN: 15, INTL: 464, CO: 0
COST: \$36.8K-\$244.2K, 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: 49, CAN: 0, INTL: 0, CO: 1
COST: \$41.1K-\$63.1K, Rty: 8%
FINANCING: Yes
QUALIF: \$20K-\$30K liquid

**One Sports Nation/
Fun Size Sports**  

Youth sports leagues/children's sports enrichment programs

BEGAN: 2012, Franchising: 2012
UNITS: US: 24, CAN: 0, INTL: 0, CO: 1
COST: \$16.4K-\$94.5K, Rty: 8%
FINANCING: No

Overtime Franchise 

Youth sports programs

BEGAN: 2003, Franchising: 2016
UNITS: US: 12, CAN: 0, INTL: 0, CO: 2
COST: \$59.9K-\$68.6K, Rty: 8%
FINANCING: No
QUALIF: \$20K liquid

Parisi Speed School 

Youth sports performance training

BEGAN: 1992, Franchising: 2005
UNITS: US: 95, CAN: 0, INTL: 2, CO: 0
COST: \$37.8K-\$67K, Rty: \$600/mo.
FINANCING: Yes
QUALIF: \$20K liquid

RedLine Athletics Franchising

Youth athletic training centers

BEGAN: 2013, Franchising: 2013
UNITS: US: 21, CAN: 0, INTL: 0, CO: 1
COST: \$218.3K-\$337.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$300K net worth w/\$75K liquid

Skyhawks Sports & Supertots Sports Academy  

Sports camps and programs

BEGAN: 1979, Franchising: 2007
UNITS: US: 101, CAN: 0, INTL: 3, CO: 68
COST: \$30.8K-\$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: 1999, Franchising: 2005
UNITS: US: 196, CAN: 4, INTL: 0, CO: 9
COST: \$41K-\$53.95K, Rty: 7%
FINANCING: Yes
QUALIF: \$35K net worth w/\$20K liquid

Sportball 

Sports instruction for ages 16 months to 12 years

BEGAN: 1995, Franchising: 2007
UNITS: US: 6, CAN: 17, INTL: 1, CO: 4
COST: \$50.2K-\$68.3K, Rty: 8%
FINANCING: No

TGA Premier Sports  

Youth sports programs

BEGAN: 2002, Franchising: 2006
UNITS: US: 118, CAN: 2, INTL: 0, CO: 4
COST: \$18.8K-\$68.3K, Rty: 8%
FINANCING: Yes
QUALIF: \$25K net worth w/\$25K liquid

Tutu School

Children's ballet schools

BEGAN: 2008, Franchising: 2012
UNITS: US: 27, 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: \$90.5K-\$241.4K, Rty: 5%
FINANCING: No
QUALIF: \$135.8K-\$362.1K net worth w/\$32.5K-\$60K liquid

CHILDREN'S RETAIL

Bricks & Minifigs
Lego resale stores

BEGAN: 2010, Franchising: 2011
UNITS: US: 37, CAN: 1, INTL: 0, CO: 2
COST: \$108.5K-\$276.4K, Rty: 6%
FINANCING: Yes

Children's Orchard
Used children's clothing and toys
BEGAN: 1980, Franchising: 1985
UNITS: US: 26, CAN: 0, INTL: 0, CO: 0
COST: \$174.7K-\$326K, Rty: 4%
FINANCING: Yes
QUALIF: \$400K net worth w/\$75K-\$90K liquid

Just Between Friends Franchise Systems ●●
Children's and maternity consignment events
BEGAN: 1997, Franchising: 2004
UNITS: US: 150, CAN: 1, INTL: 0, CO: 8
COST: \$38.6K-\$54.5K, Rty: 3%
FINANCING: No

Kid to Kid
New and used children's and maternity clothing and products
BEGAN: 1992, Franchising: 1994
UNITS: US: 88, CAN: 1, INTL: 25, CO: 2
COST: \$301.8K-\$484.8K, Rty: 5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$100K liquid

Learning Express Toys
Specialty toy stores
BEGAN: 1987, Franchising: 1990
UNITS: US: 111, CAN: 0, INTL: 0, CO: 0
COST: \$189.98K-\$364.3K, 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: 325, CAN: 44, INTL: 0, CO: 0
COST: \$268.5K-\$396.9K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K liquid

Rhea Lana's Franchise Systems ●●
Children's consignment events
BEGAN: 1997, Franchising: 2008
UNITS: US: 92, 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: 80, CAN: 1, INTL: 9, CO: 1
COST: \$496.9K-\$1M, Rty: 6%
FINANCING: No
QUALIF: \$1.5M net worth w/\$200K-\$500K liquid

Bear Paddle Swim School
Child swimming lessons
BEGAN: 2010, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 0
COST: \$1.5M-\$2.1M, Rty: 6%
FINANCING: No
QUALIF: \$500K-\$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: 4
COST: \$1.8M-\$3.6M, Rty: 6%
FINANCING: No
QUALIF: \$1.5M net worth w/\$600K liquid

British Swim School USA ●
Swimming lessons for ages 3 months and older
BEGAN: 1981, Franchising: 2011
UNITS: US: 61, CAN: 1, INTL: 1, CO: 0
COST: \$92.9K-\$239.4K, 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: 87, CAN: 1, INTL: 0, CO: 1
COST: \$1.3M-\$3M, Rty: 6%
FINANCING: Yes
QUALIF: \$750K-\$1.5M net worth w/\$450K-\$600K liquid

SafeSplash/SwimLabs/Swimtastic ●
Child and adult swimming lessons, parties, summer camps
BEGAN: 2005, Franchising: 2014
UNITS: US: 96, CAN: 0, INTL: 46, CO: 11
COST: \$39.5K-\$1.6M, Rty: 6%
FINANCING: Yes
QUALIF: \$500K-\$1M net worth w/\$60K-\$300K liquid

TUTORING

Best Brains ●
Tutoring centers
BEGAN: 2011, Franchising: 2013
UNITS: US: 99, CAN: 7, INTL: 0, CO: 4
COST: \$34.8K-\$62.7K, Rty: 14%
FINANCING: Yes
QUALIF: \$100K net worth w/\$35K liquid

Best in Class Education Center
After-school supplemental education
BEGAN: 1988, Franchising: 2011
UNITS: US: 55, CAN: 0, INTL: 0, CO: 0
COST: \$63.8K-\$125.5K, Rty: 12%
FINANCING: Yes
QUALIF: \$100K-\$150K net worth w/\$30K-\$50K liquid

Club Z! In-Home Tutoring Services ●●
In-home tutoring
BEGAN: 1995, Franchising: 1998
UNITS: US: 368, CAN: 13, INTL: 5, CO: 0
COST: \$33.8K-\$52.8K, 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: 196, CAN: 12, INTL: 610, CO: 814
COST: \$76.3K-\$143.8K, Rty: \$29-\$36/subject/mo.
FINANCING: No
QUALIF: \$150K net worth w/\$75K liquid

GradePower Learning
Supplemental education
BEGAN: 1984, Franchising: 1991
UNITS: US: 28, CAN: 118, INTL: 4, CO: 3
COST: \$106.6K-\$275K, Rty: 10%
FINANCING: No
QUALIF: \$100K net worth w/\$50K liquid

Huntington Learning Centers
Tutoring and test prep
BEGAN: 1977, Franchising: 1985
UNITS: US: 255, CAN: 0, INTL: 0, CO: 34
COST: \$119.2K-\$270.3K, Rty: 9.5%
FINANCING: Yes
QUALIF: \$150K net worth w/\$60K liquid

JEI Learning Center
Individualized supplemental education
BEGAN: 1977, Franchising: 1992
UNITS: US: 83, CAN: 9, INTL: 200, CO: 232
COST: \$66.3K-\$110K, 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: 1502, CAN: 354, INTL: 23998, CO: 27
COST: \$73.4K-\$154.8K, 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: 815, CAN: 47, INTL: 62, CO: 13
COST: \$112.8K-\$149.1K, Rty: 10%+
FINANCING: Yes
QUALIF: \$149.1K net worth w/\$112.8K liquid

Omega Learning Center
Tutoring/private schools
BEGAN: 2005, Franchising: 2007
UNITS: US: 9, CAN: 0, INTL: 0, CO: 0
COST: \$115.9K-\$231.5K, Rty: 10%
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K liquid

Reading Ranch
Tutoring and reading/writing classes for children in pre-K through fourth grade
BEGAN: 2006, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 6
COST: \$110.5K-\$232.3K, Rty: 10%
FINANCING: No
QUALIF: \$500K net worth w/\$250K-\$300K liquid

Sylvan Learning
Individualized supplemental education
BEGAN: 1979, Franchising: 1980
UNITS: US: 487, CAN: 72, INTL: 15, CO: 11
COST: \$70.98K-\$159.9K, Rty: 16%
FINANCING: Yes
QUALIF: \$150K net worth w/\$75K liquid

Tutor Doctor ●
Tutoring
BEGAN: 2000, Franchising: 2003
UNITS: US: 299, CAN: 114, INTL: 141, CO: 1
COST: \$68.5K-\$101.7K, Rty: 8%
FINANCING: Yes
QUALIF: \$100K-\$300K net worth w/\$62.5K-\$107.2K liquid

The Tutoring Center Franchise
Tutoring

BEGAN: 1994, Franchising: 2005
UNITS: US: 102, CAN: 0, INTL: 2, CO: 0
COST: \$99.5K-\$148.2K, Rty: \$1K/mo.
FINANCING: Yes
QUALIF: \$40K liquid

Financial Services

BUSINESS FINANCIAL SERVICES

The Interface Financial Group - IFG 50/50
Invoice discounting

BEGAN: 1972, Franchising: 2014
UNITS: US: 32, CAN: 5, INTL: 14, CO: 0
COST: \$86.8K-\$137.8K, Rty: 8%
FINANCING: Yes
QUALIF: \$150K net worth w/\$75K liquid

Lendio Franchising
Small-business financing

BEGAN: 2011, Franchising: 2016
UNITS: US: 42, CAN: 0, INTL: 0, CO: 0
COST: \$47K-\$53.5K, Rty: to \$4K/mo.
FINANCING: Yes
QUALIF: \$65K liquid

Padgett Business Services
Financial, payroll, consulting, and tax services

BEGAN: 1965, Franchising: 1975
UNITS: US: 225, CAN: 118, INTL: 0, CO: 0
COST: \$20.2K-\$99.98K, Rty: 9%+
FINANCING: No
QUALIF: \$100K net worth w/\$100K liquid

Payroll Vault Franchising
Payroll services

BEGAN: 2007, Franchising: 2012
UNITS: US: 41, CAN: 0, INTL: 0, CO: 1
COST: \$44.4K-\$70.6K, Rty: 6%
FINANCING: No
QUALIF: \$250K net worth w/\$100K liquid

Succentrix Business Advisors
Accounting, payroll, tax, and advisory services

BEGAN: 2014, Franchising: 2015
UNITS: US: 30, CAN: 0, INTL: 0, CO: 1
COST: \$37.1K-\$48.7K, Rty: 7%
FINANCING: Yes
QUALIF: \$50K-\$100K net worth w/\$25K-\$50K liquid

Supporting Strategies
Bookkeeping and operational support for small businesses

BEGAN: 2004, Franchising: 2013
UNITS: US: 98, CAN: 0, INTL: 0, CO: 0
COST: \$76.9K-\$102.2K, Rty: 10%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid



INSURANCE

Brightway Insurance
Property and casualty insurance

BEGAN: 2003, Franchising: 2007
UNITS: US: 165, CAN: 0, INTL: 0, CO: 1
COST: \$123.4K-\$158.5K, Rty: 15-45%
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K liquid

Estrella Insurance
Auto, home, and business insurance

BEGAN: 1980, Franchising: 2008
UNITS: US: 150, CAN: 0, INTL: 0, CO: 0
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: 196, CAN: 0, INTL: 0, CO: 0
COST: \$67.1K-\$120.6K, Rty: 15-25%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

Goosehead Insurance Agency
Property and casualty insurance

BEGAN: 2003, Franchising: 2011
UNITS: US: 424, CAN: 0, INTL: 0, CO: 0
COST: \$60K-\$129.5K, Rty: 20-50%
FINANCING: Yes
QUALIF: \$25K-\$100K liquid

Just Insurance Brokers
Property and casualty insurance

BEGAN: 1993, Franchising: 2014
UNITS: US: 20, CAN: 0, INTL: 0, CO: 0
COST: \$85.6K-\$159.1K, Rty: 15%
FINANCING: Yes

Pronto Insurance
Insurance

BEGAN: 1997, Franchising: 2009
UNITS: US: 60, CAN: 0, INTL: 0, CO: 226
COST: \$52.9K-\$120.95K, Rty: 0
FINANCING: No
QUALIF: \$300K net worth w/\$70K liquid

Sebanda Insurance
Property, casualty, life, and health insurance, and annuity products

BEGAN: 2012, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 3
COST: \$57.3K-\$86.5K, Rty: 12.5%
FINANCING: Yes

Sunup Insurance Services
Insurance

BEGAN: 2016, Franchising: 2016
UNITS: US: 47, CAN: 0, INTL: 0, CO: 0
COST: \$34.3K-\$83.3K, Rty: 20%
FINANCING: No

TAX SERVICES

Daniel Ahart Tax Service
Tax preparation, bookkeeping, and payroll services

BEGAN: 2000, Franchising: 2005
UNITS: US: 24, CAN: 0, INTL: 0, CO: 2
COST: \$26.3K-\$44.6K, Rty: 12%
FINANCING: Yes
QUALIF: \$100K net worth w/\$20K liquid

Growth Solutionz
Tax preparation, business consulting, business services, financial planning

BEGAN: 1997, Franchising: 2014
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$74K-\$96.5K, Rty: 10%
FINANCING: Yes
QUALIF: \$150K net worth w/\$100K liquid

H&R Block
Tax preparation, electronic filing

BEGAN: 1955, Franchising: 1956
UNITS: US: 3,345, CAN: 583, INTL: 140, CO: 6,761
COST: \$31.6K-\$149.4K, Rty: 30%
FINANCING: Yes

Happy Tax Franchising
Tax preparation, electronic filing, bookkeeping/accounting

BEGAN: 2014, Franchising: 2015
UNITS: US: 132, CAN: 0, INTL: 0, CO: 0
COST: \$30.4K-\$66.5K, Rty: 10-20%
FINANCING: Yes

Jackson Hewitt Tax Service
Tax preparation

BEGAN: 1985, Franchising: 1986
UNITS: US: 3,903, CAN: 0, INTL: 0, CO: 1,843
COST: \$39.7K-\$105.4K, Rty: 5-15%
FINANCING: Yes

Liberty Tax Service
Tax preparation, electronic filing

BEGAN: 1972, Franchising: 1973
UNITS: US: 2,895, CAN: 209, INTL: 0, CO: 248
COST: \$58.7K-\$71.9K, Rty: 14%
FINANCING: Yes

Nstant Money Tax Service
Tax preparation, tax planning, business formation

BEGAN: 1997, Franchising: 2014
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$58.7K-\$71.9K, Rty: 12%
FINANCING: Yes
QUALIF: \$50K net worth w/\$50K liquid

SiempreTax+
Tax preparation

BEGAN: 2014, Franchising: 2014
UNITS: US: 39, CAN: 0, INTL: 0, CO: 22
COST: \$43.7K-\$71.9K, Rty: 14%
FINANCING: Yes
QUALIF: \$25K net worth w/\$25K liquid

Tax Care Franchise Group
Tax preparation, accounting, payroll, business consulting

BEGAN: 2002, Franchising: 2012
UNITS: US: 18, CAN: 0, INTL: 0, CO: 3
COST: \$121.8K-\$265.1K, Rty: 6%
FINANCING: No

MISCELLANEOUS FINANCIAL SERVICES

ACFN-The ATM Franchise Business
Automated teller machines

BEGAN: 1996, Franchising: 2003
UNITS: US: 247, CAN: 9, INTL: 0, CO: 0
COST: \$39.4K-\$64.8K, Rty: 0
FINANCING: Yes
QUALIF: \$50K liquid

Family Financial Centers ●

Financial services

BEGAN: 2004, Franchising: 2004
UNITS: US: 52, CAN: 0, INTL: 0, CO: 0
COST: \$18.5K-\$307K, Rty: Varies
FINANCING: Yes
QUALIF: \$500K-\$1M net worth w/\$60K-\$1M liquid

Motto Mortgage ●

Mortgage brokerages

BEGAN: 2016, Franchising: 2016
UNITS: US: 70, CAN: 0, INTL: 0, CO: 0
COST: \$47.3K-\$67.3K, 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: 20, CAN: 6, INTL: 680, CO: 21
COST: \$1M-\$2.1M, Rty: 5%
FINANCING: No
QUALIF: \$1.2M net worth w/\$500K liquid

HuHot Mongolian Grills

Mongolian grill restaurants

BEGAN: 1999, Franchising: 2002
UNITS: US: 46, CAN: 0, INTL: 0, CO: 21
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: 6%
FINANCING: Yes
QUALIF: \$500K-\$10M net worth w/\$80K-\$1M liquid

Sushi Sake

Japanese restaurants

BEGAN: 2009, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 14
COST: \$319.5K-\$791.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$40K net worth w/\$40K liquid

▶ **BREAKFAST RESTAURANTS**

Eggs Up Grill

Breakfast, brunch, and lunch restaurants

BEGAN: 1986, Franchising: 2005
UNITS: US: 35, CAN: 0, INTL: 0, CO: 1
COST: \$462.3K-\$653.7K, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

Famous Toastery

Breakfast, brunch, and lunch restaurants

BEGAN: 2005, Franchising: 2013
UNITS: US: 23, CAN: 0, INTL: 0, CO: 8
COST: \$600.5K-\$1M, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$250K liquid

The Flying Biscuit Cafe

Southern food and breakfast

BEGAN: 1993, Franchising: 2006
UNITS: US: 16, CAN: 0, INTL: 0, CO: 1
COST: \$442.5K-\$737K, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

Grumpy's Restaurant

Breakfast and lunch restaurants

BEGAN: 2001, Franchising: 2019
UNITS: US: 1, CAN: 0, INTL: 0, CO: 1
COST: \$375.9K-\$675.9K, Rty: 4-5%
FINANCING: Yes
QUALIF: \$120K liquid

▶ **BUFFET RESTAURANTS**

Cicis

All-you-can-eat pizza buffets

BEGAN: 1985, Franchising: 1987
UNITS: US: 378, CAN: 0, INTL: 0, CO: 49
COST: \$222.5K-\$1.1M, Rty: 4-6%
FINANCING: Yes
QUALIF: \$750K net worth w/\$250K liquid

Golden Corral Restaurants

Family steakhouses, buffets, and bakeries

BEGAN: 1973, Franchising: 1987
UNITS: US: 448, CAN: 0, INTL: 0, CO: 43
COST: \$2.2M-\$6.6M, Rty: 4%
FINANCING: Yes
QUALIF: \$2.5M net worth w/\$500K liquid

▶ **ITALIAN RESTAURANTS**

Johnny's Italian Steakhouse

Steaks, seafood, pasta, desserts

BEGAN: 2002, Franchising: 2013
UNITS: US: 4, CAN: 0, INTL: 0, CO: 9
COST: \$1.3M-\$4M, Rty: 5%
FINANCING: Yes
QUALIF: \$2.5M-\$5M net worth w/\$500K-\$1M 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

Pizza Planet

Italian restaurants and ice cream parlors

BEGAN: 2007, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$152.2K-\$420.5K, Rty: 2.5%
FINANCING: Yes
QUALIF: \$50K net worth w/\$10K liquid

Russo's New York Pizzeria ●

Pizza, pasta, soups, salads, sandwiches, desserts

BEGAN: 1994, Franchising: 1998
UNITS: US: 31, CAN: 0, INTL: 8, CO: 7
COST: \$454.4K-\$1.5M, Rty: 6%
FINANCING: Yes
QUALIF: \$1M net worth w/\$250K-\$750K liquid

Sam & Louie's

Italian restaurants/pizzerias

BEGAN: 1994, Franchising: 2000
UNITS: US: 8, CAN: 0, INTL: 0, CO: 2
COST: \$327.5K-\$468.7K, Rty: 5%
FINANCING: Yes
QUALIF: \$350K net worth w/\$100K liquid

▶ **SPORTS BARS/PUBS**

Arooga's Grille House & Sports Bar

Sports-themed restaurants and bars

BEGAN: 2007, Franchising: 2010
UNITS: US: 9, CAN: 0, INTL: 0, CO: 10
COST: \$1.3M-\$3.4M, Rty: 5%
FINANCING: Yes
QUALIF: \$4M net worth w/\$700K liquid

Bar Louie

Restaurants and bars

BEGAN: 1990, Franchising: 2006
UNITS: US: 19, CAN: 0, INTL: 0, CO: 112
COST: \$763.5K-\$3.4M, Rty: 5%
FINANCING: Yes
QUALIF: \$1.5M-\$10M net worth w/\$500K-\$5M liquid

Beef O'Brady's Family Sports Pub

Family sports restaurants

BEGAN: 1985, Franchising: 1998
UNITS: US: 155, CAN: 0, INTL: 0, CO: 16
COST: \$806.6K-\$1.3M, Rty: 4%
FINANCING: Yes
QUALIF: \$450K net worth w/\$250K liquid

Beermiscuous

Craft beer cafes

BEGAN: 2014, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$272K-\$388.2K, Rty: 5%
FINANCING: No
QUALIF: \$300K-\$500K net worth w/\$75K-\$150K liquid

Boston's Restaurant & Sports Bar

Restaurants and sports bars

BEGAN: 1963, Franchising: 1968
UNITS: US: 21, CAN: 387, INTL: 14, CO: 2
COST: \$1.1M-\$3M, Rty: 5%
FINANCING: Yes
QUALIF: \$1.5M net worth w/\$500K liquid

Brass Tap

Craft beer bars

BEGAN: 2008, Franchising: 2010
UNITS: US: 47, CAN: 0, INTL: 0, CO: 1
COST: \$780.7K-\$1.3M, Rty: 4%
FINANCING: Yes
QUALIF: \$500K net worth w/\$250K liquid

Buffalo Wild Wings

Buffalo wings

BEGAN: 1982, Franchising: 1991
UNITS: US: 587, CAN: 14, INTL: 52, CO: 621
COST: \$1.9M-\$3.8M, Rty: 5%
FINANCING: Yes
QUALIF: \$1.5M net worth w/\$750K liquid



PHOTOGRAPH COURTESY OF GOLDEN CORRAL

Buffalo Wings & Rings

Sports restaurants

BEGAN: 1984, Franchising: 1988
UNITS: US: 54, CAN: 0, INTL: 22, CO: 3
COST: \$1.3M-\$2.4M, Rty: 5%
FINANCING: Yes
QUALIF: \$1M net worth w/\$300K liquid

Ceviches by Divino

Peruvian food and craft beer

BEGAN: 2011, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$129.4K-\$261.4K, Rty: 6%
FINANCING: Yes

The Dirty Buffalo

Restaurants and sports bars

BEGAN: 2012, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$394.1K-\$999.7K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$50K liquid

Global Brew Tap House

Craft beer bars

BEGAN: 2011, Franchising: 2014
UNITS: US: 3, CAN: 0, INTL: 0, CO: 2
COST: \$337.3K-\$545.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K-\$150K liquid

The Greene Turtle Sports Bar & Grille

Family restaurants and sports bars

BEGAN: 1976, Franchising: 2003
UNITS: US: 35, CAN: 0, INTL: 0, CO: 12
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: 136, CAN: 8, INTL: 81, CO: 207
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: 30, CAN: 0, INTL: 0, CO: 2
COST: \$998K-\$2.6M, Rty: 6%
FINANCING: Yes
QUALIF: \$1M net worth w/\$500K liquid

Oggi's Sports Brewhouse Pizza

Sports-themed restaurants

BEGAN: 1991, Franchising: 1995
UNITS: US: 15, CAN: 0, INTL: 0, CO: 1
COST: \$990K-\$1.8M, Rty: 5%
FINANCING: No
QUALIF: \$1M net worth w/\$250K liquid

Old Chicago Pizza & Taproom

Pizza, pasta, burgers, salads, craft beer

BEGAN: 1976, Franchising: 2000
UNITS: US: 35, CAN: 0, INTL: 0, CO: 73
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: 17, CAN: 0, INTL: 1, CO: 2
COST: \$1.5M-\$4.2M, Rty: 4-5%
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: 6%
FINANCING: Yes
QUALIF: \$200K liquid

Stacked Pickle

Restaurants and sports bars

BEGAN: 2010, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 9
COST: \$425.6K-\$939.9K, Rty: 5%
FINANCING: No

Tapville Station

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: \$34.5K net worth w/\$34.5K liquid

Tilted Kilt Franchise Operating

Restaurants and bars

BEGAN: 2003, Franchising: 2006
UNITS: US: 38, CAN: 3, INTL: 0, CO: 2
COST: \$887K-\$2.9M, Rty: 6%
FINANCING: No
QUALIF: \$1M-\$5M net worth w/\$500K-\$2M liquid

Twin Peaks Restaurant

Restaurants and bars

BEGAN: 2005, Franchising: 2007
UNITS: US: 51, CAN: 0, INTL: 1, CO: 30
COST: \$1.4M-\$3.6M, Rty: 5%
FINANCING: No
QUALIF: \$5M net worth w/\$1.8M liquid

Walk-On's Bistreaux & Bar

Louisiana-themed sports grills

BEGAN: 2003, Franchising: 2015
UNITS: US: 21, CAN: 0, INTL: 0, CO: 3
COST: \$1.2M-\$2.4M, Rty: 5%
FINANCING: No
QUALIF: \$1.3M net worth w/\$400K liquid

 **MISCELLANEOUS FULL-SERVICE RESTAURANTS**
Bacon Bros. Public House

Restaurants and bars

BEGAN: 2012, Franchising: 2015
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$846.5K-\$1.3M, Rty: 5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$100K liquid

Better Than Sex

Dessert restaurants

BEGAN: 2008, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$241.7K-\$320.9K, Rty: 6%
FINANCING: Yes

Black Bear Diner

Family restaurants

BEGAN: 1995, Franchising: 2002
UNITS: US: 74, CAN: 0, INTL: 0, CO: 42
COST: \$1.1M-\$1.9M, Rty: 4.5%
FINANCING: No

Black Rock Bar & Grill

Hot-rock-cooking restaurants

BEGAN: 2010, Franchising: 2014
UNITS: US: 14, CAN: 0, INTL: 0, CO: 1
COST: \$1.5M-\$2.99M, Rty: 4%
FINANCING: No
QUALIF: \$3M net worth w/\$300K liquid

Boomarang Diner Franchising

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

BEGAN: 2006, Franchising: 2006
UNITS: US: 28, CAN: 0, INTL: 0, CO: 23
COST: \$111.8K-\$550.6K, Rty: 3%
FINANCING: No
QUALIF: \$150K net worth w/\$75K liquid

Buffalo's Cafe

Buffalo wings

BEGAN: 1985, Franchising: 1990
UNITS: US: 14, CAN: 0, INTL: 4, CO: 1
COST: \$407.4K-\$1M, Rty: 6%
FINANCING: Yes
QUALIF: \$1.5M net worth w/\$500K liquid

The Counter

Build-your-own-burger restaurants

BEGAN: 2003, Franchising: 2005
UNITS: US: 29, CAN: 0, INTL: 8, CO: 3
COST: \$746K-\$2.3M, Rty: 6%
FINANCING: Yes
QUALIF: \$1.5M net worth w/\$500K liquid

East Coast Wings + Grill

Buffalo wings and craft beer

BEGAN: 1995, Franchising: 2004
UNITS: US: 34, CAN: 0, INTL: 0, CO: 2
COST: \$661.4K-\$1.1M, Rty: 5%
FINANCING: Yes
QUALIF: \$425K 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

Fire + Ice Interactive Grill and Bar

Build-your-own-meal grill and bar

BEGAN: 1997, Franchising: 2002
UNITS: US: 1, CAN: 0, INTL: 0, CO: 2
COST: \$1.1M-\$3M, Rty: 5%
FINANCING: No

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

Ground Round Grill & Bar

Casual restaurants

BEGAN: 1969, Franchising: 1969
UNITS: US: 23, CAN: 0, INTL: 0, CO: 0
COST: \$329K-\$2.2M, Rty: 2.5%/3.5%
FINANCING: No
QUALIF: \$1M-\$5M net worth w/\$500K-\$750K liquid

Hwy 55 Burgers, Shakes & Fries

'50s-style diners

BEGAN: 1991, Franchising: 1993
UNITS: US: 120, CAN: 0, INTL: 1, CO: 17
COST: \$196.1K-\$433.1K, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$125K liquid

la Madeleine French Bakery & Cafe

French bakeries and cafes

BEGAN: 1983, Franchising: 2011
UNITS: US: 48, CAN: 0, INTL: 0, CO: 32
COST: \$1.5M-\$2.3M, Rty: 5%
FINANCING: No
QUALIF: \$5M net worth w/\$2.5M liquid

The Lost Cajun

Cajun restaurants

BEGAN: 2010, Franchising: 2013
UNITS: US: 23, CAN: 0, INTL: 0, CO: 1
COST: \$212.6K-\$661K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

Lumberjacks Restaurant

Family restaurants

BEGAN: 2004, Franchising: 2011
UNITS: US: 6, CAN: 0, INTL: 0, CO: 4
COST: \$427.8K-\$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: 109, CAN: 1, INTL: 4, CO: 3
COST: \$1.5M-\$1.7M, Rty: 5%
FINANCING: Yes
QUALIF: \$750K net worth w/\$325K liquid

Panini Kabob Grill

Mediterranean restaurant

BEGAN: 1997, Franchising: 2017
UNITS: US: 1, CAN: 0, INTL: 0, CO: 12
COST: \$795K-\$1.99M, Rty: 5%
FINANCING: No
QUALIF: \$5M net worth w/\$995K liquid

Shuckin' Shack Oyster Bar

Oyster bar/seafood restaurants

BEGAN: 2007, Franchising: 2014
UNITS: US: 12, CAN: 0, INTL: 0, CO: 2
COST: \$234.2K-\$541.4K, Rty: 3-5%
FINANCING: Yes
QUALIF: \$300K net worth w/\$150K liquid



Food: Quick-Service

ACAI BOWLS

Frutta Bowls Franchising

Acai, pitaya, and kale bowls, and fruit smoothies

BEGAN: 2016, Franchising: 2017
UNITS: US: 30, CAN: 0, INTL: 0, CO: 2
COST: \$145.8K-\$385.6K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K-\$400K net worth w/\$50K-\$250K liquid

SoBol ●

Acai bowls

BEGAN: 2013, Franchising: 2016
UNITS: US: 22, CAN: 0, INTL: 0, CO: 2
COST: \$182.2K-\$385K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$125K-\$200K 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, paninis, salads

BEGAN: 2011, Franchising: 2014
UNITS: US: 50, CAN: 0, INTL: 0, CO: 5
COST: \$154.1K-\$563.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$100K liquid

ASIAN FOOD

Ginger Sushi Boutique ●

Sushi

BEGAN: 2000, Franchising: 2001
UNITS: US: 1, CAN: 156, INTL: 0, CO: 0
COST: \$265.6K-\$387.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K net worth w/\$80K liquid

Go! Go! Curry

Japanese curry and rice

BEGAN: 2006, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 7
COST: \$366.8K-\$777.3K, Rty: 6%
FINANCING: Yes

Hibachi Grill

Japanese food

BEGAN: 2010, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$311.9K-\$364.9K, Rty: 5-6%
FINANCING: Yes
QUALIF: \$29.9K net worth w/\$29.9K liquid

Island Fin Poke Co.

Poke

BEGAN: 2017, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$181.4K-\$299.5K, Rty: 5%
FINANCING: Yes

L&L Hawaiian Barbecue

Asian-American food

BEGAN: 1976, Franchising: 1991
UNITS: US: 183, CAN: 0, INTL: 2, CO: 0
COST: \$135.7K-\$527K, Rty: 4%
FINANCING: Yes
QUALIF: \$500K-\$1M net worth w/\$300K-\$600K liquid

LemonShark Poke ●

Poke

BEGAN: 2016, Franchising: 2017
UNITS: US: 14, CAN: 0, INTL: 0, CO: 3
COST: \$343.95K-\$613.7K, Rty: 3-6%
FINANCING: Yes
QUALIF: \$70K-\$100K liquid

Manchu Wok

Chinese food

BEGAN: 1981, Franchising: 1989
UNITS: US: 28, CAN: 76, INTL: 0, CO: 1
COST: \$441.1K-\$713.5K, Rty: 7%
FINANCING: No
QUALIF: \$380K net worth w/\$150K-\$200K 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

The Poke Company

Poke

BEGAN: 2016, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$285.1K-\$370.1K, Rty: 4-6%
FINANCING: Yes

Poke + Go

Build-your-own poke bowls

BEGAN: 2017, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$195.7K-\$394.4K, Rty: 5%
FINANCING: Yes

Poke Life

Poke

BEGAN: 2017, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$174.8K-\$438.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$30K net worth w/\$30K liquid

Pokeworks

Poke

BEGAN: 2015, Franchising: 2016
UNITS: US: 27, CAN: 0, INTL: 0, CO: 11
COST: \$250K-\$850.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$100K liquid

Poki Bowl

Build-your-own poke bowls

BEGAN: 2015, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 5
COST: \$169.8K-\$326.5K, Rty: 5.5%
FINANCING: Yes

Roc N Ramen Franchise

Ramen noodle dishes

BEGAN: 2014, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$249.1K-\$395.2K, Rty: 5%
FINANCING: Yes

Samurai Sam's Teriyaki Grill

Japanese food

BEGAN: 1994, Franchising: 1995
UNITS: US: 18, CAN: 0, INTL: 0, CO: 1
COST: \$106.3K-\$432.1K, Rty: 6%+
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K liquid

Sriracha House

Asian fusion food

BEGAN: 2013, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$222.3K-\$402K, Rty: 5%
FINANCING: Yes

Teriyaki Madness

Asian food

BEGAN: 2003, Franchising: 2005
UNITS: US: 53, CAN: 0, INTL: 0, CO: 3
COST: \$313.5K-\$653.9K, Rty: 6%
FINANCING: Yes
QUALIF: \$400K net worth w/\$125K liquid

Thai Express ●

Thai food

BEGAN: 2004, Franchising: 2004
UNITS: US: 6, CAN: 295, INTL: 0, CO: 1
COST: \$337.9K-\$753.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$400K net worth w/\$150K-\$350K liquid

BAKED GOODS: BAGELS

Between Rounds Bakery Sandwich Cafe ●

Bagels, baked goods, deli items, sandwiches

BEGAN: 1990, Franchising: 1992
UNITS: US: 1, CAN: 0, INTL: 0, CO: 3
COST: \$124.5K-\$438K, Rty: 5-7%
FINANCING: Yes
QUALIF: \$100K-\$500K net worth w/\$50K-\$200K liquid

Big Apple Bagels/My Favorite Muffin

Bagels, sandwiches, muffins, coffee, smoothies

BEGAN: 1993, Franchising: 1993
UNITS: US: 80, CAN: 0, INTL: 0, CO: 0
COST: \$284.5K-\$394K, Rty: 5%
FINANCING: No
QUALIF: \$300K net worth w/\$100K liquid

NYC Bagel and Sandwich Shop

Bagels and sandwiches

BEGAN: 1995, Franchising: 2007
UNITS: US: 10, CAN: 0, INTL: 0, CO: 1
COST: \$118.5K-\$208.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K liquid

UCBC Bagels

Bagels, muffins, sandwiches, salads, beverages

BEGAN: 2010, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 3
COST: \$182.9K-\$433.9K, Rty: 5%
FINANCING: Yes

 **BAKED GOODS: DOUGHNUTS**
The Dapper Doughnut  

Doughnuts and coffee

BEGAN: 2015, Franchising: 2016
UNITS: US: 18, CAN: 0, INTL: 0, CO: 1
COST: \$40.2K-\$282K, Rty: 5-7%
FINANCING: Yes
QUALIF: \$200K net worth w/\$100K liquid

Donut Bar

Doughnuts

BEGAN: 2013, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$308.7K-\$699K, Rty: 10%
FINANCING: No
QUALIF: \$700K net worth w/\$300K liquid

The Donut Experiment

Doughnuts and coffee

BEGAN: 2012, Franchising: 2015
UNITS: US: 7, CAN: 0, INTL: 0, CO: 1
COST: \$274K-\$323.5K, Rty: 6.5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K 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: 21, CAN: 0, INTL: 0, CO: 4
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

Shipley Do-Nuts

Doughnuts, kolaches, pastries, coffee

BEGAN: 1936, Franchising: 1987
UNITS: US: 285, CAN: 0, INTL: 0, CO: 13
COST: \$340.9K-\$566.2K, Rty: 4%
FINANCING: No
QUALIF: \$600K-\$750K net worth w/\$200K-\$250K liquid

 **BAKED GOODS: PRETZELS**
Auntie Anne's Hand-Rolled Soft Pretzels  

Soft pretzels

BEGAN: 1988, Franchising: 1989
UNITS: US: 1,288, CAN: 6, INTL: 640, CO: 13
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: 68, CAN: 0, INTL: 0, CO: 17
COST: \$107.2K-\$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: 167, CAN: 0, INTL: 0, CO: 7
COST: \$133.99K-\$351.4K, Rty: 6%
FINANCING: Yes
QUALIF: \$150K-\$300K net worth w/\$40K-\$100K liquid

Pretzelmaker 

Pretzels

BEGAN: 1991, Franchising: 1992
UNITS: US: 200, CAN: 49, INTL: 15, CO: 0
COST: \$205.2K-\$327K, 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: 310, CAN: 3, INTL: 10, CO: 20
COST: \$164.95K-\$405.9K, Rty: 7%
FINANCING: Yes
QUALIF: \$240K net worth w/\$60K liquid

 **BAKED GOODS: MISCELLANEOUS**
American Kolache

Kolaches

BEGAN: 2015, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 3
COST: \$184.6K-\$252.8K, Rty: 6%
FINANCING: No
QUALIF: \$300K net worth w/\$75K liquid

Breadsmith

European-style breads and sweets

BEGAN: 1993, Franchising: 1993
UNITS: US: 31, CAN: 0, INTL: 0, CO: 2
COST: \$354.3K-\$399.9K, Rty: 7-5%
FINANCING: Yes
QUALIF: \$300K net worth w/\$150K liquid

Cinnabon 

Cinnamon rolls, baked goods, coffee

BEGAN: 1985, Franchising: 1986
UNITS: US: 897, CAN: 26, INTL: 589, CO: 1
COST: \$185.2K-\$330.7K, Rty: 6%
FINANCING: Yes

Cinnaholic Franchising

Cinnamon rolls, coffee

BEGAN: 2010, Franchising: 2014
UNITS: US: 20, CAN: 2, INTL: 0, CO: 1
COST: \$178K-\$308.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$400K-\$1M net worth w/\$100K-\$250K liquid

Dessert'D Organic Bake Shop

Organic desserts

BEGAN: 2011, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$257K-\$446.6K, Rty: 6%
FINANCING: No

Gigi's Cupcakes

Cupcakes, baked goods, coffee

BEGAN: 2007, Franchising: 2008
UNITS: US: 77, CAN: 0, INTL: 0, CO: 9
COST: \$226.7K-\$425.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

Great American Cookies 

Cookies

BEGAN: 1977, Franchising: 1977
UNITS: US: 359, CAN: 0, INTL: 17, CO: 0
COST: \$160.5K-\$461.1K, Rty: 6%
FINANCING: No
QUALIF: \$250K net worth w/\$100K liquid

Great Harvest Franchising

Bakery cafes

BEGAN: 1976, Franchising: 1978
UNITS: US: 181, CAN: 0, INTL: 1, CO: 2
COST: \$144.1K-\$630.9K, Rty: 5%
FINANCING: Yes
QUALIF: \$400K net worth w/\$125K liquid

Kolache Factory

Kolaches

BEGAN: 1981, Franchising: 2000
UNITS: US: 31, CAN: 0, INTL: 0, CO: 25
COST: \$415.2K-\$696.9K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

Kurtos Cake   

Hungarian pastries

BEGAN: 2015, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$29.5K-\$46.5K, Rty: 6%
FINANCING: Yes

Le Macaron French Pastries 

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

BEGAN: 2009, Franchising: 2012
UNITS: US: 41, CAN: 0, INTL: 0, CO: 5
COST: \$91.8K-\$373.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$20K-\$65K 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

Woops!  

Macarons and coffee

BEGAN: 2012, Franchising: 2015
UNITS: US: 33, CAN: 0, INTL: 0, CO: 7
COST: \$79.9K-\$365.7K, Rty: 4%
FINANCING: Yes
QUALIF: \$200K-\$400K net worth w/\$50K-\$150K liquid

 **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: \$250K-\$500K net worth w/\$75K-\$225K liquid

Urban Bar-B-Que

Barbecue

BEGAN: 2003, Franchising: 2013
UNITS: US: 8, CAN: 0, INTL: 0, CO: 3
COST: \$182.7K-\$365.2K, Rty: 6%
FINANCING: No

 **CHICKEN**
Bojangles' Famous Chicken 'n Biscuits

Chicken, biscuits, iced tea

BEGAN: 1977, Franchising: 1978
UNITS: US: 438, CAN: 0, INTL: 3, CO: 325
COST: \$1.5M-\$2.4M, Rty: 4%
FINANCING: Yes
QUALIF: \$1M net worth w/\$500K liquid

Champs Chicken   

Fried chicken, fried fish, sides

BEGAN: 1998, Franchising: 2013
UNITS: US: 393, 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: 1,161, CAN: 19, INTL: 12, CO: 0
COST: \$12.4K-\$286.8K, Rty: 0
FINANCING: Yes

Chicken Salad Chick

Chicken salads, soups, sides

BEGAN: 2008, Franchising: 2012
UNITS: US: 71, CAN: 0, INTL: 0, CO: 19
COST: \$483K-\$648K, Rty: 5%
FINANCING: Yes
QUALIF: \$600K net worth w/\$150K liquid

Church's Chicken ●

Chicken

BEGAN: 1952, Franchising: 1969
UNITS: US: 832, CAN: 20, INTL: 536, CO: 168
COST: \$348.3K-\$1.8M, 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: 1, CAN: 0, INTL: 0, CO: 18
COST: \$462.95K-\$1.2M, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$150K liquid

Golden Chick

Chicken

BEGAN: 1967, Franchising: 1972
UNITS: US: 170, CAN: 0, INTL: 3, CO: 13
COST: \$237.95K-\$488K, Rty: 4%
FINANCING: Yes
QUALIF: \$1.5M-\$2.5M net worth w/\$350K-\$500K liquid

KFC US

Chicken

BEGAN: 1930, Franchising: 1952
UNITS: US: 4,011, CAN: 0, INTL: 16,764, CO: 668
COST: \$1.4M-\$2.8M, Rty: 4-5%
FINANCING: Yes
QUALIF: \$1.5M net worth w/\$750K liquid

Wing It On

Chicken wings, sandwiches, wraps

BEGAN: 2011, Franchising: 2014
UNITS: US: 5, CAN: 0, INTL: 0, CO: 2
COST: \$201.5K-\$337.9K, Rty: 4.5%
FINANCING: Yes
QUALIF: \$300K net worth w/\$75K liquid

☛ **COFFEE**

Aroma Joe's Coffee

Specialty coffee

BEGAN: 2000, Franchising: 2013
UNITS: US: 64, 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: 237, CAN: 0, INTL: 0, CO: 0
COST: \$186.9K-\$369.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$400K net worth w/\$70K liquid

The Coffee Beanery ●

Coffee, tea, sandwiches, salads

BEGAN: 1976, Franchising: 1985
UNITS: US: 40, CAN: 0, INTL: 19, CO: 1
COST: \$185K-\$466.5K, Rty: 4%
FINANCING: No
QUALIF: \$300K net worth w/\$75K-\$150K liquid

Drnk coffee + tea and Qwench juice bar ●

Espresso, coffee, tea, smoothies, juices, sandwiches

BEGAN: 2013, Franchising: 2015
UNITS: US: 14, CAN: 0, INTL: 0, CO: 0
COST: \$253.2K-\$693.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K-\$1M net worth w/\$150K-\$400K liquid

Dunkin' ●

Coffee, doughnuts, baked goods

BEGAN: 1950, Franchising: 1955
UNITS: US: 9,419, CAN: 0, INTL: 3,452, CO: 0
COST: \$228.6K-\$1.7M, Rty: 5.9%
FINANCING: Yes
QUALIF: \$500K net worth w/\$250K liquid

Dunn Brothers Coffee

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

BEGAN: 1987, Franchising: 1994
UNITS: US: 75, CAN: 0, INTL: 0, CO: 4
COST: \$406.3K-\$608.5K, Rty: 5%
FINANCING: No
QUALIF: \$500K net worth w/\$125K liquid

Gloria Jean's Coffees ●

Specialty coffee

BEGAN: 1979, Franchising: 1986
UNITS: US: 54, CAN: 0, INTL: 800, CO: 0
COST: \$173.2K-\$473K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K-\$350K net worth w/\$100K-\$150K liquid

The Human Bean Drive Thru

Specialty coffee

BEGAN: 1998, Franchising: 2002
UNITS: US: 76, CAN: 0, INTL: 0, CO: 13
COST: \$211.6K-\$738.4K, Rty: 0
FINANCING: Yes
QUALIF: \$250K-\$500K net worth w/\$150K-\$250K liquid

It's A Grind Coffee House ●

Specialty coffee

BEGAN: 1995, Franchising: 2000
UNITS: US: 17, CAN: 0, INTL: 8, CO: 0
COST: \$173.2K-\$473K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K-\$350K net worth w/\$100K-\$150K liquid

Maui Wowi Hawaiian Coffees & Smoothies ●●

Hawaiian coffee and smoothies

BEGAN: 1982, Franchising: 1997
UNITS: US: 139, CAN: 0, INTL: 5, CO: 0
COST: \$76.4K-\$569K, Rty: 0
FINANCING: Yes
QUALIF: \$150K net worth w/\$50K-\$150K 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: \$168.9K-\$566K, Rty: 3-6%
FINANCING: Yes
QUALIF: \$300K-\$750K net worth w/\$75K-\$250K liquid

Scooter's Coffee

Espresso drinks, smoothies, pastries

BEGAN: 1998, Franchising: 2001
UNITS: US: 192, CAN: 0, INTL: 0, CO: 15
COST: \$331K-\$648K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K liquid

☛ **FROZEN DESSERTS: CUSTARD**

Culver's

Frozen custard, specialty burgers

BEGAN: 1984, Franchising: 1988
UNITS: US: 661, CAN: 0, INTL: 0, CO: 6
COST: \$2M-\$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: 287, CAN: 0, INTL: 0, CO: 24
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: 94, CAN: 0, INTL: 0, CO: 9
COST: \$310.4K-\$628.99K, Rty: 6%
FINANCING: Yes
QUALIF: \$400K net worth w/\$200K liquid

sweetFrog Premium Frozen Yogurt ●●

Self-serve frozen yogurt

BEGAN: 2009, Franchising: 2012
UNITS: US: 198, CAN: 0, INTL: 8, CO: 76
COST: \$221.5K-\$439.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$150K liquid

Yogurtland Franchising ●

Self-serve frozen yogurt and ice cream

BEGAN: 2006, Franchising: 2007
UNITS: US: 261, CAN: 0, INTL: 44, CO: 12
COST: \$298.7K-\$693.3K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K-\$400K net worth w/\$200K liquid

Yogurt Mountain

Frozen yogurt, ice cream, gelato, custard, sorbet, Italian ice

BEGAN: 2009, Franchising: 2010
UNITS: US: 25, CAN: 0, INTL: 0, CO: 13
COST: \$249.99K-\$611.8K, Rty: 6%
FINANCING: No
QUALIF: \$400K net worth w/\$150K liquid

☛ **FROZEN DESSERTS: ICE CREAM**

Baskin-Robbins ●

Ice cream, frozen yogurt, frozen beverages

BEGAN: 1945, Franchising: 1948
UNITS: US: 2,550, CAN: 100, INTL: 5,391, CO: 0
COST: \$93.6K-\$401.8K, 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: 332, 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: 2
COST: \$270.2K-\$1.3M, Rty: 5%
FINANCING: Yes
QUALIF: \$250K-\$500K net worth w/\$100K-\$200K liquid

Carvel ●

Ice cream, ice cream cakes

BEGAN: 1934, Franchising: 1947
UNITS: US: 324, CAN: 0, INTL: 49, CO: 0
COST: \$250.6K-\$415.5K, Rty: \$2.38/gallon
FINANCING: No
QUALIF: \$350K net worth w/\$140K liquid

Cold Stone Creamery ●

Ice cream, sorbet

BEGAN: 1988, Franchising: 1994
UNITS: US: 892, CAN: 0, INTL: 341, CO: 3
COST: \$50.2K-\$467.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Creamistry Franchise ●

Ice cream

BEGAN: 2013, Franchising: 2014
UNITS: US: 60, CAN: 0, INTL: 1, 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: 4,404, CAN: 680, INTL: 1,982, 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: \$448K-\$587.5K, Rty: 4%/8%
FINANCING: No
QUALIF: \$600K net worth w/\$300K liquid

Ice Cream Rollery

Rolled ice cream

BEGAN: 2018, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$96.6K-\$163.9K, Rty: 5%
FINANCING: No

Marble Slab Creamery

Ice cream, frozen yogurt, baked goods

BEGAN: 1983, Franchising: 1984
UNITS: US: 220, CAN: 76, INTL: 34, CO: 0
COST: \$293.1K-\$376.1K, 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

Mister Softee ●

Soft-serve ice cream trucks

BEGAN: 1956, Franchising: 2000
UNITS: US: 624, CAN: 0, INTL: 0, CO: 0
COST: \$158.5K-\$181K, Rty: \$3.5K/yr.
FINANCING: Yes
QUALIF: \$50K-\$75K liquid

Sub Zero Franchise ●

Ice cream, Italian ice, frozen yogurt, custard

BEGAN: 2004, Franchising: 2005
UNITS: US: 55, CAN: 0, INTL: 1, CO: 3
COST: \$219.5K-\$475.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K-\$1M net worth w/\$75K-\$1M liquid

Sweet Rolled Tacos

Rolled ice cream, bubble tea

BEGAN: 2016, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$160.1K-\$273.6K, Rty: 6%
FINANCING: Yes
QUALIF: \$30K net worth w/\$30K liquid

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

Shaved ice, fruit smoothies

BEGAN: 1989, Franchising: 1993
UNITS: US: 109, CAN: 0, INTL: 0, CO: 4
COST: \$233.3K-\$832.96K, Rty: 6%
FINANCING: Yes
QUALIF: \$350K net worth w/\$90K liquid

Kona Ice ●

Shaved-ice trucks

BEGAN: 2007, Franchising: 2008
UNITS: US: 1,187, CAN: 9, INTL: 1, CO: 16
COST: \$124.8K-\$147.6K, Rty: \$3K-\$4K/yr.
FINANCING: Yes
QUALIF: \$20K net worth w/\$20K liquid

Rita's Italian Ice ●

Italian ice, frozen custard

BEGAN: 1984, Franchising: 1989
UNITS: US: 565, CAN: 2, INTL: 5, CO: 0
COST: \$175.5K-\$435K, 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: 0, CAN: 0, INTL: 0, CO: 0
COST: \$131.5K-\$230.3K, Rty: 8%
FINANCING: No
QUALIF: \$300K net worth w/\$75K liquid

Frios Gourmet Pops ●

Popsicles

BEGAN: 2014, Franchising: 2018
UNITS: US: 30, CAN: 0, INTL: 0, CO: 0
COST: \$27.2K-\$186.9K, Rty: 5%
FINANCING: Yes
QUALIF: \$100K-\$500K net worth w/\$20K-\$100K liquid

Popbar ●

Gelato, sorbetto, and frozen yogurt on a stick

BEGAN: 2010, Franchising: 2010
UNITS: US: 20, CAN: 3, INTL: 4, 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
QUALIF: \$29.5K net worth w/\$29.5K liquid

 **HAMBURGERS**
Burbowl Restaurant

Burgers

BEGAN: 2014, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$179.3K-\$391.2K, Rty: 5%
FINANCING: Yes

BurgerFi

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

BEGAN: 2011, Franchising: 2011
UNITS: US: 80, CAN: 0, INTL: 5, CO: 18
COST: \$670.4K-\$973.3K, Rty: 5.5%
FINANCING: Yes
QUALIF: \$1M net worth w/\$500K liquid

Carl's Jr. Restaurants

Burgers

BEGAN: 1945, Franchising: 1984
UNITS: US: 1,098, CAN: 23, INTL: 468, CO: 52
COST: \$1.6M-\$2.2M, Rty: 4%
FINANCING: Yes
QUALIF: \$1M net worth w/\$300K liquid

Checkers Drive-In Restaurants

Burgers, fries

BEGAN: 1986, Franchising: 1989
UNITS: US: 623, CAN: 0, INTL: 0, CO: 256
COST: \$96.4K-\$1.5M, Rty: 4%
FINANCING: Yes
QUALIF: \$750K net worth w/\$250K liquid

Fatburger North America ●

Burgers

BEGAN: 1952, Franchising: 1990
UNITS: US: 69, CAN: 54, INTL: 28, CO: 0
COST: \$525.5K-\$988K, Rty: 6%
FINANCING: Yes
QUALIF: \$1.5M net worth w/\$500K liquid

Hardee's Restaurants

Burgers

BEGAN: 1960, Franchising: 1962
UNITS: US: 1,739, CAN: 0, INTL: 385, CO: 118
COST: \$1.5M-\$1.99M, Rty: 4%
FINANCING: Yes
QUALIF: \$1M net worth w/\$300K liquid

Jack in the Box

Burgers

BEGAN: 1951, Franchising: 1982
UNITS: US: 2,085, CAN: 0, INTL: 0, CO: 157
COST: \$1.5M-\$3.3M, Rty: 5%
FINANCING: Yes
QUALIF: \$1.5M net worth w/\$250K-\$750K liquid

McDonald's

Burgers, chicken, salads, beverages

BEGAN: 1955, Franchising: 1955
UNITS: US: 13,232, CAN: 1,339, INTL: 19,950, CO: 2,885
COST: \$1.1M-\$2.2M, Rty: 4%
FINANCING: Yes
QUALIF: \$500K liquid

Mooyah Burgers, Fries, & Shakes

Burgers, fries, shakes

BEGAN: 2007, Franchising: 2007
UNITS: US: 74, CAN: 3, INTL: 10, CO: 2
COST: \$397.8K-\$559.4K, Rty: 6%
FINANCING: Yes
QUALIF: \$600K net worth w/\$250K liquid

Sonic Drive-In

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

BEGAN: 1953, Franchising: 1959
UNITS: US: 3,365, CAN: 0, INTL: 0, CO: 228
COST: \$865K-\$3.6M, 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: 129, CAN: 0, INTL: 7, CO: 6
COST: \$209K-\$524.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

HOT DOGS

Dog Haus Worldwide

Hot dogs, sausages, burgers

BEGAN: 2010, Franchising: 2013
UNITS: US: 31, CAN: 0, INTL: 0, CO: 0
COST: \$366K-\$823.1K, 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: 20, CAN: 0, INTL: 9, CO: 45
COST: \$349.2K-\$582K, Rty: 6%
FINANCING: No
QUALIF: \$250K net worth w/\$100K liquid

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: No
QUALIF: \$100K net worth w/\$40K liquid

Wienerschnitzel ●

Hot dogs, ice cream

BEGAN: 1961, Franchising: 1965
UNITS: US: 323, CAN: 0, INTL: 0, CO: 0
COST: \$303.6K-\$1.4M, Rty: 5%
FINANCING: Yes
QUALIF: \$600K net worth w/\$250K liquid

ITALIAN FOOD

Fazoli's Franchising Systems

Italian food

BEGAN: 1988, Franchising: 1991
UNITS: US: 161, CAN: 0, INTL: 0, CO: 52
COST: \$800.2K-\$1.8M, Rty: 5%
FINANCING: Yes
QUALIF: \$1M-\$1.5M net worth w/\$500K liquid

Meatballs Etc.

Build-your-own pasta bowls, salads, subs, and wraps

BEGAN: 2015, Franchising: 2015
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$273.1K-\$490K, Rty: 5%
FINANCING: Yes
QUALIF: \$150K liquid

Squisito Pizza & Pasta

Italian food

BEGAN: 1998, Franchising: 2008
UNITS: US: 3, CAN: 0, INTL: 0, CO: 5
COST: \$266.1K-\$580.4K, Rty: 5%
FINANCING: Yes
QUALIF: \$150K liquid

MEDITERRANEAN FOOD

Crazy Pita Rotisserie & Grill

Mediterranean food

BEGAN: 2006, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 3
COST: \$351K-\$570K, Rty: 4%
FINANCING: No
QUALIF: \$500K net worth w/\$250K liquid

The Gyro Shack

Gyros and Mediterranean food

BEGAN: 2009, Franchising: 2016
UNITS: US: 6, CAN: 0, INTL: 0, CO: 4
COST: \$162.5K-\$509K, Rty: 6%
FINANCING: No
QUALIF: \$1M net worth w/\$250K liquid

Gyroville

Mediterranean food

BEGAN: 2010, Franchising: 2014
UNITS: US: 3, CAN: 0, INTL: 0, CO: 6
COST: \$271.8K-\$346.99K, Rty: 6%
FINANCING: Yes

Hummus Republic

Mediterranean food

BEGAN: 2013, Franchising: 2018
UNITS: US: 1, CAN: 0, INTL: 0, CO: 2
COST: \$122.4K-\$311.8K, Rty: 6%
FINANCING: Yes

MEXICAN FOOD

Baja Fresh

Mexican food

BEGAN: 1990, Franchising: 1995
UNITS: US: 123, CAN: 0, INTL: 4, CO: 5
COST: \$224.5K-\$993K, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$250K liquid

Bubbakoo's Burritos ●●

Mexican food

BEGAN: 2008, Franchising: 2015
UNITS: US: 9, CAN: 0, INTL: 0, CO: 10
COST: \$135.5K-\$398K, Rty: 6%
FINANCING: Yes
QUALIF: \$350K net worth w/\$250K liquid

California Tortilla

Mexican food

BEGAN: 1995, Franchising: 2003
UNITS: US: 40, CAN: 0, INTL: 2, CO: 4
COST: \$378.4K-\$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: 1, INTL: 1, CO: 6
COST: \$296K-\$799K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Del Taco Fresh Mexican Grill

Mexican/American food

BEGAN: 1964, Franchising: 1967
UNITS: US: 270, CAN: 0, INTL: 0, CO: 310
COST: \$859.7K-\$2.1M, Rty: 5%
FINANCING: Yes
QUALIF: \$1M net worth w/\$500K liquid

Drunken Taco Franchising

Mexican food

BEGAN: 2007, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$217.4K-\$334.7K, Rty: 5%
FINANCING: Yes

Fuzzy's Taco Shop

Baja-style Mexican food

BEGAN: 2003, Franchising: 2009
UNITS: US: 136, CAN: 0, INTL: 0, CO: 10
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: 0, CAN: 0, INTL: 0, CO: 1
COST: \$435K-\$962K, Rty: 6%
FINANCING: No

Jimboy's Tacos ●

Mexican food

BEGAN: 1954, Franchising: 1965
UNITS: US: 37, CAN: 0, INTL: 0, CO: 1
COST: \$375K-\$1.4M, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$200K liquid

La Salsa Fresh Mexican Grill

Mexican food

BEGAN: 1979, Franchising: 1989
UNITS: US: 18, CAN: 0, INTL: 0, CO: 0
COST: \$189.6K-\$992.6K, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$250K liquid

Moe's Southwest Grill

Mexican food

BEGAN: 2000, Franchising: 2001
UNITS: US: 712, CAN: 0, INTL: 2, CO: 5
COST: \$443.5K-\$1M, Rty: 5%
FINANCING: Yes
QUALIF: \$600K net worth w/\$150K liquid

Qdoba Mexican Eats

Mexican food

BEGAN: 1995, Franchising: 1997
UNITS: US: 348, CAN: 8, INTL: 0, CO: 385
COST: \$936.2K-\$2.3M, Rty: 5%
FINANCING: Yes
QUALIF: \$750K-\$2M net worth w/\$750K liquid

Quesada Burritos & Tacos ●

Mexican food

BEGAN: 2003, Franchising: 2010
UNITS: US: 0, CAN: 102, INTL: 0, CO: 3
COST: \$239K-\$320.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$125K net worth w/\$70K liquid

Taco Bell ●

Mexican food

BEGAN: 1962, Franchising: 1964
UNITS: US: 5,886, CAN: 0, INTL: 413, CO: 606
COST: \$525.1K-\$2.6M, 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: 383, CAN: 0, INTL: 0, CO: 10
COST: \$942K-\$1.4M, Rty: 5%
FINANCING: Yes
QUALIF: \$1M-\$500M net worth w/\$500K-\$500M liquid

Taco Rico Tex-Mex Cafe

Mexican food

BEGAN: 1991, Franchising: 2014
UNITS: US: 1, CAN: 0, INTL: 0, CO: 5
COST: \$129.8K-\$285.8K, Rty: 5%
FINANCING: Yes
QUALIF: \$25K liquid

TacoTime

Mexican food

BEGAN: 1958, Franchising: 1961
UNITS: US: 130, CAN: 131, INTL: 0, CO: 0
COST: \$144.7K-\$814.1K, Rty: 6%+
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K liquid

 **PIZZA**
Blaze Fast-Fire'd Pizza

Assembly-line pizza

BEGAN: 2012, Franchising: 2012
UNITS: US: 265, CAN: 9, INTL: 3, CO: 6
COST: \$454.4K-\$1.1M, Rty: 5%
FINANCING: No
QUALIF: \$500K liquid

Brother Bruno Pizza Franchise

Pizza and bagels

BEGAN: 1975, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$238.9K-\$314K, Rty: 5%
FINANCING: Yes
QUALIF: \$24.9K net worth w/\$24.9K liquid

Captain Tony's Pizza & Pasta Emporium 

Pizza, pasta, subs, wings

BEGAN: 1972, Franchising: 1985
UNITS: US: 6, CAN: 0, INTL: 2, CO: 1
COST: \$197.6K-\$389.8K, Rty: to 4.5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Cottage Inn Pizza

Pizza

BEGAN: 1948, Franchising: 1986
UNITS: US: 46, CAN: 0, INTL: 0, CO: 9
COST: \$200K-\$350K, Rty: 5%
FINANCING: No
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

Donatos

Pizza, subs, salads

BEGAN: 1963, Franchising: 1991
UNITS: US: 103, CAN: 0, INTL: 0, CO: 57
COST: \$375.5K-\$699.9K, 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: 35, CAN: 0, INTL: 2, 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: 218, CAN: 0, INTL: 0, CO: 0
COST: \$110.8K-\$210.8K, Rty: \$300/mo.
FINANCING: Yes
QUALIF: \$200K net worth w/\$40K liquid

Gatti's Pizza

Pizza, pasta, salad, and sandwich buffets

BEGAN: 1969, Franchising: 1974
UNITS: US: 60, CAN: 0, INTL: 0, CO: 19
COST: \$1.6M-\$2.8M, Rty: 5%
FINANCING: Yes
QUALIF: \$1M net worth w/\$300K liquid

Happy Joe's 

Pizza, pasta, sandwiches, salads, frozen yogurt

BEGAN: 1972, Franchising: 1973
UNITS: US: 38, CAN: 0, INTL: 0, CO: 10
COST: \$189K-\$1.1M, Rty: 4.5-5%
FINANCING: No
QUALIF: \$300K-\$500K net worth w/\$100K-\$300K liquid

Hungry Howie's Pizza & Subs

Pizza, subs, bread, wings, salads, desserts

BEGAN: 1973, Franchising: 1982
UNITS: US: 521, CAN: 0, INTL: 0, CO: 30
COST: \$228.3K-\$475K, Rty: 5.5%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

Jet's Pizza

Pizza, subs, salads, wings, dessert

BEGAN: 1978, Franchising: 1990
UNITS: US: 351, CAN: 0, INTL: 0, CO: 37
COST: \$457.5K-\$651K, Rty: 8-10%
FINANCING: Yes
QUALIF: \$750K-\$1.5M net worth w/\$250K-\$500K liquid

LaRosa's Pizzeria

Pizza, Italian food

BEGAN: 1954, Franchising: 1967
UNITS: US: 52, CAN: 0, INTL: 0, CO: 11
COST: \$729.2K-\$1.8M, Rty: 4%
FINANCING: No
QUALIF: \$500K net worth w/\$200K liquid

Ledo Pizza

Pizza, subs, pasta

BEGAN: 1986, Franchising: 1989
UNITS: US: 103, CAN: 0, INTL: 0, CO: 0
COST: \$126.3K-\$442K, Rty: 6%
FINANCING: No

Marco's Pizza 

Pizza, subs, wings, cheese bread

BEGAN: 1978, Franchising: 1979
UNITS: US: 883, CAN: 0, INTL: 22, CO: 0
COST: \$289.8K-\$762.5K, Rty: 5.5%
FINANCING: Yes
QUALIF: \$400K net worth w/\$125K liquid

Mountain Mike's Pizza

Pizza, wings, salad bar, appetizers

BEGAN: 1978, Franchising: 1981
UNITS: US: 205, CAN: 0, INTL: 0, CO: 0
COST: \$207.5K-\$593K, Rty: 5%
FINANCING: Yes
QUALIF: \$400K net worth w/\$200K liquid

NYPD Pizza

Pizza

BEGAN: 1996, Franchising: 2004
UNITS: US: 5, CAN: 0, INTL: 0, CO: 1
COST: \$394.2K-\$896.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K-\$150K liquid

1000 Degrees Pizza

Assembly-line pizza, salads, wings

BEGAN: 2014, Franchising: 2014
UNITS: US: 37, CAN: 0, INTL: 2, CO: 0
COST: \$220.7K-\$784.3K, Rty: 5-6%
FINANCING: Yes
QUALIF: \$300K-\$1M net worth w/\$200K-\$400K liquid

Paisano's Pizza

Pizza and Italian food

BEGAN: 1998, Franchising: 2009
UNITS: US: 24, CAN: 0, INTL: 0, CO: 13
COST: \$347K-\$635.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

Papa John's International

Pizza

BEGAN: 1985, Franchising: 1986
UNITS: US: 2,552, CAN: 139, INTL: 2,000, CO: 645
COST: \$130.1K-\$844.4K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K liquid

Papa Murphy's Take 'N' Bake Pizza

Take-and-bake pizza

BEGAN: 1981, Franchising: 1982
UNITS: US: 1,308, CAN: 13, INTL: 26, CO: 122
COST: \$279.1K-\$518.8K, Rty: 5%
FINANCING: Yes
QUALIF: \$275K net worth w/\$80K liquid

Pie Five Pizza

Pizza, salads, calzones, breadsticks, dessert

BEGAN: 2011, Franchising: 2011
UNITS: US: 72, CAN: 0, INTL: 0, CO: 1
COST: \$398.5K-\$901K, Rty: 6%
FINANCING: No
QUALIF: \$400K net worth w/\$150K liquid

Pie-O-Mine/Greens

Pizza and salads

BEGAN: 2016, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 3
COST: \$267.3K-\$370.1K, Rty: 4-5%
FINANCING: No

Piezoni's

Pizza

BEGAN: 2001, Franchising: 2006
UNITS: US: 16, CAN: 0, INTL: 0, CO: 4
COST: \$254.9K-\$331K, Rty: 5%
FINANCING: No
QUALIF: \$250K net worth w/\$80K liquid

Pizza Factory 

Pizza, pasta, sandwiches

BEGAN: 1979, Franchising: 1985
UNITS: US: 103, CAN: 0, INTL: 0, CO: 1
COST: \$372K-\$562K, Rty: 5%
FINANCING: No
QUALIF: \$200K net worth w/\$90K liquid

Pizza Hut

Pizza, pasta, wings

BEGAN: 1958, Franchising: 1959
UNITS: US: 6,021, CAN: 0, INTL: 9,304, CO: 93
COST: \$327K-\$2.3M, Rty: 6%
FINANCING: No
QUALIF: \$700K net worth w/\$350K liquid

Pizza 9 

Pizza

BEGAN: 2008, Franchising: 2009
UNITS: US: 18, CAN: 0, INTL: 0, CO: 3
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: 8
COST: \$1.1M-\$2.5M, Rty: 4%
FINANCING: No
QUALIF: \$297K-\$465K liquid

Pizza Schmizza

Pizza

BEGAN: 1993, Franchising: 2002
UNITS: US: 20, CAN: 0, INTL: 0, CO: 2
COST: \$125.5K-\$549K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$250K liquid

Romeo's Pizza

Pizza, subs, wings, salads, appetizers

BEGAN: 2001, Franchising: 2001
UNITS: US: 30, CAN: 0, INTL: 1, CO: 1
COST: \$128K-\$403K, Rty: 5%
FINANCING: Yes
QUALIF: \$350K net worth w/\$100K liquid

Rosati's Pizza

Pizza, Italian food

BEGAN: 1964, Franchising: 2006
UNITS: US: 131, CAN: 0, INTL: 0, CO: 13
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: 305, CAN: 0, INTL: 1, CO: 74
COST: \$426.5K-\$836.3K, 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: \$388K-\$687.3K, Rty: 5%
FINANCING: Yes
QUALIF: \$125K liquid

Urban Bricks Pizza ●

Assembly-line pizza and salads

BEGAN: 2015, Franchising: 2015
UNITS: US: 15, CAN: 1, INTL: 0, CO: 2
COST: \$281K-\$757.8K, Rty: 6%
FINANCING: No
QUALIF: \$750K net worth w/\$150K liquid

Your Pie

Assembly-line pizza

BEGAN: 2008, Franchising: 2008
UNITS: US: 55, CAN: 0, INTL: 0, CO: 2
COST: \$364.8K-\$610K, Rty: 5%
FINANCING: No
QUALIF: \$500K net worth w/\$150K liquid

SANDWICHES

The American Grilled Cheese Kitchen ●

Grilled cheese sandwiches, salads, soups, sides

BEGAN: 2010, Franchising: 2018
UNITS: US: 1, CAN: 0, INTL: 0, CO: 2
COST: \$265K-\$566K, Rty: 6%
FINANCING: Yes
QUALIF: \$150K net worth w/\$100K liquid

Arby's

Sandwiches, fries, shakes

BEGAN: 1964, Franchising: 1965
UNITS: US: 2,197, CAN: 54, INTL: 89, CO: 1,132
COST: \$320.6K-\$2M, Rty: 4%
FINANCING: Yes
QUALIF: \$1M net worth w/\$500K liquid

Bacon Bitch

Breakfast sandwiches

BEGAN: 2016, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$178.8K-\$249.8K, Rty: 6%
FINANCING: Yes
QUALIF: \$35K net worth w/\$35K liquid

Blimpie Subs & Salads

Subs, salads

BEGAN: 1964, Franchising: 1970
UNITS: US: 239, CAN: 0, INTL: 5, CO: 6
COST: \$74.8K-\$403.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$50K liquid

Broadway Subs

Subs, soups, salads

BEGAN: 2005, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$69.7K-\$121.9K, Rty: 6%
FINANCING: Yes

Capriotti's Sandwich Shop

Subs

BEGAN: 1976, Franchising: 1991
UNITS: US: 88, CAN: 0, INTL: 0, CO: 10
COST: \$365K-\$793.2K, Rty: 6-7%
FINANCING: Yes
QUALIF: \$400K-\$1M net worth w/\$150K-\$300K liquid

Charleys Philly Steaks

Philly cheesesteaks, fries, lemonade

BEGAN: 1986, Franchising: 1991
UNITS: US: 461, CAN: 4, INTL: 74, CO: 56
COST: \$252.1K-\$580.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

Cheba Hut Toasted Subs

Toasted sandwiches, salads, snacks

BEGAN: 1998, Franchising: 2002
UNITS: US: 13, CAN: 0, INTL: 0, CO: 8
COST: \$336K-\$678K, Rty: 6%
FINANCING: Yes
QUALIF: \$350K net worth w/\$200K liquid

Cousins Subs ●

Hot/cold subs, salads, soups, desserts

BEGAN: 1972, Franchising: 1985
UNITS: US: 78, CAN: 0, INTL: 0, CO: 18
COST: \$197.2K-\$648K, Rty: 6%
FINANCING: No
QUALIF: \$300K-\$1.5M net worth w/\$100K-\$500K liquid

Deli Delicious ●

Sandwiches, salads, sides

BEGAN: 1996, Franchising: 2008
UNITS: US: 52, 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

Erbert & Gerbert's Sandwich Shop ●

Subs, soups

BEGAN: 1987, Franchising: 1992
UNITS: US: 92, CAN: 0, INTL: 0, CO: 5
COST: \$191K-\$397.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$80K liquid

Extreme Pita ●●

Pita wrap sandwiches, pizzas, smoothies, salads

BEGAN: 1997, Franchising: 1998
UNITS: US: 7, CAN: 93, INTL: 0, CO: 0
COST: \$175.8K-\$406.3K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K net worth w/\$100K liquid

Firehouse Subs

Subs

BEGAN: 1994, Franchising: 1995
UNITS: US: 1,096, CAN: 22, INTL: 0, CO: 37
COST: \$92.3K-\$824.8K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$80K-\$100K liquid

The Great Steak & Potato Company

Philly cheesesteaks, fries, baked potatoes

BEGAN: 1985, Franchising: 1986
UNITS: US: 45, CAN: 0, INTL: 13, CO: 0
COST: \$133.5K-\$519.1K, Rty: 6%+
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Great Wraps

Hot wrapped sandwiches, cheesesteaks, rice bowls, salads, smoothies

BEGAN: 1974, Franchising: 1983
UNITS: US: 50, CAN: 0, INTL: 0, CO: 1
COST: \$159.5K-\$485.5K, Rty: 5.5%
FINANCING: Yes
QUALIF: \$400K net worth w/\$125K liquid

Groucho's Deli ●

Subs, salads, sauces

BEGAN: 1941, Franchising: 2001
UNITS: US: 33, CAN: 0, INTL: 0, CO: 1
COST: \$99.1K-\$401.98K, Rty: 6%
FINANCING: No
QUALIF: \$250K net worth w/\$60K liquid

Jersey Mike's Subs

Subs

BEGAN: 1956, Franchising: 1987
UNITS: US: 1,500, CAN: 0, INTL: 0, CO: 82
COST: \$237.4K-\$766.97K, Rty: 6.5%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

Jimmy John's Gourmet Sandwiches

Sandwiches

BEGAN: 1983, Franchising: 1993
UNITS: US: 2,737, CAN: 0, INTL: 0, CO: 56
COST: \$313.6K-\$556.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$80K liquid

Jon Smith Subs

Grilled subs

BEGAN: 1988, Franchising: 2007
UNITS: US: 11, CAN: 0, INTL: 0, CO: 5
COST: \$324K-\$632.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$50K liquid

Lennys Grill & Subs ●

Subs, Philly cheesesteaks, salads

BEGAN: 1998, Franchising: 2001
UNITS: US: 81, CAN: 0, INTL: 0, CO: 11
COST: \$188.2K-\$396.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$350K net worth w/\$75K liquid

McAlister's Deli

Sandwiches, salads, baked potatoes

BEGAN: 1989, Franchising: 1994
UNITS: US: 400, CAN: 0, INTL: 0, CO: 28
COST: \$762K-\$2M, Rty: to 5%
FINANCING: Yes

Melt Shop

Melted sandwiches, tater tots, salads, shakes

BEGAN: 2010, Franchising: 2017
UNITS: US: 1, CAN: 0, INTL: 2, CO: 8
COST: \$426.9K-\$767.4K, Rty: 6%
FINANCING: Yes

Miller's Roast Beef

Sandwiches and fries

BEGAN: 1972, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$300.3K-\$620.4K, Rty: 6%
FINANCING: No
QUALIF: \$500K net worth w/\$150K liquid

Mr. Goodcents Franchise Systems

Subs, pastas, meals to go

BEGAN: 1989, Franchising: 1991
UNITS: US: 76, CAN: 0, INTL: 0, CO: 2
COST: \$211.4K-\$431.8K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K-\$350K net worth w/\$50K-\$75K liquid

Penn Station East Coast Subs

Grilled subs

BEGAN: 1985, Franchising: 1987
UNITS: US: 312, CAN: 0, INTL: 0, CO: 1
COST: \$347.96K-\$556.8K, Rty: to 8%
FINANCING: No
QUALIF: \$500K net worth w/\$300K liquid

Pita Pit

Pita sandwiches and salads

BEGAN: 1995, Franchising: 1997
UNITS: US: 210, CAN: 230, INTL: 152, CO: 13
COST: \$216.4K-\$435.1K, Rty: 5%
FINANCING: Yes
QUALIF: \$75K liquid

Potbelly Sandwich Shop

Toasted sandwiches

BEGAN: 1977, Franchising: 2009
UNITS: US: 39, CAN: 3, INTL: 14, CO: 435
COST: \$503.95K-\$849K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$200K liquid

PrimoHoagies Franchising

Italian subs

BEGAN: 2002, Franchising: 2002
UNITS: US: 87, CAN: 0, INTL: 0, CO: 1
COST: \$235.5K-\$574.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$70K liquid

Rising Roll
Franchising Company

Sandwiches, wraps, salads

BEGAN: 2003, Franchising: 2003
UNITS: US: 17, CAN: 0, INTL: 0, CO: 1
COST: \$68.8K-\$427.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Roy Rogers Restaurants

Roast beef sandwiches, chicken, burgers

BEGAN: 1968, Franchising: 1980
UNITS: US: 31, CAN: 0, INTL: 0, CO: 21
COST: \$767.3K-\$1.6M, Rty: 5%
FINANCING: Yes
QUALIF: \$1M net worth w/\$500K liquid

Schlotzsky's

Sandwiches, pizza, salads

BEGAN: 1971, Franchising: 1976
UNITS: US: 346, CAN: 0, INTL: 1, CO: 25
COST: \$503.8K-\$787.98K, Rty: to 6%
FINANCING: Yes

Subway

Subs, salads

BEGAN: 1965, Franchising: 1974
UNITS: US: 25,185, CAN: 3,206, INTL: 14,040, CO: 0
COST: \$150.1K-\$328.7K, Rty: 8%
FINANCING: Yes
QUALIF: \$80K-\$310K net worth w/\$30K-\$90K liquid

Togo's

Specialty sandwiches, salads, soups, wraps

BEGAN: 1971, Franchising: 1977
UNITS: US: 204, CAN: 0, INTL: 0, CO: 6
COST: \$268K-\$501.5K, Rty: 5%
FINANCING: Yes

Tubby's Sub Shop

Subs

BEGAN: 1968, Franchising: 1978
UNITS: US: 62, CAN: 0, INTL: 0, CO: 0
COST: \$112.9K-\$293.5K, Rty: 4-6%
FINANCING: Yes
QUALIF: \$75K net worth w/\$75K liquid

Which Wich
Superior Sandwiches

Sandwiches

BEGAN: 2003, Franchising: 2004
UNITS: US: 427, CAN: 0, INTL: 38, CO: 2
COST: \$203K-\$495.3K, 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
QUALIF: \$34.5K net worth w/\$34.5K liquid

Captain D's

Seafood

BEGAN: 1969, Franchising: 1969
UNITS: US: 243, CAN: 0, INTL: 0, CO: 290
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: 29, CAN: 0, INTL: 2, CO: 4
COST: \$176K-\$828.7K, Rty: 6-8%
FINANCING: Yes
QUALIF: \$100K-\$200K net worth w/\$50K-\$75K liquid

Roll'n Lobster Franchises

Seafood food trucks

BEGAN: 2012, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$65.5K-\$101.2K, Rty: 7%
FINANCING: Yes
QUALIF: \$29.9K net worth w/\$29.9K liquid

 **SMOOTHIES/JUICES**
Clean Juice

Organic juices, smoothies, acai bowls

BEGAN: 2015, Franchising: 2016
UNITS: US: 68, CAN: 0, INTL: 0, CO: 7
COST: \$259K-\$502.5K, 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: 783, CAN: 0, INTL: 66, CO: 51
COST: \$238.6K-\$504.3K, Rty: 6%
FINANCING: Yes
QUALIF: \$325K net worth w/\$125K liquid

Juice It Up!

Raw and cold-pressed juices, smoothies, acai and pitaya bowls, healthful snacks

BEGAN: 1995, Franchising: 1998
UNITS: US: 85, CAN: 0, INTL: 0, CO: 0
COST: \$227.4K-\$399.2K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

Main Squeeze Juice Company

Cold-pressed juices, smoothies

BEGAN: 2016, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$254.9K-\$509K, Rty: 6%
FINANCING: Yes
QUALIF: \$350K net worth w/\$150K liquid

MixStirs

Smoothies, protein shakes, wraps, salads

BEGAN: 2007, Franchising: 2007
UNITS: US: 6, CAN: 0, INTL: 0, CO: 0
COST: \$59.1K-\$197.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$50K net worth w/\$25K liquid

Nekter Juice Bar

Juices, smoothies, acai bowls, nondairy ice cream

BEGAN: 2010, Franchising: 2012
UNITS: US: 69, CAN: 0, INTL: 0, CO: 47
COST: \$211.5K-\$462.6K, Rty: 6%
FINANCING: Yes
QUALIF: \$350K net worth w/\$125K liquid

NrGize Lifestyle Cafe

Smoothies, meal-replacement shakes, protein bars

BEGAN: 2006, Franchising: 2006
UNITS: US: 79, CAN: 0, INTL: 0, CO: 0
COST: \$57.9K-\$341.1K, Rty: 6%+
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Planet Smoothie

Smoothies and snacks

BEGAN: 1995, Franchising: 1998
UNITS: US: 125, CAN: 0, INTL: 0, CO: 0
COST: \$76.2K-\$329.3K, Rty: 5%
FINANCING: Yes
QUALIF: \$150K net worth w/\$100K liquid

Raw Addiction

Organic juices, smoothies, acai bowls, vegan wraps, and salads

BEGAN: 2014, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$159.4K-\$266.9K, Rty: 5%
FINANCING: Yes
QUALIF: \$29.9K net worth w/\$29.9K liquid

Robeks Fresh Juices & Smoothies

Juices, smoothies, bowls

BEGAN: 1996, Franchising: 2001
UNITS: US: 82, CAN: 0, INTL: 0, CO: 0
COST: \$236.5K-\$345.5K, Rty: 6-7%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

Smoothie King

Smoothies, healthful snacks, health products

BEGAN: 1973, Franchising: 1988
UNITS: US: 831, CAN: 0, INTL: 113, CO: 28
COST: \$263.6K-\$844.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

Surf City Squeeze ●

Smoothies, fruit drinks, nutritional supplements

BEGAN: 1988, Franchising: 1994
UNITS: US: 85, CAN: 0, INTL: 0, CO: 0
COST: \$64.4K-\$309.8K, Rty: 6%+
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Tropical Smoothie Cafe

Smoothies, sandwiches, wraps, salads, soups, coffee drinks

BEGAN: 1997, Franchising: 1997
UNITS: US: 737, CAN: 0, INTL: 0, CO: 1
COST: \$222.1K-\$569.3K, Rty: 6%
FINANCING: Yes
QUALIF: \$350K net worth w/\$125K liquid

MISCELLANEOUS QUICK-SERVICE RESTAURANTS

B.Good

Burgers, sandwiches, salads, bowls, shakes, smoothies

BEGAN: 2004, Franchising: 2012
UNITS: US: 17, CAN: 0, INTL: 5, CO: 43
COST: \$545K-\$951K, Rty: 5%
FINANCING: No
QUALIF: \$1M net worth w/\$250K liquid

Crepe Delicious ●

Crepes, panini, gelato

BEGAN: 2004, Franchising: 2005
UNITS: US: 0, CAN: 32, INTL: 9, CO: 2
COST: \$247.3K-\$604.2K, Rty: 6%
FINANCING: Yes
QUALIF: \$100K net worth w/\$100K liquid

D.P. Dough

Calzones, wings, sides, salads, desserts

BEGAN: 1987, Franchising: 1996
UNITS: US: 24, CAN: 0, INTL: 0, CO: 3
COST: \$142.96K-\$463.2K, Rty: 4%
FINANCING: No
QUALIF: \$300K 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

Elbows Mac N' Cheese ●

Macaroni and cheese, grilled cheese sandwiches

BEGAN: 2010, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 3
COST: \$188K-\$948.8K, Rty: 4-6%
FINANCING: Yes
QUALIF: \$100K-\$500K net worth w/\$50K-\$250K liquid

fresh&co

Healthful food

BEGAN: 2010, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 19
COST: \$633K-\$1.5M, Rty: 6%
FINANCING: No
QUALIF: \$1.5M net worth w/\$400K liquid

#getfried Fry Cafe ●

Topped french fries and finger foods

BEGAN: 2015, Franchising: 2015
UNITS: US: 7, CAN: 0, INTL: 3, CO: 2
COST: \$136.3K-\$275.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$100K-\$300K net worth w/\$75K-\$150K liquid

Golden Krust Franchising

Caribbean-style food

BEGAN: 1989, Franchising: 1996
UNITS: US: 112, CAN: 0, INTL: 0, CO: 6
COST: \$225.9K-\$687K, Rty: 3%
FINANCING: Yes
QUALIF: \$500K net worth w/\$200K liquid

Grabbagreen

Gluten-free food, juices, smoothies

BEGAN: 2013, Franchising: 2015
UNITS: US: 26, CAN: 0, INTL: 0, CO: 1
COST: \$282.7K-\$413.8K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

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: \$250K net worth w/\$75K liquid

Jazen Tea ●

Fruit and bubble teas, slushies, smoothies, snacks

BEGAN: 2012, Franchising: 2013
UNITS: US: 9, CAN: 0, INTL: 0, CO: 11
COST: \$163.3K-\$295.5K, Rty: 4%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Mango Biche Mia

Shaved mango

BEGAN: 2015, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 10
COST: \$56.4K-\$90.6K, Rty: 7%
FINANCING: Yes
QUALIF: \$19.9K net worth w/\$19.9K liquid

Newk's Eatery

Sandwiches, salads, soups, pizzas, desserts

BEGAN: 2004, Franchising: 2005
UNITS: US: 103, CAN: 0, INTL: 0, CO: 22
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: 950, 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, toast, soups

BEGAN: 1986, Franchising: 1992
UNITS: US: 86, CAN: 0, INTL: 2, CO: 4
COST: \$415.3K-\$596.5K, Rty: 6%
FINANCING: Yes

Wow American Eats ●

Wings, wraps, sandwiches, salads, burgers

BEGAN: 2001, Franchising: 2002
UNITS: US: 54, CAN: 0, INTL: 0, CO: 0
COST: \$234.4K-\$779.5K, Rty: 3-8%
FINANCING: Yes
QUALIF: \$400K net worth w/\$150K liquid

Zoup! Systems

Soups, salads, sandwiches

BEGAN: 1998, Franchising: 2003
UNITS: US: 80, CAN: 7, INTL: 0, CO: 2
COST: \$355.9K-\$648.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$350K-\$400K net worth w/\$130K-\$150K liquid

Food: Retail Sales

CANDY

Kilwins Chocolates Franchise

Chocolates, fudge, ice cream

BEGAN: 1947, Franchising: 1982
UNITS: US: 116, CAN: 0, INTL: 0, CO: 2
COST: \$423.3K-\$790.2K, 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: \$99K-\$183.95K, 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: 14, CAN: 0, INTL: 0, CO: 8
COST: \$212.8K-\$343.5K, Rty: 6%
FINANCING: No
QUALIF: \$300K net worth w/\$75K 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: No
QUALIF: \$500K net worth w/\$150K liquid

Rocky Mountain Chocolate Factory ●

Chocolates, confections

BEGAN: 1981, Franchising: 1982
UNITS: US: 183, CAN: 58, INTL: 6, CO: 2
COST: \$186.5K-\$476.8K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$50K liquid

Schokolad Chocolate Factory

European-style chocolates, coffee, gelato

BEGAN: 1995, Franchising: 1999
UNITS: US: 14, CAN: 0, INTL: 3, CO: 1
COST: \$134.1K-\$167.5K, Rty: \$600-\$1K/mo.
FINANCING: No
QUALIF: \$250K net worth w/\$75K liquid

MISCELLANEOUS FOOD/ BEVERAGE BUSINESSES

Beef Jerky Outlet Franchise

Jerky, sausages, specialty foods

BEGAN: 1995, Franchising: 2010
UNITS: US: 100, CAN: 0, INTL: 0, CO: 6
COST: \$215.8K-\$394.9K, Rty: 6%
FINANCING: Yes
QUALIF: \$450K net worth w/\$150K 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 Arrangements

Sculpted fresh-fruit bouquets

BEGAN: 1999, Franchising: 2000
UNITS: US: 1,142, CAN: 60, INTL: 13, CO: 4
COST: \$189.8K-\$348.95K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$80K liquid

Farm Stores Franchising

 Drive-up bakeries/
 grocery stores/cafes

BEGAN: 1957, Franchising: 2015
UNITS: US: 25, CAN: 0, INTL: 0, CO: 0
COST: \$96K-\$234.7K, Rty: 5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$25K liquid

Happy & Healthy Products 

Frozen fruit bars

BEGAN: 1991, Franchising: 1993
UNITS: US: 38, CAN: 0, INTL: 0, CO: 0
COST: \$53.2K-\$99.3K, Rty: 0
FINANCING: Yes

HoneyBaked Ham

Retail specialty foods, catering, cafes

BEGAN: 1957, Franchising: 1998
UNITS: US: 213, CAN: 0, INTL: 0, CO: 201
COST: \$301.7K-\$501.5K, Rty: 5-6%
FINANCING: Yes
QUALIF: \$350K-\$500K net worth w/\$100K-\$250K liquid

IceBorn 

Ice and water vending machines

BEGAN: 2003, Franchising: 2012
UNITS: US: 66, CAN: 0, INTL: 0, CO: 107
COST: \$111.6K-\$242.8K, Rty: to 6%
FINANCING: Yes
QUALIF: \$50K-\$200K net worth w/\$25K-\$75K liquid

Lean Kitchen Company

 Healthful prepared meals,
 smoothies, beverages, supplements

BEGAN: 2016, Franchising: 2018
UNITS: US: 1, CAN: 0, INTL: 0, CO: 3
COST: \$89K-\$187.3K, Rty: 6%
FINANCING: No
QUALIF: \$50K liquid

Locali/Localita & The Badasserie

 Natural food and deli markets;
 vegan fast food

BEGAN: 2008, Franchising: 2016
UNITS: US: 0, CAN: 0, INTL: 0, CO: 4
COST: \$162.8K-\$532K, Rty: 6%
FINANCING: Yes
QUALIF: \$750K net worth w/\$250K liquid

Reis & Irvy's 

Frozen-yogurt vending machines

BEGAN: 2016, Franchising: 2016
UNITS: US: 275, CAN: 15, INTL: 2, CO: 16
COST: \$160.95K-\$593.9K, Rty: 12%
FINANCING: Yes
QUALIF: \$250K net worth w/\$120K liquid

The Spice & Tea Exchange

Spices, teas, related products

BEGAN: 2008, Franchising: 2008
UNITS: US: 68, CAN: 0, INTL: 0, CO: 1
COST: \$183.7K-\$356.2K, Rty: 7%
FINANCING: Yes
QUALIF: \$200K net worth w/\$60K liquid

Totally Nutz 

 Cinnamon-glazed almonds, pecans,
 and cashews

BEGAN: 1990, Franchising: 2014
UNITS: US: 37, CAN: 0, INTL: 0, CO: 11
COST: \$59.9K-\$258.4K, Rty: 6%
FINANCING: Yes
QUALIF: \$75K-\$258.4K net worth

Watermill Express Franchising 

Water and ice vending machines

BEGAN: 1984, Franchising: 1994
UNITS: US: 310, CAN: 0, INTL: 0, CO: 972
COST: \$467.7K-\$631.2K, Rty: to 7%
FINANCING: Yes
QUALIF: \$500K-\$1M net worth

WineStyles Tasting Station

 Wine, craft beer, food, events,
 wine and beer club memberships

BEGAN: 2002, Franchising: 2012
UNITS: US: 13, CAN: 0, INTL: 0, CO: 2
COST: \$230.5K-\$475.5K, Rty: 6%
FINANCING: No
QUALIF: \$600K net worth w/\$225.5K liquid

Health
 **CHIROPRACTIC SERVICES**
Flexx Chiropractic and Wellness Center

Chiropractic and wellness services

BEGAN: 2015, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$87.9K-\$146.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$29K net worth w/\$29K liquid

HealthSource

 Chiropractic, rehabilitation, massage,
 nutrition, and wellness services

BEGAN: 1998, Franchising: 2006
UNITS: US: 229, CAN: 0, INTL: 0, CO: 0
COST: \$54.6K-\$255.7K, Rty: 7%/9%
FINANCING: Yes

The Joint

Chiropractic services

BEGAN: 1999, Franchising: 2003
UNITS: US: 367, CAN: 0, INTL: 0, CO: 48
COST: \$181.3K-\$341.1K, Rty: 7%
FINANCING: No
QUALIF: \$250K net worth w/\$100K liquid

100% Chiropractic

 Chiropractic services, massage
 therapy, nutritional supplements

BEGAN: 2004, Franchising: 2015
UNITS: US: 33, CAN: 0, INTL: 0, CO: 1
COST: \$116K-\$629.5K, Rty: \$2.5K/mo.
FINANCING: Yes
QUALIF: \$10K liquid

 **HEALTH PRODUCTS**
Benzer Franchise

Pharmacies

BEGAN: 2009, Franchising: 2016
UNITS: US: 23, CAN: 0, INTL: 0, CO: 64
COST: \$157.8K-\$304.1K, Rty: \$800/mo.
FINANCING: Yes
QUALIF: \$250K net worth w/\$150K liquid

Good Feet Worldwide

Arch supports, related products

BEGAN: 1995, Franchising: 2003
UNITS: US: 111, CAN: 1, INTL: 9, CO: 14
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: 1,425, CAN: 0, INTL: 0, CO: 16
COST: \$119K-\$287.5K, 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: 168, CAN: 5, INTL: 0, CO: 2
COST: \$116.6K-\$215.1K, Rty: 5-7%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Pearle Vision

Eye care and eyewear

BEGAN: 1961, Franchising: 1980
UNITS: US: 399, CAN: 13, INTL: 4, CO: 114
COST: \$399.4K-\$603.9K, Rty: 7%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

Pharmabox

 Over-the-counter pharmaceutical
 products vending

BEGAN: 2014, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$115.99K-\$130.9K, Rty: 5%
FINANCING: Yes
QUALIF: \$29.9K net worth w/\$29.9K liquid

Relax The Back

 Products for relief/prevention of
 back and neck pain

BEGAN: 1984, Franchising: 1989
UNITS: US: 91, CAN: 1, INTL: 0, CO: 2
COST: \$219.7K-\$391.3K, Rty: 2-5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K liquid

 **LICE REMOVAL**
Lice Clinics of America 

Lice-treatment services and products

BEGAN: 2006, Franchising: 2013
UNITS: US: 193, CAN: 0, INTL: 0, CO: 1
COST: \$68K-\$104.5K, Rty: \$35/treatment
FINANCING: Yes

Lice Squad Canada 

 Head-lice-removal services
 and products

BEGAN: 2001, Franchising: 2002
UNITS: US: 0, CAN: 20, INTL: 0, CO: 16
COST: \$25.8K-\$95.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$100K net worth w/\$20K 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: 376, CAN: 0, INTL: 0, CO: 10
COST: \$138.8K-\$399K, Rty: 6%
FINANCING: Yes

Physical Therapy Now

Physical therapy

BEGAN: 2011, Franchising: 2015
UNITS: US: 18, CAN: 0, INTL: 0, CO: 4
COST: \$104.7K-\$191K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K-\$400K net worth w/\$75K liquid

WEIGHT-LOSS SERVICES

BeBalanced Hormone Weight Loss Centers

Hormone-based weight-loss and wellness services

BEGAN: 2006, Franchising: 2013
UNITS: US: 16, CAN: 0, INTL: 0, CO: 1
COST: \$142.1K-\$194.9K, Rty: 6%
FINANCING: Yes
QUALIF: \$350K net worth w/\$75K liquid

LetsLose Weight Loss Franchising

Weight-loss clinics

BEGAN: 2003, Franchising: 2009
UNITS: US: 3, CAN: 0, INTL: 0, CO: 6
COST: \$23.4K-\$65.7K, Rty: 8%+
FINANCING: No
QUALIF: \$50K net worth

Medi-Weightloss Franchising USA

Medical weight-loss and wellness programs

BEGAN: 2004, Franchising: 2008
UNITS: US: 77, CAN: 0, INTL: 1, CO: 14
COST: \$215.3K-\$417.8K, Rty: \$3.8K-\$12.2K/mo.
FINANCING: Yes
QUALIF: \$500K net worth w/\$300K liquid

Profile by Sanford

Weight-loss and wellness services

BEGAN: 2012, Franchising: 2014
UNITS: US: 98, CAN: 0, INTL: 0, CO: 31
COST: \$445K-\$699.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$750K net worth w/\$75K 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 centers

BEGAN: 1982, Franchising: 2008
UNITS: US: 130, CAN: 0, INTL: 0, CO: 66
COST: \$125.8K-\$1.3M, Rty: 6%
FINANCING: Yes
QUALIF: \$1.2M net worth w/\$560K liquid

Dentalvana

Dental care

BEGAN: 2013, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$222.6K-\$740.9K, Rty: 7%
FINANCING: Yes

First Choice Pediatrics

Pediatric primary medical care

BEGAN: 2000, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 6
COST: \$479.9K-\$653.1K, Rty: 5%
FINANCING: Yes

The Hydration Room

Vitamin IV and injection therapy

BEGAN: 2014, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 6
COST: \$87.6K-\$161.5K, Rty: 8%
FINANCING: Yes

Miracle Leaf Health Centers

Health centers providing medical marijuana cards

BEGAN: 2017, Franchising: 2018
UNITS: US: 8, CAN: 0, INTL: 0, CO: 2
COST: \$78.3K-\$93.3K, Rty: 10%
FINANCING: Yes
QUALIF: \$100K liquid

Structural Elements

Orthopedic wellness clinics

BEGAN: 2013, Franchising: 2016
UNITS: US: 3, CAN: 0, INTL: 0, CO: 1
COST: \$230.9K-\$432.9K, Rty: 6%
FINANCING: No

Home Improvement

ARTIFICIAL TURF

IntelliTurf Franchise

Synthetic turf

BEGAN: 1998, Franchising: 2007
UNITS: US: 14, CAN: 0, INTL: 0, CO: 1
COST: \$80K-\$150K, Rty: \$0.60/sq. ft.
FINANCING: Yes
QUALIF: \$300K net worth w/\$50K liquid

M3 Artificial Grass and Turf

Artificial turf

BEGAN: 2011, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$53.2K-\$188.8K, Rty: 4%
FINANCING: Yes

FLOORING

Floor Coverings International

Flooring

BEGAN: 1988, Franchising: 1989
UNITS: US: 162, CAN: 12, INTL: 0, CO: 0
COST: \$153.9K-\$222.4K, Rty: 5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$50K liquid

ProSource Wholesale

Wholesale kitchen, bath, and flooring products

BEGAN: 1990, Franchising: 1991
UNITS: US: 136, CAN: 3, INTL: 0, CO: 3
COST: \$509.6K-\$518.3K, Rty: 3%
FINANCING: Yes
QUALIF: \$1M net worth w/\$250K liquid

GARAGE-DOOR INSTALLATION/REPAIRS

Aladdin Doors Franchising

Garage-door installation and repairs

BEGAN: 2004, Franchising: 2012
UNITS: US: 44, CAN: 1, INTL: 0, CO: 2
COST: \$30.9K-\$99.95K, Rty: 5%
FINANCING: Yes

Precision Door Service

Garage-door repairs and installation

BEGAN: 1997, Franchising: 1999
UNITS: US: 89, CAN: 0, INTL: 0, CO: 1
COST: \$70.9K-\$306.96K, Rty: \$500-\$6K/wk.
FINANCING: Yes
QUALIF: \$100K-\$200K net worth w/\$60K-\$200K liquid

Pro-Lift Garage Doors

Garage-door installation and repairs

BEGAN: 2015, Franchising: 2016
UNITS: US: 23, CAN: 0, INTL: 0, CO: 0
COST: \$90.6K-\$138K, Rty: 6%
QUALIF: \$100K-\$200K net worth w/\$50K liquid

KITCHEN & BATH REMODELING

DreamMaker Bath & Kitchen

Kitchen, bath, and interior remodeling

BEGAN: 1971, Franchising: 1972
UNITS: US: 34, CAN: 0, INTL: 0, CO: 0
COST: \$136.7K-\$334.9K, Rty: 7-3%
FINANCING: Yes
QUALIF: \$350K-\$400K net worth w/\$150K-\$200K liquid

Five Star Bath Solutions

Bathroom remodeling

BEGAN: 1996, Franchising: 2008
UNITS: US: 23, CAN: 10, INTL: 0, CO: 1
COST: \$75.5K-\$141.1K, Rty: 6-5%
FINANCING: Yes
QUALIF: \$25K-\$50K liquid

Kitchen Solvers

Kitchen and bath remodeling and design

BEGAN: 1982, Franchising: 1984
UNITS: US: 48, CAN: 1, INTL: 0, CO: 0
COST: \$65.8K-\$90.5K, Rty: 6%
FINANCING: No
QUALIF: \$150K net worth w/\$100K liquid

Kitchen Tune-Up

Residential and commercial kitchen and bath remodeling

BEGAN: 1986, Franchising: 1988
UNITS: US: 198, CAN: 0, INTL: 0, CO: 0
COST: \$94.97K-\$129.1K, Rty: 7-2%
FINANCING: Yes
QUALIF: \$175K net worth w/\$80K liquid

Miracle Method Surface Refinishing ●
Kitchen and bathroom surface refinishing
BEGAN: 1977, Franchising: 1980
UNITS: US: 148, CAN: 1, INTL: 0, CO: 1
COST: \$83.4K-\$128.99K, Rty: 5.5%
FINANCING: Yes
QUALIF: \$150K net worth w/\$50K-\$125K liquid

Re-Bath
Bathroom remodeling
BEGAN: 1978, Franchising: 1991
UNITS: US: 96, CAN: 0, INTL: 0, CO: 1
COST: \$177.4K-\$358K, Rty: 4-5%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

Surface Specialists ●●
Bathtub repair and refinishing, tub liners, bath remodeling
BEGAN: 1981, Franchising: 1982
UNITS: US: 44, CAN: 0, INTL: 0, CO: 0
COST: \$43.2K-\$56K, Rty: 5%
FINANCING: Yes
QUALIF: \$75K net worth w/\$25K liquid

 **LIGHTING SERVICES**

Christmas Decor ●●
Holiday and event lighting
BEGAN: 1984, Franchising: 1996
UNITS: US: 229, CAN: 28, 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: 54, CAN: 1, INTL: 2, CO: 2
COST: \$67.6K-\$133.1K, Rty: 7%
FINANCING: Yes
QUALIF: \$100K net worth w/\$80K liquid

 **ORGANIZATION/STORAGE SYSTEMS**

Closet & Storage Concepts/More Space Place
Residential/commercial closet and storage systems; Murphy beds
BEGAN: 1987, Franchising: 2000
UNITS: US: 37, CAN: 0, INTL: 0, CO: 2
COST: \$72.2K-\$494.1K, Rty: 5%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

Closet Factory
Custom closet and storage systems
BEGAN: 1983, Franchising: 1985
UNITS: US: 66, CAN: 0, INTL: 0, CO: 13
COST: \$208.5K-\$356K, Rty: 6.75%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

Closets By Design Franchising
Custom closet and home/office organization systems
BEGAN: 1982, Franchising: 1998
UNITS: US: 47, CAN: 7, INTL: 0, CO: 3
COST: \$152K-\$378K, Rty: 6.75%
FINANCING: No
QUALIF: \$500K net worth w/\$200K liquid

GarageExperts ●●
Garage cabinets, floor coatings, organization products
BEGAN: 2008, Franchising: 2008
UNITS: US: 90, CAN: 0, INTL: 0, CO: 0
COST: \$48.5K-\$86.4K, Rty: \$500-\$1.8K/mo.
FINANCING: Yes
QUALIF: \$50K net worth w/\$30K liquid

ShelfGenie Franchise Systems ●
Custom pull-out shelving for cabinets and pantries
BEGAN: 2000, Franchising: 2008
UNITS: US: 134, CAN: 6, INTL: 0, CO: 30
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: 164, CAN: 29, INTL: 0, CO: 0
COST: \$156.9K-\$297.3K, Rty: \$300-\$2K/mo.
FINANCING: Yes
QUALIF: \$150K net worth w/\$129.95K liquid

 **PAINTING**

CertaPro Painters ●
Residential and commercial painting
BEGAN: 1992, Franchising: 1992
UNITS: US: 333, 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: 3, CAN: 0, INTL: 0, CO: 1
COST: \$59.3K-\$130.2K, Rty: 6%
FINANCING: No
QUALIF: \$100K net worth w/\$60K liquid

Five Star Painting ●
Residential and commercial painting
BEGAN: 2002, Franchising: 2007
UNITS: US: 187, CAN: 4, INTL: 0, CO: 2
COST: \$69.7K-\$179.3K, Rty: 6%
FINANCING: Yes

Fresh Coat ●
Residential and commercial painting
BEGAN: 2005, Franchising: 2005
UNITS: US: 132, CAN: 0, INTL: 0, CO: 0
COST: \$53.9K-\$76.8K, Rty: 6%
FINANCING: Yes
QUALIF: \$50K liquid

Lime Painting ●
Residential and commercial painting and contracting services
BEGAN: 2014, Franchising: 2018
UNITS: US: 2, CAN: 0, INTL: 0, CO: 1
COST: \$89.6K-\$115.3K, Rty: 6%
FINANCING: Yes
QUALIF: \$150K net worth w/\$50K liquid

Painter1 ●
Painting
BEGAN: 2012, Franchising: 2016
UNITS: US: 16, CAN: 0, INTL: 0, CO: 0
COST: \$58.9K-\$121.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$50K net worth w/\$50K liquid

Spray-Net ●
Exterior spray painting
BEGAN: 2010, Franchising: 2014
UNITS: US: 0, CAN: 46, INTL: 0, CO: 2
COST: \$99.3K-\$132.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$200K net worth w/\$70K liquid

360 Painting ●
Residential and commercial painting
BEGAN: 2005, Franchising: 2006
UNITS: US: 108, CAN: 3, INTL: 0, CO: 0
COST: \$90.5K-\$132.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$100K-\$200K net worth w/\$30K-\$60K liquid

Wow 1 Day Painting ●
One-day residential and commercial painting
BEGAN: 2008, Franchising: 2010
UNITS: US: 33, CAN: 16, INTL: 0, CO: 0
COST: \$65K-\$123.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$50K-\$150K net worth w/\$50K-\$90K liquid

 **WINDOW COVERINGS**

Bloomin' Blinds ●
Window covering sales, installation, and repairs
BEGAN: 2001, Franchising: 2014
UNITS: US: 63, CAN: 1, INTL: 0, CO: 0
COST: \$62.6K-\$137.4K, Rty: 3-6%
FINANCING: Yes
QUALIF: \$40K-\$60K liquid

Budget Blinds ●
Window coverings, window film, rugs, accessories
BEGAN: 1992, Franchising: 1994
UNITS: US: 1,049, CAN: 104, INTL: 1, CO: 0
COST: \$110.1K-\$235.9K, Rty: \$300-\$1.5K/mo.
FINANCING: Yes
QUALIF: \$100K net worth w/\$64.95K liquid

Gotcha Covered ●
Window treatments
BEGAN: 1991, Franchising: 2001
UNITS: US: 81, CAN: 19, INTL: 0, CO: 0
COST: \$65.7K-\$93.9K, Rty: \$1.25K/mo.
FINANCING: Yes

 **MISCELLANEOUS HOME-IMPROVEMENT BUSINESSES**

ABC ●
Seamless siding, soffit, fascia, gutters, windows, roofing
BEGAN: 1973, Franchising: 1978
UNITS: US: 94, 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: 1, CAN: 0, INTL: 0, CO: 3
COST: \$13.1K-\$43.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$15K-\$30K liquid

Archadeck Outdoor Living ●
Outdoor living space design and construction
BEGAN: 1980, Franchising: 1984
UNITS: US: 52, CAN: 1, INTL: 0, CO: 2
COST: \$38.8K-\$103.6K, Rty: 3-6%
FINANCING: Yes
QUALIF: \$100K net worth w/\$80K liquid

Border Magic ●
Concrete edging and landscape curbing
BEGAN: 1987, Franchising: 2002
UNITS: US: 62, CAN: 0, INTL: 0, CO: 0
COST: \$78K-\$100.5K, Rty: \$395-\$495/mo.
FINANCING: Yes
QUALIF: \$250K net worth w/\$40K liquid

Boulder Designs ●
Custom rocks and boulder signage
BEGAN: 2004, Franchising: 2008
UNITS: US: 125, CAN: 0, INTL: 0, CO: 0
COST: \$86.5K-\$109.5K, Rty: \$395-495/mo.
FINANCING: Yes
QUALIF: \$250K net worth w/\$40K liquid

Concrete Craft

Decorative concrete coatings

BEGAN: 2006, Franchising: 2008
UNITS: US: 64, CAN: 0, INTL: 0, CO: 0
COST: \$112.9K-\$190.6K, Rty: \$300-\$2K/mo.
FINANCING: Yes
QUALIF: \$150K net worth w/\$92.5K liquid

Curb-Ease ●

Stamped-concrete garden edging

BEGAN: 1996, Franchising: 2005
UNITS: US: 0, CAN: 6, INTL: 0, CO: 2
COST: \$112K-\$149K, Rty: 7%
FINANCING: No
QUALIF: \$100K-\$500K net worth w/\$10K-\$15K liquid

Honest Abe Roofing Franchise ●

Roof installation and repairs, gutter installation

BEGAN: 2007, Franchising: 2017
UNITS: US: 6, CAN: 0, INTL: 0, CO: 2
COST: \$98.5K-\$235.3K, Rty: 5%
FINANCING: Yes

LEI Home Enhancements ●

Windows, doors, roofing, siding

BEGAN: 2009, Franchising: 2017
UNITS: US: 12, CAN: 0, INTL: 0, CO: 20
COST: \$97.5K-\$157.7K, Rty: 5%
FINANCING: No
QUALIF: \$400K net worth w/\$100K liquid

N-Hance Wood Refinishing ●

Wood cabinet and floor refinishing

BEGAN: 2001, Franchising: 2003
UNITS: US: 495, CAN: 44, INTL: 2, CO: 0
COST: \$49.9K-\$153.2K, Rty: \$346-\$692/mo.
FINANCING: Yes
QUALIF: \$50K liquid

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

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

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

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

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 Franchising

Fence sales and installation

BEGAN: 2002, Franchising: 2017
UNITS: US: 8, CAN: 0, INTL: 0, CO: 5
COST: \$88K-\$196.5K, Rty: 6%
FINANCING: No
QUALIF: \$250K net worth w/\$250K liquid

UBuildIt

Construction consulting

BEGAN: 1988, Franchising: 1998
UNITS: US: 76, CAN: 0, INTL: 0, CO: 0
COST: \$113.5K-\$223.8K, Rty: 7%+
FINANCING: No
QUALIF: \$50K-\$150K net worth w/\$50K-\$150K liquid

USA Insulation

Home insulation and weatherization

BEGAN: 1985, Franchising: 2007
UNITS: US: 35, CAN: 0, INTL: 0, CO: 0
COST: \$170.9K-\$270.7K, Rty: 5%
FINANCING: Yes
QUALIF: \$300K-\$500K net worth w/\$50K-\$175K liquid

Window World

Replacement windows, doors, siding

BEGAN: 1995, Franchising: 2011
UNITS: US: 194, CAN: 0, INTL: 0, CO: 1
COST: \$176.9K-\$456.3K, Rty: Varies
FINANCING: Yes
QUALIF: \$90K-\$150K liquid



Lodging

CAMPGROUNDS

Kampgrounds of America

Campgrounds and RV parks

BEGAN: 1962, Franchising: 1963
UNITS: US: 444, CAN: 32, INTL: 0, CO: 30
COST: \$210.95K-\$4.5M, Rty: 8%
FINANCING: Yes
QUALIF: \$750K-\$3M net worth w/\$750K-\$3M liquid

Yogi Bear's Jellystone Park Camp-Resorts

Family camping resorts

BEGAN: 1969, Franchising: 1969
UNITS: US: 78, CAN: 6, INTL: 0, CO: 0
COST: \$62K-\$3M, Rty: 3.5%
FINANCING: Yes
QUALIF: \$0-\$250K net worth w/\$0-\$100K liquid

HOTELS & MOTELS

Affordable Suites of America

Extended-stay hotels

BEGAN: 1998, Franchising: 1998
UNITS: US: 11, CAN: 0, INTL: 0, CO: 9
COST: \$2.9M-\$3.5M, Rty: 5%
FINANCING: Yes
QUALIF: \$5M net worth w/\$1M liquid

AmericInn by Wyndham

Hotels

BEGAN: 1987, Franchising: 1987
UNITS: US: 200, CAN: 0, INTL: 0, CO: 0
COST: \$218.1K-\$7.3M, Rty: 5%
FINANCING: Yes

Baymont by Wyndham

Hotels

BEGAN: 1974, Franchising: 1987
UNITS: US: 493, CAN: 3, INTL: 1, CO: 0
COST: \$214.7K-\$6.9M, Rty: 5%
FINANCING: Yes

Candlewood Suites

Suite hotels

BEGAN: 1995, Franchising: 1996
UNITS: US: 378, CAN: 3, INTL: 2, CO: 0
COST: \$8.95M-\$12.3M, Rty: 5%
FINANCING: Yes

Country Inn & Suites by Radisson

Hotels

BEGAN: 1986, Franchising: 1987
UNITS: US: 453, CAN: 6, INTL: 21, CO: 5
COST: \$1.9M-\$9.5M, Rty: 5%
FINANCING: No

Crowne Plaza Hotels & Resorts

Hotels

BEGAN: 1983, Franchising: 1983
UNITS: US: 125, CAN: 7, INTL: 285, CO: 0
COST: \$29.8M-\$56.5M, Rty: 5%
FINANCING: Yes

Curio Collection by Hilton

Hotels

BEGAN: 2014, Franchising: 2014
UNITS: US: 34, CAN: 0, INTL: 21, CO: 0
COST: \$3.6M-\$97.4M, Rty: 5%
FINANCING: Yes

Days Inn by Wyndham

Hotels

BEGAN: 1970, Franchising: 1972
UNITS: US: 1,471, CAN: 111, INTL: 162, CO: 0
COST: \$192.7K-\$8M, Rty: 5.5%
FINANCING: Yes

Doubletree by Hilton

Upscale hotels and resorts

BEGAN: 1969, Franchising: 1989
UNITS: US: 314, CAN: 12, INTL: 92, CO: 0
COST: \$22M-\$69.3M, Rty: 5%
FINANCING: Yes

Embassy Suites by Hilton

Upscale all-suite hotels

BEGAN: 1983, Franchising: 1984
UNITS: US: 220, CAN: 4, INTL: 5, CO: 0
COST: \$17.4M-\$74.96M, Rty: 3.5-5.5%
FINANCING: Yes

Even Hotels

Hotels

BEGAN: 2012, Franchising: 2014
UNITS: US: 6, CAN: 0, INTL: 0, CO: 3
COST: \$12.6M-\$20.2M, Rty: 5%
FINANCING: Yes

Hampton by Hilton

Midprice hotels

BEGAN: 1983, Franchising: 1984
UNITS: US: 2,163, CAN: 56,
 INTL: 162, CO: 0
COST: \$6.9M-\$17.1M, Rty: 6%
FINANCING: Yes

Hawthorn Suites by Wyndham

Hotels

BEGAN: 1986, Franchising: 1986
UNITS: US: 103, CAN: 0, INTL: 7, CO: 0
COST: \$227.96K-\$12.3M, Rty: 5.5%
FINANCING: Yes

Hilton Garden Inn

Upscale midprice hotels

BEGAN: 1990, Franchising: 1990
UNITS: US: 646, CAN: 22,
 INTL: 120, CO: 0
COST: \$12.1M-\$23.2M, Rty: 5.5%
FINANCING: Yes

Hilton Hotels and Resorts

Upscale hotels and resorts

BEGAN: 1919, Franchising: 1965
UNITS: US: 181, CAN: 13, INTL: 253,
 CO: 64
COST: \$29.2M-\$111.9M, Rty: 5%
FINANCING: Yes

**Holiday Inn and
 Holiday Inn Express**

Hotels

BEGAN: 1952, Franchising: 1954
UNITS: US: 2,669, CAN: 160,
 INTL: 1,038, CO: 3
COST: \$7.8M-\$24.8M, Rty: 5-6%
FINANCING: Yes

Home2 Suites by Hilton

Midprice extended-stay hotels

BEGAN: 2008, Franchising: 2009
UNITS: US: 234, CAN: 3, INTL: 0, CO: 0
COST: \$8.2M-\$14.6M, Rty: 5%
FINANCING: Yes

Homewood Suites by Hilton

Upscale extended-stay hotels

BEGAN: 1988, Franchising: 1988
UNITS: US: 445, CAN: 20, INTL: 3, CO: 0
COST: \$11M-\$22.1M, Rty: 3.5-5.5%
FINANCING: Yes

Hospitality International

Hotels/motels

BEGAN: 1971, Franchising: 1977
UNITS: US: 226, 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: 51, CAN: 0, INTL: 38, CO: 0
COST: \$16.7M-\$37.3M, Rty: 5%
FINANCING: Yes

Howard Johnson by Wyndham

Hotels

BEGAN: 1925, Franchising: 1954
UNITS: US: 188, CAN: 32, INTL: 113,
 CO: 0
COST: \$264.8K-\$9.3M, Rty: 4.5%
FINANCING: Yes

**InterContinental Hotels
 & Resorts**

Hotels

BEGAN: 1946, Franchising: 1946
UNITS: US: 19, CAN: 3, INTL: 168, CO: 6
COST: \$70.4M-\$102.9M, Rty: 5%
FINANCING: Yes

La Quinta

Hotels

BEGAN: 1968, Franchising: 2000
UNITS: US: 576, CAN: 2,
 INTL: 14, CO: 316
COST: \$452.4K-\$11.1M, Rty: 4.5%-5%
FINANCING: Yes

Microtel by Wyndham

Hotels

BEGAN: 1987, Franchising: 1988
UNITS: US: 305, CAN: 17, INTL: 19, CO: 0
COST: \$3.8M-\$5.3M, Rty: 6%
FINANCING: Yes

Motel 6

Economy hotels

BEGAN: 1962, Franchising: 1996
UNITS: US: 882, CAN: 25,
 INTL: 1, CO: 395
COST: \$2.6M-\$3.9M, Rty: 5%
FINANCING: No

Park Inn by Radisson

Hotels

BEGAN: 1986, Franchising: 1993
UNITS: US: 13, CAN: 3, INTL: 137, CO: 0
COST: \$3.7M-\$20.8M, Rty: 4.5%
FINANCING: No

Radisson

Hotels

BEGAN: 1962, Franchising: 1983
UNITS: US: 72, CAN: 17, INTL: 51, CO: 23
COST: \$9.99M-\$51.98M, Rty: 5%
FINANCING: No

Radisson Blu

Hotels

BEGAN: 2009, Franchising: 2009
UNITS: US: 0, CAN: 0, INTL: 103, CO: 212
COST: \$21.4M-\$121.3M, Rty: 5%
FINANCING: No

**Ramada Worldwide
 by Wyndham**

Hotels

BEGAN: 1954, Franchising: 1990
UNITS: US: 344, CAN: 81,
 INTL: 414, CO: 0
COST: \$214.1K-\$13.7M, Rty: 4.5%
FINANCING: Yes

Red Roof Inn

Economy hotels

BEGAN: 1972, Franchising: 1996
UNITS: US: 425, CAN: 0, INTL: 7, CO: 121
COST: \$195.5K-\$5.1M, Rty: 4.5%
FINANCING: Yes

Staybridge Suites

Suite hotels

BEGAN: 1997, Franchising: 1997
UNITS: US: 233, CAN: 10, INTL: 20, CO: 0
COST: \$11.2M-\$15.4M, Rty: 5%
FINANCING: Yes

Studio 6

Extended-stay lodging

BEGAN: 1998, Franchising: 1999
UNITS: US: 91, CAN: 2, INTL: 0, CO: 36
COST: \$3.7M-\$4.96M, Rty: 5%
FINANCING: No

Super 8 by Wyndham

Hotels

BEGAN: 1974, Franchising: 1976
UNITS: US: 1,591, CAN: 126,
 INTL: 1,119, CO: 0
COST: \$188.9K-\$4.5M, Rty: 5.5%
FINANCING: Yes

Tapestry Collection by Hilton

Hotels

BEGAN: 2016, Franchising: 2016
UNITS: US: 6, CAN: 0, INTL: 0, CO: 0
COST: \$2.8M-\$83.2M, Rty: 5%
FINANCING: No
QUALIF: \$5.7M net worth

**Trademark Collection
 by Wyndham**

Hotels

BEGAN: 2017, Franchising: 2017
UNITS: US: 44, CAN: 2, INTL: 52, CO: 0
COST: \$208.9K-\$12.2M, Rty: 4%
FINANCING: Yes

Travelodge by Wyndham

Hotels

BEGAN: 1939, Franchising: 1966
UNITS: US: 327, CAN: 97, INTL: 0, CO: 0
COST: \$178.7K-\$7.8M, Rty: 4.5%
FINANCING: Yes

TRYP by Wyndham

Hotels

BEGAN: 1975, Franchising: 2011
UNITS: US: 7, CAN: 0, INTL: 99, CO: 0
COST: \$789.1K-\$23.6M, Rty: 5%
FINANCING: Yes

Wingate by Wyndham

Hotels

BEGAN: 1995, Franchising: 1995
UNITS: US: 146, CAN: 9, INTL: 2, CO: 0
COST: \$305.7K-\$10.5M, Rty: 4.5%
FINANCING: Yes

Wyndham

Hotels

BEGAN: 1981, Franchising: 1996
UNITS: US: 37, CAN: 0, INTL: 77, CO: 0
COST: \$984.6K-\$65.8M, Rty: 5%
FINANCING: Yes

Wyndham Garden

Hotels

BEGAN: 1996, Franchising: 1996
UNITS: US: 69, CAN: 3, INTL: 41, CO: 0
COST: \$540.8K-\$20.9M, Rty: 5%
FINANCING: Yes

Wyndham Grand

Hotels

BEGAN: 1996, Franchising: 1996
UNITS: US: 10, CAN: 0, INTL: 27, CO: 2
COST: \$1M-\$65.9M, Rty: 5%
FINANCING: Yes

Maintenance

 **ASPHALT MAINTENANCE**
**Jet-Black/Yellow
 Dawg Striping**  

Asphalt maintenance

BEGAN: 1988, Franchising: 1993
UNITS: US: 106, CAN: 0, INTL: 0, CO: 8
COST: \$43K-\$100.98K, Rty: 1-8%
FINANCING: Yes
QUALIF: \$20K liquid

NextGen Great Sealcoating  

Asphalt sealcoating and maintenance

BEGAN: 2005, Franchising: 2018
UNITS: US: 1, CAN: 0, INTL: 0, CO: 0
COST: \$43.9K-\$163.4K, Rty: 7.5%
FINANCING: No
QUALIF: \$50K liquid

Southern Striping ●

Pavement striping, sealcoating, and repairs; traffic signs

BEGAN: 2009, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$45.2K-\$98.8K, Rty: 6%
FINANCING: No
QUALIF: \$50K net worth w/\$25K 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: 2,037, CAN: 69, INTL: 1,447, CO: 0
COST: \$67.6K-\$178.9K, Rty: \$409/mo.
FINANCING: Yes
QUALIF: \$60K net worth w/\$40K liquid

milliCare

Flooring, carpet, and textile maintenance

BEGAN: 1967, Franchising: 1996
UNITS: US: 43, CAN: 4, INTL: 10, CO: 0
COST: \$113.2K-\$154.9K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K net worth w/\$50K liquid

Oxi Fresh Franchising ●●

Carpet, upholstery, hardwood floor, tile, and grout cleaning; odor control

BEGAN: 2006, Franchising: 2006
UNITS: US: 348, CAN: 8, INTL: 0, CO: 8
COST: \$43.3K-\$71.5K, Rty: \$395/mo.
FINANCING: Yes
QUALIF: \$37.9K liquid

Zerorez Franchising Systems ●

Carpet and surface cleaning

BEGAN: 2001, Franchising: 2003
UNITS: US: 50, CAN: 0, INTL: 0, CO: 1
COST: \$76.3K-\$182.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K-\$750K net worth w/\$100K-\$500K liquid

COMMERCIAL CLEANING

Anago Cleaning Systems ●●

Commercial cleaning

BEGAN: 1989, Franchising: 1991
UNITS: US: 1,503, CAN: 56, INTL: 0, CO: 0
COST: \$10.4K-\$68.5K, Rty: 10%
FINANCING: Yes
QUALIF: \$4.6K-\$32.3K net worth w/\$1K-\$25.9K liquid

Buildingstars International ●●

Commercial cleaning

BEGAN: 1994, Franchising: 2000
UNITS: US: 900, CAN: 0, INTL: 0, CO: 0
COST: \$2.2K-\$53.2K, Rty: 10%
FINANCING: Yes

City Wide Franchise

Commercial cleaning, building maintenance

BEGAN: 1961, Franchising: 2001
UNITS: US: 54, CAN: 0, INTL: 0, CO: 1
COST: \$202.2K-\$365.1K, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$140K-\$200K liquid

CleanNet USA ●●

Commercial cleaning

BEGAN: 1988, Franchising: 1988
UNITS: US: 1,982, CAN: 56, INTL: 0, CO: 0
COST: \$20.4K-\$85.4K, Rty: 10%
FINANCING: Yes
QUALIF: \$10K-\$300K net worth w/\$5K-\$50K liquid

Coverall ●●

Commercial cleaning

BEGAN: 1985, Franchising: 1985
UNITS: US: 6,960, CAN: 437, INTL: 766, 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: 125, CAN: 2, INTL: 0, CO: 10
COST: \$105.2K-\$174.6K, Rty: 10%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Image One Facility Solutions ●

Commercial cleaning

BEGAN: 2010, Franchising: 2011
UNITS: US: 107, CAN: 0, INTL: 0, CO: 0
COST: \$57.1K-\$123.7K, Rty: 10%
FINANCING: Yes

Izsam Franchising ●

Construction cleanup and commercial cleaning

BEGAN: 1998, Franchising: 2016
UNITS: US: 11, CAN: 0, INTL: 0, CO: 0
COST: \$72.8K-\$95.9K, Rty: 6-5%
FINANCING: Yes
QUALIF: \$100K-\$2M net worth w/\$75K-\$1M liquid

Jan-Pro Franchising International ●●

Commercial cleaning

BEGAN: 1991, Franchising: 1992
UNITS: US: 7,409, CAN: 1,101, INTL: 280, CO: 0
COST: \$4.2K-\$54.7K, Rty: 15%
FINANCING: Yes
QUALIF: \$1K-\$14K net worth w/\$1K liquid

Mint Condition Franchising ●●

Commercial cleaning, building maintenance

BEGAN: 1996, Franchising: 1996
UNITS: US: 344, 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: 134, CAN: 0, INTL: 0, CO: 0
COST: \$59.5K-\$107.2K, Rty: 9%
FINANCING: Yes
QUALIF: \$85K liquid

Pro Clean USA ●●

Commercial cleaning and maintenance

BEGAN: 2016, Franchising: 2016
UNITS: US: 30, CAN: 0, INTL: 0, CO: 1
COST: \$3.5K-\$50.4K, Rty: 5%
FINANCING: Yes
QUALIF: \$25K-\$50K liquid

ServiceMaster Clean/ServiceMaster Restore

Commercial/residential cleaning, disaster restoration

BEGAN: 1947, Franchising: 1952
UNITS: US: 2,652, CAN: 142, INTL: 1,673, CO: 10
COST: \$92.99K-\$300.3K, Rty: 7%/10%
FINANCING: Yes
QUALIF: \$100K-\$200K net worth w/\$36.3K-\$102.7K liquid

Stratus Building Solutions ●●

Environmentally friendly commercial cleaning

BEGAN: 2004, Franchising: 2006
UNITS: US: 1,710, CAN: 37, INTL: 0, CO: 0
COST: \$4.4K-\$72.9K, 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: 43, CAN: 0, INTL: 0, CO: 0
COST: \$155.9K-\$373K, Rty: 1-6%
FINANCING: Yes
QUALIF: \$250K-\$800K net worth w/\$75K-\$150K liquid

360clean ●●

Commercial cleaning

BEGAN: 2005, Franchising: 2008
UNITS: US: 76, CAN: 0, INTL: 0, CO: 0
COST: \$3.8K-\$11.1K, Rty: 14%
FINANCING: Yes
QUALIF: \$10K liquid

Vanguard Cleaning Systems ●●

Commercial cleaning

BEGAN: 1984, Franchising: 1984
UNITS: US: 2,997, CAN: 330, INTL: 0, CO: 0
COST: \$5.5K-\$36.6K, Rty: 11.5%
FINANCING: Yes
QUALIF: \$50K-\$250K net worth w/\$7K-\$45K liquid

CONCRETE REPAIRS

A-1 Concrete Leveling ●

Concrete leveling and repairs

BEGAN: 1992, Franchising: 1993
UNITS: US: 47, CAN: 0, INTL: 0, CO: 0
COST: \$120.5K-\$150.9K, Rty: 6%
FINANCING: Yes
QUALIF: \$5K liquid

Concrete Raising of America ●

Concrete raising, leveling, stabilizing, and repairs; cement grout injection

BEGAN: 1947, Franchising: 1993
UNITS: US: 11, CAN: 0, INTL: 0, CO: 0
COST: \$34.9K-\$249.4K, Rty: 4-8%
FINANCING: Yes
QUALIF: \$300K net worth w/\$70K liquid

Precision Concrete Cutting ●

Uneven-sidewalk repairs

BEGAN: 1991, Franchising: 2002
UNITS: US: 49, CAN: 7, INTL: 2, CO: 6
COST: \$215K-\$241.5K, Rty: 9%
FINANCING: No
QUALIF: \$150K net worth w/\$72K liquid

CRIME-SCENE CLEANING

Bio-One ●

Crime-scene and trauma-scene cleaning

BEGAN: 2008, Franchising: 2011
UNITS: US: 62, CAN: 0, INTL: 0, CO: 0
COST: \$80.8K-\$124.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$125K net worth w/\$35K-\$80K liquid

Spaulding Decon

Crime-scene, meth-lab, and hoarding cleanup; mold remediation

BEGAN: 2005, Franchising: 2015
UNITS: US: 11, CAN: 0, INTL: 0, CO: 3
COST: \$106.9K-\$132.9K, Rty: 8%
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K liquid

 **DRYWALL REPAIR**
The Patch Boys  

Drywall repair

BEGAN: 2006, Franchising: 2015
UNITS: US: 79, CAN: 1, INTL: 0, CO: 1
COST: \$45.5K-\$66K, Rty: 7%
FINANCING: Yes
QUALIF: \$50K net worth w/\$30K liquid

Patchmaster  

Drywall repair

BEGAN: 2016, Franchising: 2017
UNITS: US: 38, CAN: 0, INTL: 0, CO: 9
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: 112, CAN: 0, INTL: 0, CO: 7
COST: \$68.6K-\$401.6K, Rty: 6%
FINANCING: Yes
QUALIF: \$100K liquid

Mr. Electric 

Electrical services

BEGAN: 1994, Franchising: 1994
UNITS: US: 128, CAN: 24, INTL: 26, CO: 0
COST: \$97.6K-\$234.8K, Rty: 4-7%
FINANCING: Yes

 **GLASS REPAIR**
Glass Doctor

Auto/residential/commercial glass installation, repair, and replacement

BEGAN: 1962, Franchising: 1977
UNITS: US: 159, CAN: 13, INTL: 0, CO: 0
COST: \$127.3K-\$265.5K, Rty: 5-7%
FINANCING: Yes

The Glass Guru

Window and glass restoration, repair, and replacement

BEGAN: 2004, Franchising: 2007
UNITS: US: 82, CAN: 5, INTL: 0, CO: 0
COST: \$72.8K-\$179.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$50K liquid

 **GROUT MAINTENANCE**
Grout Doctor Global Franchise  

Grout, tile, and stone restoration and maintenance

BEGAN: 1992, Franchising: 2001
UNITS: US: 79, CAN: 0, INTL: 0, CO: 1
COST: \$20.4K-\$33.4K, 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: 50, CAN: 0, INTL: 0, CO: 0
COST: \$26K-\$54K, Rty: 10-5%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

Sir Grout Franchising 

Grout, tile, stone, concrete, and wood restoration

BEGAN: 2004, Franchising: 2007
UNITS: US: 36, CAN: 0, INTL: 1, CO: 2
COST: \$77.8K-\$130.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K liquid

 **HANDYMAN/ HOME-REPAIR SERVICES**
Andy OnCall 

Handyman services

BEGAN: 1993, Franchising: 1999
UNITS: US: 31, CAN: 0, INTL: 0, CO: 0
COST: \$48.2K-\$62.1K, Rty: 5%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

Franchise Dr. Auto & Casa   

Home and auto handyman services

BEGAN: 2009, Franchising: 2010
UNITS: US: 0, CAN: 0, INTL: 47, CO: 2
COST: \$43.9K-\$78.4K, Rty: \$100/wk.
FINANCING: Yes

Handyman Connection

Home repairs, remodeling

BEGAN: 1990, Franchising: 1991
UNITS: US: 49, CAN: 19, INTL: 0, CO: 0
COST: \$99.5K-\$152.7K, Rty: 5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$100K liquid

Handyman Matters Franchise

Residential and commercial repairs, maintenance, and improvements

BEGAN: 1998, Franchising: 2001
UNITS: US: 125, CAN: 0, INTL: 0, CO: 5
COST: \$82.8K-\$127.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$275K net worth w/\$150K liquid

HandyPro International 

Handyman and home-modification services

BEGAN: 1996, Franchising: 2000
UNITS: US: 18, 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: 10, CAN: 0, INTL: 0, CO: 1
COST: \$64.2K-\$98.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$100K net worth w/\$30K liquid

Mr. Appliance

Residential and commercial appliance installation and repairs

BEGAN: 1996, Franchising: 1996
UNITS: US: 213, CAN: 17, INTL: 0, CO: 0
COST: \$60.8K-\$139.5K, Rty: 7%
FINANCING: Yes

Mr. Handyman International 

Residential and commercial repair, maintenance, and improvement services

BEGAN: 2000, Franchising: 2000
UNITS: US: 202, CAN: 12, INTL: 1, CO: 0
COST: \$111.5K-\$143.1K, Rty: 7%
FINANCING: Yes

The Screenmobile 

Mobile window and door screening

BEGAN: 1982, Franchising: 1984
UNITS: US: 121, CAN: 0, INTL: 0, CO: 1
COST: \$91.8K-\$180.3K, Rty: 7%
FINANCING: Yes
QUALIF: \$150K net worth w/\$50K liquid

TruBlue Total House Care 

Home repair services, lawn care, and house cleaning

BEGAN: 2011, Franchising: 2011
UNITS: US: 28, CAN: 1, INTL: 0, CO: 0
COST: \$61.9K-\$81K, Rty: 6%
FINANCING: Yes
QUALIF: \$50K liquid

Yellow Van Handyman  

Handyman services

BEGAN: 2002, Franchising: 2004
UNITS: US: 12, CAN: 1, INTL: 0, CO: 0
COST: \$8.99K-\$13.99K, Rty: Varies
FINANCING: Yes
QUALIF: \$5.99K-\$13.99K net worth w/\$5.99K-\$13.99K liquid

 **HVAC/DUCT-CLEANING SERVICES**
Action Duct Cleaning Company

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

Aire Serv

HVAC services

BEGAN: 1992, Franchising: 1992
UNITS: US: 177, CAN: 10, INTL: 2, CO: 0
COST: \$82.6K-\$206.4K, 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: \$41K-\$136.5K, Rty: 5-8%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

Ductz International

Air-duct cleaning, HVAC restoration, dryer-vent cleaning

BEGAN: 2002, Franchising: 2003
UNITS: US: 72, CAN: 0, INTL: 0, CO: 9
COST: \$111.6K-\$225.8K, 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: 338, CAN: 0, INTL: 0, CO: 33
COST: \$81.8K-\$535.9K, Rty: 6%
FINANCING: Yes
QUALIF: \$150K liquid

 **LAWN CARE/ LANDSCAPING**
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: No

The Grounds Guys

Lawn and landscape maintenance

BEGAN: 2010, Franchising: 2010
UNITS: US: 165, CAN: 29, INTL: 0, CO: 0
COST: \$73.5K-\$200.1K, Rty: 7%
FINANCING: Yes

Lawn Creations

Lawn care

BEGAN: 2007, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$50K-\$65.1K, Rty: 7%
FINANCING: Yes

Lawn Doctor ●

Lawn, tree, and shrub care; mosquito and tick control

BEGAN: 1967, Franchising: 1967
UNITS: US: 568, CAN: 0, INTL: 0, CO: 0
COST: \$101.8K-\$115.9K, Rty: 10%
FINANCING: Yes
QUALIF: \$60K net worth w/\$60K liquid

NaturaLawn of America

Organic-based lawn care

BEGAN: 1987, Franchising: 1989
UNITS: US: 83, CAN: 0, INTL: 0, CO: 7
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: \$54.9K-\$108.5K, Rty: 6%
FINANCING: Yes

Spring-Green Lawn Care ●

Lawn and tree care

BEGAN: 1977, Franchising: 1977
UNITS: US: 117, CAN: 0, INTL: 0, CO: 26
COST: \$109.3K, Rty: 8-10%
FINANCING: Yes
QUALIF: \$160K net worth w/\$60K liquid

Spring Touch Lawn & Pest Control ●

Lawn care, pest control, irrigation

BEGAN: 1973, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 4
COST: \$82.7K-\$148.8K, Rty: 6%
FINANCING: Yes
QUALIF: \$150K net worth w/\$60K liquid

U.S. Lawns ●

Commercial grounds care

BEGAN: 1986, Franchising: 1987
UNITS: US: 251, CAN: 0, INTL: 0, CO: 0
COST: \$39.8K-\$81.3K, Rty: 4-6%
FINANCING: Yes
QUALIF: \$125K net worth w/\$40K liquid

Weed Man ●

Lawn care

BEGAN: 1970, Franchising: 1976
UNITS: US: 209, CAN: 97, INTL: 3, CO: 0
COST: \$68.5K-\$85.5K, Rty: \$6K-\$12K/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: 78, CAN: 13, INTL: 52, 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: 79, CAN: 1, INTL: 0, CO: 3
COST: \$95.1K-\$122.4K, Rty: 7.5%
FINANCING: Yes
QUALIF: \$50K net worth

Fibrenew ●

Leather, plastic, and vinyl restoration and repair

BEGAN: 1985, Franchising: 1987
UNITS: US: 165, CAN: 59, INTL: 15, CO: 0
COST: \$94.1K-\$106.8K, Rty: \$695+/mo.
FINANCING: Yes
QUALIF: \$200K net worth w/\$50K liquid

▶ PEST CONTROL

Mosquito Hunters ●

Mosquito, tick, and flea control

BEGAN: 2013, Franchising: 2015
UNITS: US: 41, CAN: 0, INTL: 0, CO: 1
COST: \$69.9K-\$82.2K, Rty: 10%
FINANCING: Yes
QUALIF: \$50K liquid

Mosquito Joe ●

Outdoor pest control

BEGAN: 2010, Franchising: 2012
UNITS: US: 286, CAN: 0, INTL: 0, CO: 2
COST: \$90.6K-\$135.5K, Rty: 10%
FINANCING: Yes
QUALIF: \$250K net worth w/\$50K liquid

Mosquito Shield ●

Outdoor pest control

BEGAN: 2001, Franchising: 2013
UNITS: US: 54, 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: 240, CAN: 0, INTL: 2, CO: 0
COST: \$65.8K-\$86.9K, Rty: 10-8%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

Superior Mosquito Defense ●●

Outdoor pest control

BEGAN: 1996, Franchising: 2013
UNITS: US: 19, CAN: 0, INTL: 0, CO: 3
COST: \$23.8K-\$38.7K, Rty: 5%
FINANCING: No

▶ PLUMBING

Benjamin Franklin Plumbing

Residential plumbing service, repair, maintenance

BEGAN: 2000, Franchising: 2001
UNITS: US: 260, CAN: 0, INTL: 0, CO: 10
COST: \$89.8K-\$412.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$150K liquid

bluefrog Plumbing + Drain

Plumbing and drain services

BEGAN: 2013, Franchising: 2014
UNITS: US: 12, CAN: 0, INTL: 0, CO: 0
COST: \$107.2K-\$358.5K, Rty: 4-6%
FINANCING: Yes
QUALIF: \$150K net worth w/\$50K-\$100K liquid

Mr. Rooter ●

Plumbing, drain, and sewer cleaning

BEGAN: 1968, Franchising: 1972
UNITS: US: 210, CAN: 26, INTL: 57, CO: 0
COST: \$74.98K-\$182.1K, Rty: 5-7%
FINANCING: Yes

1-800-Plumber

Plumbing

BEGAN: 1983, Franchising: 2017
UNITS: US: 4, CAN: 0, INTL: 0, CO: 1
COST: \$75.4K-\$242.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

Rooter-Man ●●

Plumbing, drain, and sewer cleaning

BEGAN: 1970, Franchising: 1981
UNITS: US: 576, CAN: 62, INTL: 1, CO: 46
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: 265, CAN: 0, INTL: 0, CO: 0
COST: \$96.2K-\$143.3K, Rty: 8-4%
FINANCING: Yes
QUALIF: \$150K net worth w/\$100K liquid

Pinch A Penny Pool, Patio & Spa

Pool and spa supplies, products, equipment, and maintenance and repair services

BEGAN: 1974, Franchising: 1976
UNITS: US: 254, CAN: 0, INTL: 0, CO: 3
COST: \$289.4K-\$411.2K, Rty: 6%
FINANCING: No
QUALIF: \$350K net worth w/\$50K-\$150K liquid

Pool Scouts ●

Pool cleaning and maintenance

BEGAN: 2016, Franchising: 2016
UNITS: US: 17, CAN: 0, INTL: 0, CO: 3
COST: \$62K-\$121K, Rty: 8%
FINANCING: Yes

Poolwerx ●

Pool and spa maintenance, service, remodeling, and supplies

BEGAN: 1992, Franchising: 1992
UNITS: US: 27, CAN: 0, INTL: 115, CO: 5
COST: \$93K-\$309.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$15K-\$50K liquid

▶ RESIDENTIAL CLEANING

ANB Clean Franchising ●●

Residential and commercial cleaning

BEGAN: 2013, Franchising: 2018
UNITS: US: 1, CAN: 0, INTL: 0, CO: 1
COST: \$26.1K-\$44.8K, Rty: 7%
FINANCING: No

Casey's Cleaning Franchise ●

Residential and commercial cleaning

BEGAN: 1986, Franchising: 2019
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$52.8K-\$67.4K, Rty: 5%
FINANCING: No

Classmaids ●

Residential and commercial cleaning

BEGAN: 2013, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$15.4K-\$30K, Rty: 6.5-3.5%
FINANCING: Yes

The Cleaning Authority

Environmentally friendly residential cleaning

BEGAN: 1978, Franchising: 1996
UNITS: US: 218, CAN: 7, INTL: 0, CO: 3
COST: \$71.3K-\$167.2K, Rty: 4-6%
FINANCING: Yes
QUALIF: \$225K-\$250K net worth w/\$60K liquid

Home Cleaning Centers of America ●

Residential and commercial cleaning

BEGAN: 1981, Franchising: 1984
UNITS: US: 32, CAN: 0, INTL: 0, CO: 0
COST: \$32.8K-\$34.8K, Rty: 5-3%
FINANCING: No

Maid Brigade ●

Residential cleaning

BEGAN: 1979, Franchising: 1980
UNITS: US: 365, CAN: 76, INTL: 6, CO: 0
COST: \$73.5K-\$95.5K, Rty: 3.5-6.9%
FINANCING: Yes
QUALIF: \$50K net worth w/\$50K liquid

MaidPro ●

Residential cleaning

BEGAN: 1991, Franchising: 1997
UNITS: US: 242, CAN: 9, INTL: 0, CO: 1
COST: \$57.6K-\$207.5K, Rty: 3.5-6.5%
FINANCING: Yes
QUALIF: \$20K liquid

Maid Right ●

Residential cleaning

BEGAN: 2013, Franchising: 2013
UNITS: US: 22, CAN: 0, INTL: 0, CO: 0
COST: \$90.6K-\$138K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K net worth w/\$25K liquid

The Maids

Residential cleaning

BEGAN: 1979, Franchising: 1981
UNITS: US: 1,203, CAN: 52, INTL: 0, CO: 142
COST: \$63.3K-\$141.2K, Rty: 6.9-3.9%
FINANCING: Yes
QUALIF: \$250K net worth w/\$60K liquid

Maids by Trade ●●

Residential cleaning

BEGAN: 2011, Franchising: 2016
UNITS: US: 2, CAN: 0, INTL: 0, CO: 1
COST: \$8.99K-\$109.99K, Rty: 6-12%
FINANCING: No

Merry Maids

Residential cleaning

BEGAN: 1979, Franchising: 1980
UNITS: US: 1,024, CAN: 55, INTL: 640, CO: 5
COST: \$86.8K-\$123.8K, Rty: 5-7%
FINANCING: Yes
QUALIF: \$90K net worth w/\$37.5K liquid

Molly Maid

Residential cleaning

BEGAN: 1979, Franchising: 1979
UNITS: US: 487, CAN: 0, INTL: 0, CO: 0
COST: \$110.7K-\$153.2K, Rty: 3-6.5%
FINANCING: Yes

Tina Maids ●●

Residential and commercial cleaning

BEGAN: 2018, Franchising: 2019
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$40.2K-\$52.9K, Rty: 5.5%
FINANCING: Yes
QUALIF: \$29.9K net worth w/\$29.9K liquid

Two Maids & A Mop

Residential cleaning

BEGAN: 2003, Franchising: 2013
UNITS: US: 77, CAN: 0, INTL: 0, CO: 1
COST: \$56K-\$136.98K, 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: 98, CAN: 0, INTL: 0, CO: 0
COST: \$36.4K-\$107K, Rty: 2.99-5.9%
FINANCING: Yes
QUALIF: \$120K net worth w/\$39.9K liquid

 **RESTORATION SERVICES**
AdvantaClean ●

Restoration

BEGAN: 1994, Franchising: 2006
UNITS: US: 228, CAN: 0, INTL: 0, CO: 0
COST: \$113.1K-\$244.95K, Rty: 10%
FINANCING: Yes
QUALIF: \$75K-\$175K net worth w/\$50K-\$150K liquid

Certified Restoration DryCleaning Network

Restoration of textiles and electronics

BEGAN: 1992, Franchising: 2001
UNITS: US: 133, CAN: 13, INTL: 7, CO: 0
COST: \$46.2K-\$236.1K, Rty: 6-9%
FINANCING: Yes
QUALIF: \$300K net worth w/\$175K-\$225K liquid

Delta Restoration Services

Insurance/disaster restoration

BEGAN: 2006, Franchising: 2010
UNITS: US: 27, CAN: 0, INTL: 0, CO: 1
COST: \$129.7K-\$246.98K, Rty: 5%/7%
FINANCING: Yes
QUALIF: \$100K net worth w/\$60K liquid

DKI ●

Property restoration

BEGAN: 1974, Franchising: 1994
UNITS: US: 275, CAN: 80, 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: 124, CAN: 1, INTL: 145, CO: 9
COST: \$38.7K-\$117.9K, Rty: 8-2%
FINANCING: Yes
QUALIF: \$25K liquid

911 Restoration ●

Residential and commercial property restoration

BEGAN: 2003, Franchising: 2007
UNITS: US: 176, CAN: 3, INTL: 0, CO: 0
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: 96, CAN: 0, INTL: 0, CO: 1
COST: \$69.5K-\$234K, Rty: 7%
FINANCING: Yes

1-800 Water Damage

Restoration

BEGAN: 1988, Franchising: 2002
UNITS: US: 89, CAN: 0, INTL: 0, CO: 7
COST: \$132.1K-\$206.7K, Rty: 5-10%
FINANCING: Yes
QUALIF: \$150K-\$200K net worth w/\$100K liquid

Paul Davis Restoration

Insurance restoration

BEGAN: 1966, Franchising: 1970
UNITS: US: 192, CAN: 45, INTL: 0, CO: 0
COST: \$215.4K-\$449.7K, Rty: 4%
FINANCING: Yes
QUALIF: \$300K net worth w/\$250K liquid

PuroClean ●

Property damage restoration and remediation

BEGAN: 1990, Franchising: 1991
UNITS: US: 229, CAN: 34, INTL: 0, CO: 0
COST: \$72.7K-\$190.6K, Rty: 3-10%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K-\$150K liquid

Rainbow International Restoration & Cleaning

Indoor cleaning and restoration

BEGAN: 1981, Franchising: 1981
UNITS: US: 302, CAN: 20, INTL: 94, CO: 0
COST: \$172.2K-\$278.6K, Rty: 2-8%
FINANCING: Yes

Restoration 1 ●

Water, fire, smoke, and mold restoration

BEGAN: 2008, Franchising: 2009
UNITS: US: 166, CAN: 0, INTL: 0, CO: 0
COST: \$77.95K-\$182.1K, Rty: 7%
FINANCING: Yes
QUALIF: \$150K net worth w/\$50K liquid

Rytech Restoration ●

Water, mold, fire, and smoke remediation and rebuilding services

BEGAN: 1995, Franchising: 1996
UNITS: US: 46, CAN: 0, INTL: 0, CO: 8
COST: \$135.3K-\$170.8K, Rty: 8%
FINANCING: Yes
QUALIF: \$300K net worth w/\$75K liquid

Service Team of Professionals (STOP) ●

Water/fire restoration, mold remediation

BEGAN: 1971, Franchising: 1996
UNITS: US: 30, CAN: 0, INTL: 0, CO: 0
COST: \$78.6K-\$138.5K, Rty: 9-7%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

Servpro

Fire and water cleanup and restoration

BEGAN: 1967, Franchising: 1969
UNITS: US: 1,672, CAN: 15, INTL: 0, CO: 0
COST: \$159.3K-\$213.2K, Rty: 3-10%
FINANCING: Yes
QUALIF: \$105K-\$110K liquid

Steamatic ●

Insurance/disaster restoration, cleaning, mold remediation

BEGAN: 1948, Franchising: 1967
UNITS: US: 64, CAN: 63, INTL: 45, CO: 0
COST: \$74.6K-\$183.6K, 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: \$169.4K-\$295.1K, Rty: 6.25%
FINANCING: Yes
QUALIF: \$450K net worth w/\$300K liquid

RESTROOM MAINTENANCE

Aire-Master of America ●●

Restroom odor-control and maintenance

BEGAN: 1958, Franchising: 1976
UNITS: US: 106, CAN: 2, INTL: 0, CO: 7
COST: \$39.6K-\$142.4K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$50K liquid

Enviro-Master International Franchise

Restroom hygiene products and services

BEGAN: 2009, Franchising: 2011
UNITS: US: 70, CAN: 2, INTL: 0, CO: 0
COST: \$172.3K-\$298.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K-\$350K net worth w/\$100K-\$150K liquid

SPRINKLER REPAIRS

Conserva Irrigation ●

Irrigation repair and maintenance

BEGAN: 2012, Franchising: 2017
UNITS: US: 42, CAN: 0, INTL: 0, CO: 8
COST: \$42.8K-\$80.3K, Rty: 4-7%
FINANCING: Yes
QUALIF: \$50K-\$100K net worth w/\$50K-\$100K liquid

Sprinkler Master ●●

Sprinkler installation and repairs

BEGAN: 2009, Franchising: 2017
UNITS: US: 3, CAN: 0, INTL: 0, CO: 11
COST: \$34.9K-\$50K, Rty: 9%
FINANCING: No
QUALIF: \$60K net worth w/\$34K liquid

WINDOW CLEANING

Elite Window Cleaning ●

Window, screen, gutter, and siding cleaning

BEGAN: 2012, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 7
COST: \$64.5K-\$100.5K, Rty: 10%
FINANCING: Yes

Fish Window Cleaning Services

Window cleaning

BEGAN: 1978, Franchising: 1998
UNITS: US: 274, CAN: 0, INTL: 0, CO: 1
COST: \$83.2K-\$146.2K, Rty: 8-6%
FINANCING: Yes
QUALIF: \$150K-\$500K net worth w/\$60K-\$150K liquid

Shack Shine ●

Interior and exterior window washing, gutter cleaning, power washing, house washing

BEGAN: 2013, Franchising: 2015
UNITS: US: 18, CAN: 21, INTL: 0, CO: 0
COST: \$49.5K-\$99.5K, Rty: 8%
FINANCING: Yes
QUALIF: \$40K liquid

Shine Window Care and Holiday Lighting ●●

Window cleaning, pressure washing, holiday lighting installation

BEGAN: 2000, Franchising: 2012
UNITS: US: 27, CAN: 0, INTL: 0, CO: 0
COST: \$43.9K-\$113.6K, Rty: 7%
FINANCING: Yes

Squeegee Squad ●●

Residential and high-rise window cleaning, building maintenance

BEGAN: 1999, Franchising: 2005
UNITS: US: 52, CAN: 0, INTL: 3, CO: 2
COST: \$42.98K-\$143.5K, Rty: 7-5%
FINANCING: Yes
QUALIF: \$3K-\$35K liquid

Window Gang ●●

Window, gutter, and dryer-vent cleaning, pressure washing, chimney sweeping

BEGAN: 1986, Franchising: 1996
UNITS: US: 99, CAN: 0, INTL: 0, CO: 122
COST: \$34.4K-\$81.2K, Rty: 7%
FINANCING: Yes
QUALIF: \$50K net worth w/\$50K liquid

Window Genie ●

Residential window cleaning, window tinting, pressure washing

BEGAN: 1994, Franchising: 1998
UNITS: US: 112, CAN: 0, INTL: 0, CO: 0
COST: \$90.8K-\$170K, Rty: 7%
FINANCING: Yes

MISCELLANEOUS MAINTENANCE BUSINESSES

American Leak Detection ●

Concealed water, gas, and sewer leak-detection

BEGAN: 1974, Franchising: 1984
UNITS: US: 139, CAN: 8, INTL: 15, CO: 13
COST: \$76.8K-\$259.6K, Rty: 6-10%
FINANCING: Yes
QUALIF: \$200K net worth w/\$70K liquid

Bar-B-Clean ●●

Barbecue cleaning

BEGAN: 2011, Franchising: 2013
UNITS: US: 29, 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: 49, CAN: 1, INTL: 1, CO: 10
COST: \$309.6K-\$427.1K, Rty: 4%
FINANCING: Yes
QUALIF: \$1M net worth w/\$300K-\$500K liquid

Clean Sleep ●

Mobile mattress cleaning

BEGAN: 2011, Franchising: 2013
UNITS: US: 3, CAN: 0, INTL: 0, CO: 1
COST: \$290.9K-\$336.1K, Rty: 6%
FINANCING: No
QUALIF: \$1M-\$5M net worth w/\$200K-\$500K liquid

Dryer Vent Wizard International ●

Dryer-vent cleaning, replacement

BEGAN: 2004, Franchising: 2006
UNITS: US: 84, CAN: 6, INTL: 0, CO: 0
COST: \$59.7K-\$151.4K, Rty: 10%
FINANCING: Yes
QUALIF: \$85K-\$180K net worth w/\$15K-\$50K liquid

Fitness Machine Technicians (FMT) ●

Exercise equipment service and repairs

BEGAN: 2002, Franchising: 2012
UNITS: US: 25, CAN: 0, INTL: 0, CO: 1
COST: \$68.9K-\$108.9K, Rty: 6%
FINANCING: Yes

Foliage Design Systems ●●

Interior plant sales, leasing, and maintenance

BEGAN: 1971, Franchising: 1980
UNITS: US: 27, 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

Furniture Medic ●

Furniture and wood restoration, repair, and refinishing

BEGAN: 1992, Franchising: 1992
UNITS: US: 242, CAN: 42, INTL: 65, CO: 0
COST: \$80.4K-\$90.7K, Rty: 7%
FINANCING: Yes
QUALIF: \$100K net worth w/\$25K liquid

Goodbye Graffiti USA ●

Graffiti removal

BEGAN: 2003, Franchising: 2017
UNITS: US: 0, 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: 190, CAN: 0, INTL: 0, CO: 0
COST: \$50.7K-\$132K, Rty: 7-10%
FINANCING: Yes
QUALIF: \$75K liquid

Midtown Chimney Sweeps Franchising ●

Chimney sweeping, dryer-vent cleaning

BEGAN: 1979, Franchising: 2014
UNITS: US: 32, CAN: 0, INTL: 0, CO: 0
COST: \$62.4K-\$123.9K, Rty: 7%
FINANCING: Yes

Mobility City Holdings

Wheelchair and mobility scooter repair, sales, and cleaning

BEGAN: 1999, Franchising: 2017
UNITS: US: 1, CAN: 0, INTL: 0, CO: 1
COST: \$107.1K-\$174.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$250K-\$500K net worth w/\$100K-\$200K liquid

Renew Crew ●

Environmentally friendly exterior surface cleaning and protection

BEGAN: 1993, Franchising: 2001
UNITS: US: 28, CAN: 0, INTL: 0, CO: 4
COST: \$35.7K-\$83K, Rty: 6%
FINANCING: Yes
QUALIF: \$75K net worth w/\$40K liquid

Sparkle Wash International ●

Pressure washing, restoration, and preservation services

BEGAN: 1965, Franchising: 1967
UNITS: US: 71, CAN: 1, INTL: 3, CO: 2
COST: \$52.1K-\$121.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

Personal Care

CRYOTHERAPY

iCryo Cryotherapy

Cryotherapy, wellness, and pain management services

BEGAN: 2015, Franchising: 2017
UNITS: US: 2, CAN: 0, INTL: 0, CO: 1
COST: \$285.4K-\$597.8K, Rty: 5.5%
FINANCING: Yes
QUALIF: \$50K-\$125K liquid

Orange Cryo Wellness

Cryotherapy

BEGAN: 2016, Franchising: 2017
UNITS: US: 5, CAN: 0, INTL: 0, CO: 3
COST: \$116.5K-\$184.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$150K-\$200K liquid

 **FITNESS**
AKT Franchise

Fitness studios

BEGAN: 2014, Franchising: 2018
UNITS: US: 3, CAN: 0, INTL: 0, CO: 0
COST: \$332.5K-\$499.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K 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 net worth

Anytime Fitness

Fitness centers

BEGAN: 2001, Franchising: 2002
UNITS: US: 2,398, CAN: 182, INTL: 1,463, CO: 38
COST: \$78K-\$521.4K, Rty: \$449-\$549/mo.
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

Athletic Republic

Sports performance training

BEGAN: 1990, Franchising: 2006
UNITS: US: 37, CAN: 2, INTL: 5, CO: 1
COST: \$236K-\$482K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K liquid

Atlas Fitness

24-hour fitness centers

BEGAN: 2010, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$184.2K-\$707.5K, Rty: 6%
FINANCING: Yes

Baby Boot Camp  

Prenatal and postpartum fitness and nutrition

BEGAN: 2001, Franchising: 2005
UNITS: US: 84, CAN: 0, INTL: 0, CO: 1
COST: \$6.1K-\$13.2K, Rty: \$195-\$340/mo.
FINANCING: No

The Barre Code

Barre fitness classes

BEGAN: 2010, Franchising: 2013
UNITS: US: 31, CAN: 0, INTL: 0, CO: 6
COST: \$222.5K-\$466K, Rty: 6%
FINANCING: Yes
QUALIF: \$225K-\$466K net worth w/\$100K-\$225K liquid

barre.d studio

Barre fitness studios

BEGAN: 2014, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$104.5K-\$240.5K, Rty: 5%
FINANCING: Yes

Blink Fitness 

Health and fitness centers

BEGAN: 2011, Franchising: 2015
UNITS: US: 1, CAN: 0, INTL: 0, CO: 69
COST: \$636.8K-\$2.1M, Rty: 5%
FINANCING: Yes
QUALIF: \$1.5M-\$3M net worth w/\$300K-\$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

Body Therapeutix 

Outdoor fitness centers

BEGAN: 2013, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$44.1K-\$90.7K, Rty: 6%
FINANCING: Yes

Burn Boot Camp

Women's fitness centers

BEGAN: 2012, Franchising: 2015
UNITS: US: 178, CAN: 0, INTL: 0, CO: 5
COST: \$142.3K-\$349.2K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$150K liquid

The Camp

Fitness/weight-loss services

BEGAN: 2010, Franchising: 2016
UNITS: US: 80, CAN: 0, INTL: 0, CO: 13
COST: \$167K-\$326.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$75K 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: 364, CAN: 3, INTL: 0, CO: 0
COST: \$167.97K-\$280.4K, Rty: 7%
FINANCING: Yes
QUALIF: \$300K net worth w/\$80K liquid

Core Capacity Transformations

Fitness and nutrition programs, dietary supplements

BEGAN: 2010, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 8
COST: \$162.96K-\$274.3K, Rty: 6%
FINANCING: Yes
QUALIF: \$162.96K-\$274.3K net worth

Core Progression
Elite Personal Training

Personal and group training, wellness services

BEGAN: 2008, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 3
COST: \$152K-\$504K, Rty: 5%
FINANCING: Yes
QUALIF: \$300K net worth w/\$75K liquid

Crunch Franchise

Fitness centers

BEGAN: 2010, Franchising: 2010
UNITS: US: 203, CAN: 29, 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: 167, CAN: 2, INTL: 1, CO: 0
COST: \$319.2K-\$497.2K, Rty: 7%
FINANCING: Yes
QUALIF: \$600K-\$6M net worth w/\$150K liquid

D1 Sports Franchise

Athletic training

BEGAN: 2001, Franchising: 2015
UNITS: US: 25, CAN: 0, INTL: 0, CO: 2
COST: \$221.5K-\$492.2K, Rty: 6%
FINANCING: Yes

Eat the Frog Fitness

Fitness studios

BEGAN: 2015, Franchising: 2016
UNITS: US: 7, CAN: 0, INTL: 0, CO: 3
COST: \$522K-\$706.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$400K 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: No

The Exercise Coach

Personal training

BEGAN: 2000, Franchising: 2010
UNITS: US: 37, CAN: 0, INTL: 6, CO: 2
COST: \$113.1K-\$297.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K liquid

F45 Training

Fitness studios

BEGAN: 2011, Franchising: 2013
UNITS: US: 245, CAN: 53, INTL: 674, CO: 10
COST: \$220K-\$299K, Rty: \$2.5K/mo.
FINANCING: Yes
QUALIF: \$100K liquid

Fit Body Boot Camp

Indoor fitness boot camps

BEGAN: 2009, Franchising: 2011
UNITS: US: 476, CAN: 64, INTL: 0, CO: 1
COST: \$136K-\$198K, Rty: \$997/mo.
FINANCING: No

Fit4Mom  

Prenatal and postpartum fitness and wellness programs

BEGAN: 2001, Franchising: 2005
UNITS: US: 297, CAN: 0, INTL: 0, CO: 1
COST: \$6.2K-\$24.3K, Rty: 2%
FINANCING: No

Fitness Together

Personal training

BEGAN: 1984, Franchising: 1996
UNITS: US: 142, CAN: 0, INTL: 0, CO: 0
COST: \$143.6K-\$258.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$175K net worth w/\$80K liquid

Get In Shape For Women

Small-group personal training for women

BEGAN: 2006, Franchising: 2007
UNITS: US: 39, CAN: 0, INTL: 0, CO: 4
COST: \$71.4K-\$172.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Gold's Gym

Health and fitness centers

BEGAN: 1965, Franchising: 1980
UNITS: US: 192, CAN: 11, INTL: 350, CO: 150
COST: \$2.2M-\$5M, Rty: 5%
FINANCING: Yes
QUALIF: \$1M net worth w/\$400K liquid

GYMGUYZ 

Mobile personal training

BEGAN: 2008, Franchising: 2013
UNITS: US: 187, CAN: 9, INTL: 35, CO: 4
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: 1, CAN: 0, INTL: 0, CO: 10
COST: \$225.3K-\$354.3K, Rty: 7%
FINANCING: Yes
QUALIF: \$30K-\$100K liquid

Hard Exercise Works

Boot camp fitness programs

BEGAN: 2008, Franchising: 2011
UNITS: US: 18, CAN: 0, INTL: 0, CO: 1
COST: \$136.3K-\$466.5K, Rty: 5%
FINANCING: Yes

iLoveKickboxing.com

Kickboxing fitness classes

BEGAN: 2009, Franchising: 2012
UNITS: US: 243, CAN: 15, INTL: 1, CO: 5
COST: \$214.9K-\$559.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$125K 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

Jabz Franchising

Boxing studios for women

BEGAN: 2012, Franchising: 2014
UNITS: US: 15, CAN: 0, INTL: 0, CO: 3
COST: \$99.2K-\$194.4K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$70K liquid

Jazzercise ●

Group fitness classes, conventions, apparel, and accessories

BEGAN: 1969, Franchising: 1982
UNITS: US: 6,953, CAN: 178, INTL: 1,799, 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: \$487.6K-\$965.4K, Rty: 5%
FINANCING: No
QUALIF: \$500K net worth w/\$150K liquid

Legacy Fit

Group interval training classes

BEGAN: 2008, Franchising: 2014
UNITS: US: 2, CAN: 0, INTL: 1, CO: 1
COST: \$217.7K-\$391.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$100K net worth w/\$90K liquid

Legends Boxing

Boxing fitness programs

BEGAN: 2013, Franchising: 2017
UNITS: US: 4, CAN: 0, INTL: 0, CO: 1
COST: \$276.9K-\$472.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

The Max Challenge

10-week fitness and nutrition programs

BEGAN: 2011, Franchising: 2013
UNITS: US: 68, CAN: 0, INTL: 0, CO: 1
COST: \$146.9K-\$295.6K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K-\$600K net worth w/\$55K liquid

Mayweather Boxing + Fitness

Boxing fitness studios

BEGAN: 2018, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$199.9K-\$566.3K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$50K-\$150K liquid

Moms on the Run ●●

Fitness programs for women

BEGAN: 2008, Franchising: 2012
UNITS: US: 37, CAN: 0, INTL: 0, CO: 9
COST: \$5.6K-\$13.98K, Rty: \$215+/mo.
FINANCING: No
QUALIF: \$10K liquid

9Round

Kickboxing fitness circuit-training programs

BEGAN: 2007, Franchising: 2009
UNITS: US: 587, CAN: 73, INTL: 120, CO: 7
COST: \$99.7K-\$143.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$150K net worth w/\$30K liquid

Orangetheory Fitness

Group personal training

BEGAN: 2010, Franchising: 2010
UNITS: US: 862, CAN: 74, INTL: 41, CO: 23
COST: \$563.5K-\$999.1K, Rty: 8%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

Oxygen Yoga & Fitness

Yoga and fitness classes

BEGAN: 2011, Franchising: 2011
UNITS: US: 0, CAN: 47, 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 w/\$270K liquid

PickUp USA Fitness

Basketball-focused fitness clubs

BEGAN: 2011, Franchising: 2016
UNITS: US: 5, CAN: 0, INTL: 0, CO: 0
COST: \$402.3K-\$999.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$600K net worth w/\$300K liquid

Planet Fitness

Fitness clubs

BEGAN: 1992, Franchising: 2003
UNITS: US: 1,506, CAN: 27, INTL: 7, CO: 68
COST: \$969.6K-\$4.2M, Rty: 7%
FINANCING: Yes
QUALIF: \$1.5M net worth w/\$600K liquid

Pure Barre

Barre fitness classes and apparel

BEGAN: 2001, Franchising: 2009
UNITS: US: 483, CAN: 3, INTL: 0, CO: 13
COST: \$198.7K-\$446.3K, Rty: 7%
FINANCING: Yes
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

Real Life Ninja Academy

Obstacle-course training

BEGAN: 2016, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$117.8K-\$232.9K, Rty: 5%
FINANCING: No
QUALIF: \$100K net worth w/\$100K liquid

Regymen Fitness

Fitness studios

BEGAN: 2017, Franchising: 2018
UNITS: US: 1, CAN: 0, INTL: 0, CO: 4
COST: \$431K-\$870.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$1M net worth w/\$250K liquid

Retro Fitness

Health clubs

BEGAN: 2002, Franchising: 2006
UNITS: US: 146, CAN: 0, INTL: 0, CO: 0
COST: \$944.3K-\$1.6M, Rty: 5%
FINANCING: Yes
QUALIF: \$1.5M net worth w/\$450K liquid

Row House Franchise

Indoor rowing classes

BEGAN: 2014, Franchising: 2017
UNITS: US: 3, CAN: 0, INTL: 0, CO: 1
COST: \$257.7K-\$400.8K, Rty: 7%
FINANCING: Yes
QUALIF: \$350K net worth w/\$100K liquid

Sasquatch Strength

Group functional training

BEGAN: 2014, Franchising: 2019
UNITS: US: 0, CAN: 0, INTL: 0, CO: 3
COST: \$67.3K-\$175.7K, Rty: 6.5%
FINANCING: Yes

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 w/\$150K liquid

Shred415

Fitness studios

BEGAN: 2011, Franchising: 2017
UNITS: US: 5, CAN: 0, INTL: 0, CO: 10
COST: \$423.5K-\$920.8K, Rty: 8%
FINANCING: No
QUALIF: \$800K net worth w/\$300K liquid

Snap Fitness

24-hour fitness centers

BEGAN: 2003, Franchising: 2004
UNITS: US: 885, CAN: 69, INTL: 397, CO: 44
COST: \$149.8K-\$462.8K, Rty: \$549/mo.
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K liquid

StretchLab Franchise

Assisted stretching classes and related therapy services

BEGAN: 2015, Franchising: 2017
UNITS: US: 3, CAN: 0, INTL: 0, CO: 1
COST: \$169.3K-\$248.1K, Rty: 7%
FINANCING: Yes
QUALIF: \$350K 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: 14, CAN: 0, INTL: 0, CO: 0
COST: \$93.8K-\$566.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K net worth w/\$100K liquid

30 Minute Hit

Kickboxing circuit-training programs for women

BEGAN: 2004, Franchising: 2006
UNITS: US: 10, CAN: 58, INTL: 0, CO: 0
COST: \$100K-\$165K, Rty: \$500-\$900/mo.
FINANCING: Yes
QUALIF: \$40K liquid

Title Boxing Club

Boxing and kickboxing fitness classes, personal training, apparel

BEGAN: 2008, Franchising: 2009
UNITS: US: 168, CAN: 0, INTL: 2, CO: 3
COST: \$162.8K-\$478.9K, 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: 2, CAN: 0, INTL: 0, CO: 0
COST: \$297K-\$521.4K, Rty: 7%
FINANCING: Yes
QUALIF: \$400K net worth w/\$125K liquid

TruFusion

Group fitness studios

BEGAN: 2013, Franchising: 2015
UNITS: US: 6, CAN: 0, INTL: 0, CO: 2
COST: \$1.5M-\$3.6M, Rty: 8%
FINANCING: Yes
QUALIF: \$1.5M net worth w/\$750K liquid

UFC Gym

Boxing, kickboxing, Brazilian jiu jitsu, high-intensity interval training, and group fitness classes

BEGAN: 1992, Franchising: 2004
UNITS: US: 86, CAN: 7, INTL: 23, CO: 17
COST: \$151K-\$4.2M, Rty: 4-6%
FINANCING: Yes
QUALIF: \$300K-\$1.5M net worth w/\$100K-\$500K liquid

The Warrior Factory

Obstacle-course training programs for children and adults

BEGAN: 2016, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$685.5K-\$1.1M, Rty: 6.5-5.5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$20K-\$200K liquid

Workout Anytime 24/7

24-hour health clubs

BEGAN: 1999, Franchising: 2005
UNITS: US: 156, CAN: 0, INTL: 0, CO: 1
COST: \$555.5K-\$996.4K, Rty: \$499+/mo.
FINANCING: Yes
QUALIF: \$500K net worth w/\$175K liquid

YogaSix

Yoga classes

BEGAN: 2012, Franchising: 2018
UNITS: US: 7, CAN: 0, INTL: 0, CO: 0
COST: \$283.3K-\$452.8K, Rty: 7%
FINANCING: Yes
QUALIF: \$400K net worth w/\$100K liquid

 **HAIR CARE**
Blo Blow Dry Bar

Blowouts, hair care, makeup

BEGAN: 2007, Franchising: 2009
UNITS: US: 63, CAN: 14, INTL: 0, CO: 0
COST: \$229.5K-\$347.7K, Rty: 6%
FINANCING: No
QUALIF: \$300K net worth w/\$75K liquid

Cherry Blow Dry Bar Franchise Systems

Blowouts, extensions, makeup, hair treatments and styling

BEGAN: 2008, Franchising: 2008
UNITS: US: 17, CAN: 0, INTL: 0, CO: 1
COST: \$236.4K-\$395.9K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K-\$400K net worth w/\$75K liquid

Cimaje Studios

Hair replacement, haircuts, hair and scalp treatments

BEGAN: 2016, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$106.5K-\$135.1K, Rty: 10%
FINANCING: Yes
QUALIF: \$49.9K net worth w/\$49.9K liquid

Cookie Cutters Haircuts for Kids

Children's hair salons

BEGAN: 1994, Franchising: 1996
UNITS: US: 78, CAN: 4, INTL: 0, CO: 1
COST: \$130K-\$278K, 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: 373, CAN: 0, INTL: 0, CO: 221
COST: \$139.4K-\$290.2K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

CutFinity Franchising

Hair salons

BEGAN: 2018, Franchising: 2019
UNITS: US: 0, CAN: 0, INTL: 0, CO: 0
COST: \$125.3K-\$247.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K-\$300K net worth w/\$50K-\$75K liquid

Diesel Barbershop

Hair care and grooming services

BEGAN: 2011, Franchising: 2017
UNITS: US: 4, CAN: 0, INTL: 0, CO: 6
COST: \$273K-\$391K, Rty: 7.5%
FINANCING: Yes
QUALIF: \$600K 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

Fantastic Sams Cut & Color

Hair salons

BEGAN: 1974, Franchising: 1976
UNITS: US: 995, CAN: 5, INTL: 0, CO: 2
COST: \$144.9K-\$316K, Rty: \$362+/wk.
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K liquid

First Choice Haircutters

Family hair salons

BEGAN: 1980, Franchising: 1980
UNITS: US: 0, CAN: 205, INTL: 0, CO: 197
COST: \$163.9K-\$302.6K, Rty: 5-7%
FINANCING: Yes
QUALIF: \$150K liquid

The Great American Barbershop Franchise

Men's grooming services

BEGAN: 2015, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 3
COST: \$175.5K-\$297K, Rty: 6%
FINANCING: No
QUALIF: \$300K net worth w/\$50K liquid

Great Clips

Hair salons

BEGAN: 1982, Franchising: 1983
UNITS: US: 4,216, CAN: 155, INTL: 0, CO: 0
COST: \$136.9K-\$259.4K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K-\$1M net worth w/\$50K-\$250K liquid

Hammer & Nails Grooming Shop for Guys

Men's grooming services

BEGAN: 2013, Franchising: 2015
UNITS: US: 4, CAN: 0, INTL: 0, CO: 1
COST: \$253.3K-\$597.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K-\$5M net worth w/\$100K liquid

Lemon Tree Family Salons

Family hair salons

BEGAN: 1974, Franchising: 1976
UNITS: US: 36, CAN: 0, INTL: 0, CO: 7
COST: \$197.7K-\$244K, Rty: 6%
FINANCING: No
QUALIF: \$150K-\$200K net worth w/\$75K liquid

Nikita Hair

Hair salons

BEGAN: 1984, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$162.3K-\$268.6K, Rty: 5%
FINANCING: Yes

Pigtails & Crewcuts

Children's hair salons

BEGAN: 2002, Franchising: 2004
UNITS: US: 60, CAN: 0, INTL: 0, CO: 1
COST: \$98.8K-\$230.3K, 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: 85, CAN: 1, INTL: 0, CO: 0
COST: \$173.8K-\$303.4K, 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: 4, CAN: 0, INTL: 0, CO: 2
COST: \$411.7K-\$661.5K, 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: 46, CAN: 4, INTL: 4, CO: 1
COST: \$144K-\$184K, Rty: \$1K/mo.
FINANCING: Yes
QUALIF: \$119.99K liquid

Sport Clips

Men's sports-themed hair salons

BEGAN: 1993, Franchising: 1995
UNITS: US: 1,721, CAN: 38, INTL: 0, CO: 69
COST: \$224.8K-\$373.3K, Rty: 6%
FINANCING: Yes
QUALIF: \$400K net worth w/\$200K liquid

Supercuts

Hair salons

BEGAN: 1975, Franchising: 1979
UNITS: US: 1,740, CAN: 18, INTL: 131, CO: 913
COST: \$144.4K-\$297K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

V's Barbershop Franchise

Upscale men's barbershops

BEGAN: 1999, Franchising: 2005
UNITS: US: 36, CAN: 0, INTL: 0, CO: 0
COST: \$196.7K-\$371K, Rty: 5-3.5%
FINANCING: No
QUALIF: \$400K net worth w/\$100K liquid

LASH & BROW SERVICES

Amazing Lash Studio

Eyelash-extension salons

BEGAN: 2010, Franchising: 2013
UNITS: US: 212, CAN: 0, INTL: 0, CO: 7
COST: \$224.7K-\$482.5K, Rty: 6%
FINANCING: Yes
QUALIF: \$600K net worth w/\$100K liquid

Deka Lash

Eyelash extensions

BEGAN: 2013, Franchising: 2016
UNITS: US: 57, CAN: 0, INTL: 0, CO: 2
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: \$500K net worth w/\$100K liquid

Idolize Brows & Beauty

Threading, lash extensions, 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

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

Lume

Eyelash, eyebrow, beauty, and facial care studios

BEGAN: 2016, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$88.9K-\$174.4K, Rty: 6%
FINANCING: Yes
QUALIF: \$29.9K net worth w/\$29.9K liquid

Seva Beauty

Eyebrow shaping, eyelash extensions, facials, tinting, makeup, spa services and products

BEGAN: 2008, Franchising: 2010
UNITS: US: 172, CAN: 0, INTL: 0, CO: 0
COST: \$82.6K-\$255.2K, Rty: 6%+
FINANCING: No
QUALIF: \$350K net worth w/\$190K liquid

MASSAGE & SPA SERVICES

Clovr Life Spa

Day spa services

BEGAN: 2016, Franchising: 2017
UNITS: US: 5, CAN: 0, INTL: 0, CO: 0
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: 244, CAN: 1, INTL: 0, CO: 8
COST: \$225.4K-\$374.4K, Rty: 6%
FINANCING: Yes
QUALIF: \$350K net worth w/\$100K liquid

Hand and Stone Massage and Facial Spa

Massage and spa services

BEGAN: 2004, Franchising: 2006
UNITS: US: 353, CAN: 26, INTL: 0, CO: 1
COST: \$500.6K-\$604.3K, Rty: 5-6%
FINANCING: Yes
QUALIF: \$650K net worth w/\$150K liquid

In-Symmetry Spa

Massage, acupuncture, facials, waxing

BEGAN: 2000, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$128.5K-\$285.7K, Rty: 5%
FINANCING: Yes
QUALIF: \$36.5K-\$39.5K net worth w/\$34.5K liquid

LaVida Massage

Massage and wellness services

BEGAN: 2007, Franchising: 2007
UNITS: US: 53, CAN: 0, INTL: 0, CO: 1
COST: \$284.8K-\$476.4K, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

Massage Envy

Massage therapy, stretch therapy, skin care, facials

BEGAN: 2002, Franchising: 2003
UNITS: US: 1,177, CAN: 0, INTL: 2, CO: 0
COST: \$453.3K-\$1.1M, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

Massage Heights

Therapeutic massage services and products

BEGAN: 2004, Franchising: 2005
UNITS: US: 132, CAN: 10, INTL: 0, CO: 4
COST: \$362.2K-\$471.2K, Rty: 6%
FINANCING: Yes
QUALIF: \$400K net worth w/\$175K liquid

MassageLuXe

Therapeutic massage, facials, waxing

BEGAN: 2008, Franchising: 2008
UNITS: US: 52, CAN: 0, INTL: 0, CO: 5
COST: \$412.4K-\$565.6K, Rty: 5%
FINANCING: Yes
QUALIF: \$400K net worth w/\$100K liquid

Morning Dew Massage & Wellness

Massage and facials

BEGAN: 2010, Franchising: 2018
UNITS: US: 1, CAN: 0, INTL: 0, CO: 0
COST: \$265.1K-\$406.2K, Rty: 6-5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

Primp & Play

Family spa services and birthday parties

BEGAN: 2015, Franchising: 2017
UNITS: US: 2, CAN: 0, INTL: 0, CO: 1
COST: \$106.6K-\$157.3K, Rty: 6%
FINANCING: Yes
QUALIF: \$37.5K liquid

Spavia Day Spa

Massage, skin care, eyelash extensions, beauty and spa services

BEGAN: 2005, Franchising: 2007
UNITS: US: 31, CAN: 0, INTL: 0, CO: 1
COST: \$282.9K-\$646.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$120K liquid

Wake Foot Sanctuary

Foot soaks and massages, spa products

BEGAN: 2013, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$237.5K-\$414.1K, Rty: 6%
FINANCING: No

The Woodhouse Spas

Spa services and treatments; bath, body, and wellness products

BEGAN: 2001, Franchising: 2003
UNITS: US: 54, CAN: 0, INTL: 0, CO: 4
COST: \$652.4K-\$835.2K, Rty: 6%
FINANCING: Yes
QUALIF: \$1M net worth w/\$250K liquid

YeloSpa

Massage, skin care, sleep therapy, facials

BEGAN: 2007, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$438.3K-\$1.2M, Rty: 6%
FINANCING: No
QUALIF: \$1.7M net worth w/\$672K liquid

MEDICAL SPAS

BeRaediant

Facial aesthetics, anti-aging and skin-rejuvenation services

BEGAN: 2012, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$83.1K-\$243.5K, Rty: 7.5%
FINANCING: Yes

Beverly Hills Rejuvenation

Medical aesthetic, health, and wellness services

BEGAN: 2005, Franchising: 2017
UNITS: US: 2, CAN: 0, INTL: 0, CO: 5
COST: \$540.2K-\$881.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$850K net worth w/\$250K liquid

CellsNowMD

Medical spas

BEGAN: 2006, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$549.6K-\$864.4K, Rty: 7%
FINANCING: Yes
QUALIF: \$55.9K net worth w/\$55.9K liquid

4ever Young

Preventative health, wellness, and aesthetic services

BEGAN: 2014, Franchising: 2019
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$237.9K-\$398.4K, Rty: 4.5%
FINANCING: Yes
QUALIF: \$39.5K net worth w/\$39.5K liquid

Skinovatio

Med spas

BEGAN: 2015, Franchising: 2018
UNITS: US: 0, 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: 19, 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

Namaste Nail Sanctuary
 Nail salons

BEGAN: 2017, Franchising: 2017
UNITS: US: 4, CAN: 0, INTL: 0, CO: 1
COST: \$230.6K-\$480.3K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

 **SALON SUITES**
Beauty Squares
 Salon suites

BEGAN: 2010, Franchising: 2016
UNITS: US: 0, CAN: 0, INTL: 0, CO: 5
COST: \$356K-\$932.3K,
 Rty: \$55/suite/mo.
FINANCING: Yes

My Salon Suite/Salon Plaza
 Salon suites

BEGAN: 2010, Franchising: 2012
UNITS: US: 89, CAN: 1, INTL: 0, CO: 29
COST: \$515.9K-\$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: 227, CAN: 0, INTL: 0, CO: 3
COST: \$300.4K-\$983.1K,
 Rty: \$0.26/sq. ft.
FINANCING: Yes
QUALIF: \$750K net worth w/\$250K liquid

Salons by JC

Salon suites

BEGAN: 1997, Franchising: 2011
UNITS: US: 80, CAN: 1, INTL: 0, CO: 10
COST: \$550.6K-\$1.1M, Rty: 5.5%
FINANCING: Yes
QUALIF: \$1M net worth w/\$300K liquid

 **SENIOR CARE**
A Better Solution In Home Care ●

Home care

BEGAN: 2000, Franchising: 2014
UNITS: US: 6, CAN: 0, INTL: 0, CO: 1
COST: \$70.7K-\$137.5K, Rty: 4%
FINANCING: Yes
QUALIF: \$70K-\$150K net worth w/\$60K-\$150K liquid

Accessible Home Health Care
 Medical and nonmedical home care

BEGAN: 2001, Franchising: 2006
UNITS: US: 89, CAN: 0, INTL: 3, CO: 4
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: 129, CAN: 0, INTL: 0, CO: 0
COST: \$33.8K-\$54.9K, 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: 208, CAN: 1, 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: 105, CAN: 0, INTL: 0, CO: 0
COST: \$85K-\$178.2K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$150K liquid

AmeriCare/Aml Care

Nonmedical home care

BEGAN: 2003, Franchising: 2004
UNITS: US: 38, CAN: 0, INTL: 0, CO: 0
COST: \$89K-\$130K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K-\$300K net worth w/\$100K liquid

Assisted Living Locators ●

Senior-care referrals and senior-living placement

BEGAN: 2003, Franchising: 2006
UNITS: US: 80, CAN: 0, INTL: 0, CO: 2
COST: \$64.95K-\$77.6K, 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: 109, CAN: 1, INTL: 0, CO: 4
COST: \$77.1K-\$149K, Rty: 5-4%
FINANCING: Yes
QUALIF: \$200K net worth w/\$50K liquid

BrightStar Care

Medical/nonmedical home care, medical staffing

BEGAN: 2002, Franchising: 2005
UNITS: US: 330, CAN: 1, INTL: 0, CO: 4
COST: \$93K-\$154.3K, Rty: 5.25%
FINANCING: Yes
QUALIF: \$150K liquid

Caring for People Services ●

Nonmedical home care

BEGAN: 2004, Franchising: 2016
UNITS: US: 3, CAN: 0, INTL: 0, CO: 1
COST: \$59.5K-\$69.4K, Rty: 5%
FINANCING: Yes

Caring Senior Service

Nonmedical home care

BEGAN: 1991, Franchising: 2002
UNITS: US: 51, CAN: 0, INTL: 0, CO: 5
COST: \$77.99K-\$121.4K, Rty: 5%
FINANCING: Yes
QUALIF: \$50K-\$100K liquid

Chefs for Seniors ●●

In-home meal preparation service for seniors

BEGAN: 2013, Franchising: 2017
UNITS: US: 30, CAN: 0, INTL: 0, CO: 2
COST: \$10.5K-\$26.7K, Rty: 8%
FINANCING: No

ComForCare Home Care

Nonmedical and skilled home care

BEGAN: 1996, Franchising: 2001
UNITS: US: 183, CAN: 7, INTL: 1, CO: 0
COST: \$81.3K-\$185.3K, Rty: 5%
FINANCING: Yes
QUALIF: \$400K net worth w/\$75K liquid

Comfort Keepers

Home care

BEGAN: 1998, Franchising: 1999
UNITS: US: 617, CAN: 58,
 INTL: 60, CO: 42
COST: \$91.2K-\$144.6K, Rty: 5%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

Executive Home Care

Home health care

BEGAN: 2004, Franchising: 2012
UNITS: US: 23, CAN: 0, INTL: 0, CO: 1
COST: \$99.7K-\$169.9K, Rty: 5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$150K liquid

FirstLight Home Care Franchising ●

Nonmedical home care

BEGAN: 2009, Franchising: 2010
UNITS: US: 185, CAN: 0, INTL: 0, CO: 0
COST: \$99.7K-\$152.9K, Rty: 5%
FINANCING: Yes
QUALIF: \$150K net worth w/\$100K liquid

Granny Nannies Licensing Group

Home care

BEGAN: 1990, Franchising: 1997
UNITS: US: 26, 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: 174, CAN: 0, INTL: 0, CO: 19
COST: \$107.4K-\$135.5K, Rty: 4%
FINANCING: Yes
QUALIF: \$350K net worth w/\$107.4K-\$135.5K liquid

Home Care Assistance

Nonmedical home care

BEGAN: 2003, Franchising: 2004
UNITS: US: 96, CAN: 12, INTL: 16, CO: 55
COST: \$86K-\$146.5K, Rty: 5%
FINANCING: No
QUALIF: \$100K-\$200K net worth w/\$85K liquid

Home Care for the 21st Century ●

Home health care and hospice care

BEGAN: 1994, Franchising: 2019
UNITS: US: 0, CAN: 0, INTL: 0, CO: 0
COST: \$85.8K-\$203K, Rty: 6.9-5.4%
FINANCING: No
QUALIF: \$100K liquid

HomeHealth24x7 ●●

Home health care

BEGAN: 2015, Franchising: 2015
UNITS: US: 10, CAN: 12, INTL: 1, CO: 10
COST: \$24.5K-\$90.2K, Rty: 0
FINANCING: Yes

Home Helpers Home Care ●

Medical/nonmedical home care; monitoring products and services

BEGAN: 1997, Franchising: 1997
UNITS: US: 300, CAN: 1, INTL: 0, CO: 0
COST: \$84.8K-\$136.9K, 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: 598, CAN: 40, INTL: 488, CO: 5
COST: \$108.9K-\$124.9K, Rty: 5%
FINANCING: Yes

Homewatch CareGivers

Home care, nursing-care coordination, memory care

BEGAN: 1976, Franchising: 1996
UNITS: US: 166, CAN: 4, INTL: 9, CO: 0
COST: \$83K-\$137.3K, Rty: 5%
FINANCING: Yes
QUALIF: \$350K net worth w/\$50K liquid

HomeWell Senior Care

Home care

BEGAN: 2002, Franchising: 2003
UNITS: US: 57, CAN: 3, INTL: 0, CO: 0
COST: \$70.5K-\$130.2K, Rty: 5%
FINANCING: Yes
QUALIF: \$300K net worth w/\$150K liquid

Interim HealthCare

Medical home care, medical staffing

BEGAN: 1966, Franchising: 1966
UNITS: US: 329, CAN: 0, INTL: 231, CO: 0
COST: \$125.5K-\$198.5K, Rty: 3.5-5.5%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

MyElder ●

Senior advocacy

BEGAN: 2004, Franchising: 2014
UNITS: US: 4, CAN: 0, INTL: 0, CO: 1
COST: \$85.2K-\$123.2K, Rty: 8%
FINANCING: Yes
QUALIF: \$250K net worth w/\$150K liquid

Nurse Next Door Home Care Services ●

Medical/nonmedical home care

BEGAN: 2001, Franchising: 2007
UNITS: US: 87, CAN: 59, INTL: 0, CO: 9
COST: \$105.1K-\$199.4K, Rty: 5%
FINANCING: Yes
QUALIF: \$125K net worth w/\$125K liquid

Oasis Senior Advisors ●

Senior-living placement

BEGAN: 2013, Franchising: 2014
UNITS: US: 75, CAN: 0, INTL: 0, CO: 1
COST: \$59.3K-\$93.5K, Rty: 10%
FINANCING: Yes
QUALIF: \$150K net worth w/\$80K liquid

Qualicare ●

Medical/nonmedical home care, patient advocacy

BEGAN: 2001, Franchising: 2011
UNITS: US: 6, CAN: 17, INTL: 0, CO: 1
COST: \$84.6K-\$194.6K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$50K liquid

Right at Home

Home care, medical staffing

BEGAN: 1995, Franchising: 2000
UNITS: US: 475, CAN: 27, INTL: 77, CO: 0
COST: \$79.3K-\$137.9K, 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

2nd Family

Home care

BEGAN: 2012, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$84K-\$141.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$300K net worth w/\$150K liquid

Senior Care Authority ●

Senior-care placement and consulting

BEGAN: 2009, Franchising: 2014
UNITS: US: 58, CAN: 1, INTL: 0, CO: 2
COST: \$62.5K-\$81.3K, 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: 290, CAN: 3, INTL: 12, CO: 4
COST: \$103.3K-\$142.3K, Rty: 5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$49.5K liquid

SH Town Square

Adult daycare

BEGAN: 2018, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 0
COST: \$1.3M-\$1.7M, Rty: 6%
FINANCING: No
QUALIF: \$650K net worth w/\$400K 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: 66, CAN: 0, INTL: 0, CO: 0
COST: \$47.9K-\$70.6K, Rty: 3-5%
FINANCING: Yes
QUALIF: \$50K-\$75K net worth w/\$34.5K 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

Visiting Angels

Nonmedical home care

BEGAN: 1992, Franchising: 1998
UNITS: US: 609, CAN: 8, INTL: 3, CO: 0
COST: \$83K-\$128.9K, Rty: 3.5-3%
FINANCING: No
QUALIF: \$108K net worth w/\$105K liquid

■ **TANNING**

Palm Beach Tan

Tanning

BEGAN: 1990, Franchising: 2001
UNITS: US: 314, CAN: 0, INTL: 0, CO: 227
COST: \$498.3K-\$802.4K, 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 w/\$100K liquid

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

■ **WAXING**

Fuzz Franchising

Body waxing

BEGAN: 2011, Franchising: 2015
UNITS: US: 0, CAN: 1, INTL: 0, CO: 6
COST: \$306.6K-\$539.8K, Rty: 6%
FINANCING: No

Lay Bare Waxing Salon

Sugaring, eyebrow threading, body facials

BEGAN: 2006, Franchising: 2008
UNITS: US: 0, CAN: 0, INTL: 68, CO: 50
COST: \$140.1K-\$241.9K, Rty: 2-3%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

LunchboxWax

Body waxing

BEGAN: 2010, Franchising: 2013
UNITS: US: 33, CAN: 0, INTL: 0, CO: 3
COST: \$341.1K-\$496.9K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K net worth w/\$175K liquid

Sugaring NYC

Sugaring hair removal

BEGAN: 2015, Franchising: 2017
UNITS: US: 1, CAN: 0, INTL: 0, CO: 8
COST: \$118.7K-\$200.6K, Rty: 5%
FINANCING: Yes

Sugarmoon Salon

Sugaring hair removal and 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: 90, CAN: 0, INTL: 0, CO: 8
COST: \$116.3K-\$519.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$300K net worth w/\$100K liquid

■ **MISCELLANEOUS PERSONAL-CARE BUSINESSES**

Modern Acupuncture

Acupuncture

BEGAN: 2016, Franchising: 2016
UNITS: US: 23, CAN: 0, INTL: 0, CO: 0
COST: \$274.6K-\$625.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$350K liquid

Perspire Sauna Studio

Infrared sauna studios

BEGAN: 2010, Franchising: 2017
UNITS: US: 2, CAN: 0, INTL: 0, CO: 3
COST: \$240.3K-\$399.8K, Rty: 6%
FINANCING: Yes
QUALIF: \$500K-\$1M net worth w/\$75K-\$100K liquid

The Salt Suite

Salt therapy

BEGAN: 2011, Franchising: 2015
UNITS: US: 3, CAN: 0, INTL: 0, CO: 2
COST: \$186.2K-\$305.6K, Rty: 6%
FINANCING: No
QUALIF: \$100K net worth w/\$50K liquid

Soul Focus

Wellness centers

BEGAN: 2011, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$706.4K-\$2.2M, Rty: 7.5%
FINANCING: Yes

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 w/\$50K liquid

True Rest Franchising

Floataion therapy

BEGAN: 2009, Franchising: 2014
UNITS: US: 23, CAN: 0, INTL: 0, CO: 3
COST: \$387.5K-\$671.9K, Rty: 6%
FINANCING: Yes
QUALIF: \$0-\$10M net worth w/\$0-\$1M liquid

VIP Laser

Laser hair removal, facial aesthetics, anti-aging and skin rejuvenation services, injectables

BEGAN: 2016, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$151.1K-\$362.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$29.9K net worth w/\$29.9K liquid

Pets

▶ **DOG TRAINING**

Always Faithful Dog Training ●●

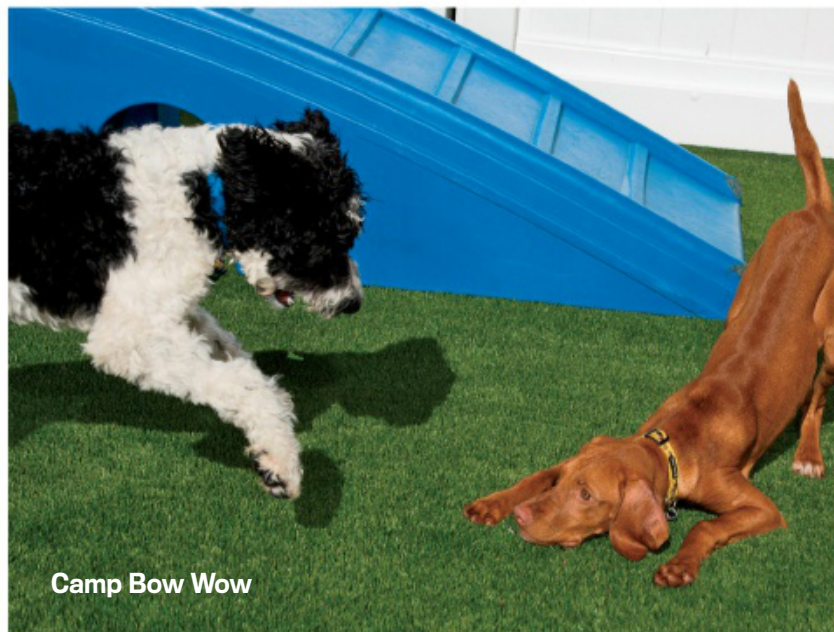
Dog training

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

The Dog Wizard ●

Dog training

BEGAN: 2005, Franchising: 2013
UNITS: US: 21, CAN: 0, INTL: 0, CO: 0
COST: \$50.5K-\$67.4K, Rty: 10%
FINANCING: Yes
QUALIF: \$30K net worth w/\$30K liquid



Instinct Dog Training

Dog training

BEGAN: 2009, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$344.6K-\$588.8K, Rty: 8%
FINANCING: Yes
QUALIF: \$100K-\$250K liquid

Sit Means Sit Dog Training ●●

Dog training

BEGAN: 2006, Franchising: 2009
UNITS: US: 126, CAN: 1, INTL: 0, CO: 1
COST: \$49.8K-\$145.9K, Rty: \$500-\$600/mo.
FINANCING: Yes
QUALIF: \$50K net worth w/\$20K liquid

Zoom Room

Indoor dog training and socialization, pet products

BEGAN: 2007, Franchising: 2009
UNITS: US: 7, CAN: 0, INTL: 0, CO: 2
COST: \$147.1K-\$300.6K, Rty: 8%
FINANCING: Yes
QUALIF: \$150K net worth w/\$75K liquid

▶ **GROOMING**

Aussie Pet Mobile ●

Mobile pet grooming

BEGAN: 1996, Franchising: 1996
UNITS: US: 264, CAN: 2, INTL: 2, CO: 0
COST: \$140.1K-\$149.1K, Rty: 8-4%
FINANCING: Yes
QUALIF: \$500K net worth w/\$200K liquid

Groom & Go ●

Mobile pet grooming

BEGAN: 2015, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$50.1K-\$63.3K, Rty: 6%
FINANCING: Yes
QUALIF: \$29.9K net worth w/\$29.9K liquid

Rabocao

Pet grooming

BEGAN: 2012, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$70.9K-\$164.1K, Rty: 5%
FINANCING: Yes

Scenthound

Dog grooming

BEGAN: 2015, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 4
COST: \$205.5K-\$377.5K, Rty: 6%
FINANCING: No
QUALIF: \$300K net worth w/\$75K liquid

▶ **PET CARE**

Auntie Jo's Pet Sitting Franchise Group ●●

Pet-sitting, dog-walking, horse and farm care

BEGAN: 2015, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$39.4K-\$49.3K, Rty: 5%
FINANCING: No

Camp Bow Wow

Dog daycare, boarding, training, grooming; in-home pet care

BEGAN: 2000, Franchising: 2003
UNITS: US: 145, CAN: 1, INTL: 0, CO: 10
COST: \$783.5K-\$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 Doggy Day Care

Dog daycare

BEGAN: 1997, Franchising: 2004
UNITS: US: 24, CAN: 0, INTL: 0, CO: 1
COST: \$347K-\$503.9K, Rty: 6%
FINANCING: Yes
QUALIF: \$150K net worth w/\$100K-\$150K liquid

D.O.G. Hotels

Dog daycare, boarding, grooming

BEGAN: 2012, Franchising: 2014
UNITS: US: 3, CAN: 0, INTL: 0, CO: 1
COST: \$429K-\$548.5K, Rty: 7%
FINANCING: Yes
QUALIF: \$1M net worth w/\$500K liquid

The Dog Stop

Dog care services and products

BEGAN: 2009, Franchising: 2013
UNITS: US: 8, CAN: 0, INTL: 0, CO: 4
COST: \$254.7K-\$488.6K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Dogtopia

Dog daycare, boarding, and spa services

BEGAN: 2002, Franchising: 2005
UNITS: US: 58, CAN: 11, INTL: 0, CO: 6
COST: \$606.5K-\$1.3M, Rty: 7%
FINANCING: Yes
QUALIF: \$500K net worth w/\$200K liquid

Fetch! Pet Care ●●

Pet-sitting, dog-walking

BEGAN: 2002, Franchising: 2004
UNITS: US: 72, CAN: 0, INTL: 0, CO: 2
COST: \$19.97K-\$28.2K, Rty: 7%
FINANCING: Yes
QUALIF: \$30K net worth w/\$15K liquid

Hounds Town USA

Dog daycare, pet boarding, pet grooming

BEGAN: 2001, Franchising: 2008
UNITS: US: 5, CAN: 0, INTL: 0, CO: 2
COST: \$175.3K-\$249K, Rty: 6%
FINANCING: No
QUALIF: \$350K net worth w/\$100K 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: 7, CAN: 0, INTL: 0, CO: 2
COST: \$899.7K-\$1.7M, Rty: 6%
FINANCING: Yes
QUALIF: \$1M-\$10M net worth w/\$300K liquid

Preppy Pet

Pet daycare, boarding, grooming

BEGAN: 2003, Franchising: 2006
UNITS: US: 22, CAN: 0, INTL: 0, CO: 1
COST: \$105.95K-\$210.4K, Rty: 6.5%
FINANCING: Yes
QUALIF: \$50K-\$100K net worth w/\$19.9K liquid

Sitter4Paws ●●

Pet-sitting, dog-walking

BEGAN: 2009, Franchising: 2014
UNITS: US: 7, CAN: 0, INTL: 0, CO: 1
COST: \$21.3K-\$46.8K, Rty: 6%
FINANCING: No
QUALIF: \$20K net worth w/\$7.6K liquid

PET STORES

Ben's Marketplace

Pet health-food stores

BEGAN: 2005, Franchising: 2015
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$188.6K-\$360.6K, Rty: 3%
FINANCING: Yes
QUALIF: \$100K net worth w/\$70K liquid

Dee-O-Gee

Pet supplies and services

BEGAN: 2008, Franchising: 2015
UNITS: US: 3, CAN: 0, INTL: 0, CO: 0
COST: \$250K-\$550K, Rty: 4%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

EarthWise Pet

Pet food and supplies, grooming, self-wash, training, and walking

BEGAN: 2005, Franchising: 2008
UNITS: US: 48, CAN: 0, INTL: 0, CO: 3
COST: \$233K-\$568K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K liquid

The Paw Depot

Pet food and supplies

BEGAN: 2017, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$142.3K-\$301.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$35K net worth w/\$35K liquid

Petland

Pets, pet supplies, boarding, daycare, grooming

BEGAN: 1967, Franchising: 1971
UNITS: US: 66, CAN: 35, INTL: 75, CO: 15
COST: \$290.5K-\$1.1M, Rty: 4.5%
FINANCING: Yes
QUALIF: \$500K-\$1M net worth w/\$150K-\$500K liquid

Pet Supplies Plus

Retail pet supplies and services

BEGAN: 1987, Franchising: 1990
UNITS: US: 227, CAN: 0, INTL: 0, CO: 215
COST: \$440.6K-\$1.3M, Rty: 2-3%
FINANCING: Yes
QUALIF: \$600K net worth w/\$200K liquid

Pets Warehouse

Pets and pet supplies

BEGAN: 1974, Franchising: 2016
UNITS: US: 0, CAN: 0, INTL: 0, CO: 6
COST: \$175K-\$425K, Rty: 4%
FINANCING: Yes
QUALIF: \$200K net worth w/\$50K liquid

Pet Wants ●●

Natural pet-food stores/delivery

BEGAN: 2010, Franchising: 2015
UNITS: US: 84, CAN: 0, INTL: 0, CO: 0
COST: \$59.8K-\$202K, Rty: 7%
FINANCING: Yes
QUALIF: \$50K liquid

Wag N' Wash Natural Food & Bakery

Pet food and supplies, grooming

BEGAN: 1999, Franchising: 2006
UNITS: US: 13, CAN: 0, INTL: 0, CO: 5
COST: \$477.95K-\$836.3K, Rty: 3-6%
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: 319, CAN: 19, INTL: 0, CO: 0
COST: \$150.8K-\$260.99K, Rty: 4%
FINANCING: Yes
QUALIF: \$300K net worth w/\$40K-\$50K liquid

MISCELLANEOUS PET BUSINESSES

Got Poo? ●●

Pet waste removal and pet services

BEGAN: 2011, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$37.8K-\$108.8K, Rty: 5%
FINANCING: No

Husse ●●●

Pet-product delivery

BEGAN: 1987, Franchising: 2002
UNITS: US: 14, CAN: 0, INTL: 509, CO: 1
COST: \$21K-\$107.5K, Rty: 5%
FINANCING: Yes

Mutts Canine Cantina

Dog parks with bars and grills

BEGAN: 2013, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$906.1K-\$1.5M, 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: 5, CAN: 0, INTL: 0, CO: 2
COST: \$40.5K-\$425K, Rty: 6%
FINANCING: Yes
QUALIF: \$25K-\$45K liquid

Recreation

AXE THROWING

Axe Monkeys

Indoor axe-throwing ranges

BEGAN: 2016, Franchising: 2018
UNITS: US: 1, CAN: 2, INTL: 0, CO: 0
COST: \$189.4K-\$266.1K, Rty: 6-5%
FINANCING: Yes
QUALIF: \$450K net worth w/\$35K liquid

Blue Ox Axe Throwing

Indoor axe throwing

BEGAN: 2018, Franchising: 2019
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$94.4K-\$174.5K, Rty: 6%
FINANCING: No
QUALIF: \$150K net worth w/\$100K liquid

HaliMac

Axe throwing

BEGAN: 2015, Franchising: 2019
UNITS: US: 0, CAN: 0, INTL: 0, CO: 4
COST: \$130.97K-\$213.7K, Rty: 7%
FINANCING: Yes
QUALIF: \$250K net worth w/\$150K liquid

Stumpy's Hatchet House

Hatchet-throwing venues

BEGAN: 2015, Franchising: 2017
UNITS: US: 9, 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: 145, CAN: 4, INTL: 0, CO: 19
COST: \$144.2K-\$193.7K, Rty: 6%
FINANCING: Yes

SailTime ●

Membership boat clubs

BEGAN: 2001, Franchising: 2009
UNITS: US: 25, CAN: 1, INTL: 5, CO: 1
COST: \$74.7K-\$147.95K, Rty: 7-5%
FINANCING: Yes

DIY STUDIOS

AR Workshop

DIY workshops

BEGAN: 2016, Franchising: 2017
UNITS: US: 116, CAN: 0, INTL: 0, CO: 4
COST: \$62.9K-\$116.8K, Rty: 6%
FINANCING: Yes

Board & Brush Creative Studio

DIY wood-sign workshops

BEGAN: 2015, Franchising: 2017
UNITS: US: 147, CAN: 0, INTL: 0, CO: 5
COST: \$62.3K-\$89.4K, Rty: 6%
FINANCING: No



Petland

Color Me Mine Enterprises
 Paint-your-own-ceramics studios

BEGAN: 1992, Franchising: 1995
UNITS: US: 108, CAN: 15, INTL: 6, CO: 9
COST: \$164.4K-\$197.3K, Rty: 5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$30K-\$60K liquid

Nailed It Franchising
 DIY studios

BEGAN: 2014, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$56K-\$133.5K, Rty: 6%
FINANCING: No

Pinspiration
 DIY studios

BEGAN: 2015, Franchising: 2018
UNITS: US: 2, CAN: 0, INTL: 0, CO: 2
COST: \$98.5K-\$184.5K, 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: 38, CAN: 1, INTL: 4, CO: 2
COST: \$144K-\$681K, Rty: 6%
FINANCING: No

PanIQ Room
 Escape rooms

BEGAN: 2011, Franchising: 2017
UNITS: US: 3, CAN: 0, INTL: 1, CO: 8
COST: \$200K-\$350K, Rty: 6%
FINANCING: Yes
QUALIF: \$24.9K liquid

Room 5280
 Escape rooms

BEGAN: 2016, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$113.95K-\$126.7K, Rty: 10%
FINANCING: Yes

 **PAINT-AND-SIP STUDIOS**
Bottle & Bottega
 Paint-and-sip studios

BEGAN: 2009, Franchising: 2011
UNITS: US: 19, CAN: 0, INTL: 0, CO: 2
COST: \$102.8K-\$171.3K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$80K liquid

Painting with a Twist
 Paint-and-sip studios

BEGAN: 2007, Franchising: 2009
UNITS: US: 302, CAN: 0, INTL: 0, CO: 1
COST: \$98.8K-\$200.8K, Rty: 6%
FINANCING: Yes
QUALIF: \$150K net worth w/\$50K liquid

Pinot's Palette
 Paint-and-sip studios

BEGAN: 2009, Franchising: 2010
UNITS: US: 136, CAN: 1, INTL: 0, CO: 2
COST: \$97.5K-\$305K, Rty: 6%
FINANCING: Yes
QUALIF: \$150K net worth w/\$80K liquid

Wine & Design
 Paint-and-sip studios

BEGAN: 2010, Franchising: 2010
UNITS: US: 75, CAN: 0, INTL: 0, CO: 0
COST: \$67.3K-\$167.2K, Rty: 6%
FINANCING: Yes
QUALIF: \$70K-\$100K net worth w/\$70K-\$100K liquid

 **SPORTS EQUIPMENT & APPAREL**
Destination Athlete  
 Youth sports apparel, equipment, and services

BEGAN: 2008, Franchising: 2008
UNITS: US: 94, CAN: 0, INTL: 0, CO: 2
COST: \$31.3K-\$117.6K, Rty: 5-8%
FINANCING: Yes
QUALIF: \$25K net worth w/\$10K liquid

Fleet Feet
 Athletic footwear, apparel, accessories

BEGAN: 1976, Franchising: 1978
UNITS: US: 145, CAN: 0, INTL: 0, CO: 31
COST: \$187K-\$413K, Rty: 4%
FINANCING: No

Play It Again Sports
 New and used sporting goods/equipment

BEGAN: 1983, Franchising: 1988
UNITS: US: 255, CAN: 33, INTL: 0, CO: 0
COST: \$251.3K-\$378.2K, Rty: 5%
FINANCING: Yes
QUALIF: \$350K net worth w/\$105K liquid

Soccer Post
 Soccer stores

BEGAN: 1978, Franchising: 1991
UNITS: US: 30, CAN: 0, INTL: 0, CO: 3
COST: \$160K-\$250K, Rty: 5%
FINANCING: Yes

 **TRAMPOLINE PARKS**
Launch Trampoline Park
 Trampoline parks/entertainment centers

BEGAN: 2012, Franchising: 2013
UNITS: US: 17, CAN: 0, INTL: 0, CO: 2
COST: \$1.1M-\$2.8M, Rty: 6%
FINANCING: Yes
QUALIF: \$800K-\$1.5M net worth w/\$200K-\$300K liquid

Sky Zone
 Trampoline playing courts

BEGAN: 2004, Franchising: 2009
UNITS: US: 150, CAN: 13, INTL: 30, CO: 9
COST: \$1.3M-\$2.8M, Rty: 6%
FINANCING: No
QUALIF: \$1.8M net worth w/\$500K liquid

Urban Air Adventure Park
 Trampoline parks/entertainment centers

BEGAN: 2011, Franchising: 2014
UNITS: US: 46, CAN: 0, INTL: 0, CO: 5
COST: \$1.7M-\$2.5M, Rty: 7%
FINANCING: Yes
QUALIF: \$750K net worth w/\$300K liquid

 **TRAVEL AGENCIES**
Cruise Planners   
 Travel agencies

BEGAN: 1994, Franchising: 1999
UNITS: US: 2,570, CAN: 0, INTL: 0, CO: 1
COST: \$2.3K-\$23.4K, Rty: 3%
FINANCING: Yes

Dream Vacations   
 Travel agencies

BEGAN: 1991, Franchising: 1992
UNITS: US: 1,328, CAN: 0, INTL: 3, CO: 0
COST: \$3.2K-\$21.9K, Rty: 1.5-3%
FINANCING: Yes

Expedia CruiseShipCenters
 Retail travel agencies

BEGAN: 1987, Franchising: 1987
UNITS: US: 76, CAN: 164, INTL: 0, CO: 1
COST: \$165.5K-\$281.99K, 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

Ctrl V
 Virtual reality arcades

BEGAN: 2016, Franchising: 2016
UNITS: US: 2, CAN: 14, INTL: 1, CO: 1
COST: \$139.9K-\$227.9K, Rty: 7%
FINANCING: Yes
QUALIF: \$50K liquid

X-Golf Franchise
 Virtual golf entertainment centers

BEGAN: 2005, Franchising: 2015
UNITS: US: 9, CAN: 0, INTL: 0, CO: 0
COST: \$437.2K-\$900K, Rty: 6%
FINANCING: Yes
QUALIF: \$100K-\$200K liquid

Retail
 **APPAREL & ACCESSORIES**
Apricot Lane Boutique
 Women's clothing, accessories, gifts

BEGAN: 1991, Franchising: 2004
UNITS: US: 61, CAN: 0, INTL: 0, CO: 0
COST: \$136.1K-\$333.3K, 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 liquid

Clothes Mentor
 Women's clothing and accessories resale stores

BEGAN: 2001, Franchising: 2007
UNITS: US: 141, CAN: 0, INTL: 0, CO: 1
COST: \$226.5K-\$349K, Rty: 4%
FINANCING: Yes
QUALIF: \$400K net worth w/\$75K-\$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

fab'rik
 Women's clothing

BEGAN: 2002, Franchising: 2006
UNITS: US: 34, CAN: 0, INTL: 0, CO: 5
COST: \$113.7K-\$220.8K, Rty: 5%
FINANCING: No
QUALIF: \$150K net worth w/\$50K liquid



Flip Flop Shops ●

Flip-flops and casual footwear

BEGAN: 2004, Franchising: 2007
UNITS: US: 43, CAN: 10, INTL: 4, CO: 0
COST: \$210.8K-\$340.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$100K-\$300K net worth w/\$100K liquid

Mainstream Boutique

Women's clothing, accessories, gifts

BEGAN: 1991, Franchising: 1998
UNITS: US: 76, CAN: 0, INTL: 0, CO: 3
COST: \$140.2K-\$270.9K, Rty: 7.5%
FINANCING: Yes

NTY Clothing Exchange

Teen- and young-adult-clothing resale stores

BEGAN: 2014, Franchising: 2014
UNITS: US: 4, CAN: 0, INTL: 0, CO: 0
COST: \$174.7K-\$331.5K, Rty: 4%
FINANCING: Yes
QUALIF: \$400K net worth w/\$75K-\$90K liquid

Plato's Closet

Teen- and young-adult-clothing resale stores

BEGAN: 1998, Franchising: 1999
UNITS: US: 452, CAN: 27, INTL: 0, CO: 0
COST: \$255K-\$400.9K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K liquid

Pro Image Sports ●

Licensed sports apparel and accessories

BEGAN: 1985, Franchising: 1986
UNITS: US: 128, CAN: 1, INTL: 2, CO: 0
COST: \$155.5K-\$536.7K, Rty: 4%
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K liquid

Scrubs2Go ●

Mobile sales of medical scrubs, uniforms, and related products

BEGAN: 2007, Franchising: 2015
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$64.1K-\$86.4K, Rty: 6%
FINANCING: Yes
QUALIF: \$24.9K net worth w/\$24.9K liquid

Style Encore

Women's clothing and accessories resale stores

BEGAN: 2013, Franchising: 2013
UNITS: US: 59, CAN: 5, INTL: 0, CO: 0
COST: \$264.2K-\$398.4K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K liquid

TaylorMarie's ●

Mobile clothing sales to senior women

BEGAN: 2003, Franchising: 2009
UNITS: US: 5, CAN: 0, INTL: 0, CO: 1
COST: \$103.7K-\$173.6K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K net worth w/\$100K liquid

Uptown Cheapskate

Young-adult-clothing resale stores

BEGAN: 2008, Franchising: 2008
UNITS: US: 70, CAN: 0, INTL: 0, CO: 2
COST: \$302.8K-\$387.8K, Rty: 5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$100K liquid

CONVENIENCE STORES

ampm

Convenience stores and gas stations

BEGAN: 1975, Franchising: 1979
UNITS: US: 947, CAN: 0, INTL: 0, CO: 58
COST: \$430.7K-\$10M, Rty: 2-14%
FINANCING: Yes
QUALIF: \$800K-\$1.2M liquid

Circle K

Convenience stores

BEGAN: 1951, Franchising: 1995
UNITS: US: 562, CAN: 0, INTL: 2001, CO: 5620
COST: \$186.5K-\$1.9M, Rty: 3-7.5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K liquid

7-Eleven

Convenience stores

BEGAN: 1927, Franchising: 1964
UNITS: US: 7,186, CAN: 0, INTL: 56,568, CO: 2,439
COST: \$47.1K-\$1.2M, Rty: Varies
FINANCING: Yes
QUALIF: \$50K-\$250K liquid

E-CIGARETTES

Peachtree Vapor

E-cigarettes and related products

BEGAN: 2013, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 3
COST: \$76.5K-\$110.9K, Rty: 5%
FINANCING: Yes
QUALIF: \$25K net worth w/\$25K liquid

VaporFi ●

E-cigarettes and related products

BEGAN: 2013, Franchising: 2014
UNITS: US: 23, CAN: 0, INTL: 3, CO: 9
COST: \$137.2K-\$292.7K, Rty: 3%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Vapor Shark

E-cigarettes and related products

BEGAN: 2012, Franchising: 2014
UNITS: US: 25, CAN: 0, INTL: 3, CO: 7
COST: \$118.8K-\$200K, Rty: 0
FINANCING: Yes
QUALIF: \$150K net worth w/\$50K liquid

FRAME STORES

Deck The Walls ●

Custom framing and wall decor

BEGAN: 1979, Franchising: 1979
UNITS: US: 6, CAN: 0, INTL: 0, CO: 0
COST: \$111.97K-\$182.6K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$75K liquid

Fancy Art, N.F.P.

Art and custom framing

BEGAN: 1992, Franchising: 2008
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$104.7K-\$206.1K, Rty: 7%
FINANCING: Yes
QUALIF: \$250K net worth w/\$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: 4,313, CAN: 0, INTL: 633, CO: 122
COST: \$272.5K-\$1.6M, 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: 19
COST: \$365.7K-\$458.9K, Rty: 5%
FINANCING: Yes
QUALIF: \$39.9K net worth w/\$39.9K liquid

TOOLS DISTRIBUTION

Cornwell Quality Tools ●

Automotive tools and equipment

BEGAN: 1919, Franchising: 1997
UNITS: US: 698, 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: 828, CAN: 137, INTL: 301, CO: 8
COST: \$129K-\$283.2K, Rty: 0
FINANCING: Yes
QUALIF: \$40K net worth w/\$8K-\$22K liquid

Matco Tools ●

Mechanics' tools and equipment

BEGAN: 1979, Franchising: 1993
UNITS: US: 1,721, CAN: 70, INTL: 0, CO: 2
COST: \$91.8K-\$269.7K, Rty: 0
FINANCING: Yes
QUALIF: \$25K net worth w/\$25K liquid

Snap-on Tools ●

Professional tools and equipment

BEGAN: 1920, Franchising: 1991
UNITS: US: 3,346, CAN: 384, INTL: 933, CO: 170
COST: \$172.2K-\$375.3K, Rty: \$125/mo.
FINANCING: Yes
QUALIF: \$37.99K-\$55.4K net worth w/\$37.99K-\$55.4K liquid

MISCELLANEOUS RETAIL BUSINESSES
Batteries Plus Bulbs

Batteries, light bulbs, related products; device repairs

BEGAN: 1988, Franchising: 1992
UNITS: US: 666, CAN: 0, INTL: 0, CO: 66
COST: \$189.3K-\$366.4K, Rty: 5%
FINANCING: Yes
QUALIF: \$350K net worth w/\$100K liquid

Color It In

Art supply stores; children's art workshops and parties

BEGAN: 2010, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$92.9K-\$149.6K, Rty: 6%
FINANCING: Yes

Crown Trophy

Award and recognition items

BEGAN: 1978, Franchising: 1987
UNITS: US: 139, CAN: 0, INTL: 0, CO: 0
COST: \$168.2K-\$227.7K, Rty: 5%
FINANCING: Yes
QUALIF: \$50K-\$1M net worth w/\$50K-\$60K liquid

Discover CBD

Hemp-derived CBD products

BEGAN: 2015, Franchising: 2019
UNITS: US: 0, CAN: 0, INTL: 0, CO: 5
COST: \$89.3K-\$170.5K, Rty: 5%
FINANCING: No
QUALIF: \$60K liquid

Drone Nerds

Drone sales, repairs, and flying lessons

BEGAN: 2014, Franchising: 2016
UNITS: US: 1, CAN: 0, INTL: 0, CO: 1
COST: \$162.9K-\$271.9K, Rty: 3%
FINANCING: Yes

Flower Tent

Flower stores

BEGAN: 1992, Franchising: 2009
UNITS: US: 58, CAN: 0, INTL: 0, CO: 11
COST: \$74.6K-\$128.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Gateway Newstands

Newsstand and sundry stores

BEGAN: 1983, Franchising: 1983
UNITS: US: 122, CAN: 245, INTL: 0, CO: 0
COST: \$55.9K-\$501.8K, Rty: 3.5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$75K liquid

GNC Franchising

Vitamins and nutrition products

BEGAN: 1935, Franchising: 1988
UNITS: US: 1,061, CAN: 0, INTL: 1,984, CO: 3,332
COST: \$188.2K-\$467.98K, 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: 125, CAN: 0, INTL: 0, CO: 0
COST: \$160K-\$388K, Rty: 3%
FINANCING: No
QUALIF: \$250K net worth w/\$48.5K-\$104.8K liquid

Leonid Afremov Kiosk
Art Gallery

Artwork

BEGAN: 2010, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 1, CO: 1
COST: \$45K-\$58K, Rty: 8%
FINANCING: No

Merle Norman Cosmetics

Cosmetics and skin-care products

BEGAN: 1931, Franchising: 1973
UNITS: US: 1,077, CAN: 54, INTL: 0, CO: 1
COST: \$30.7K-\$188.3K, Rty: 0
FINANCING: Yes
QUALIF: \$100K-\$250K net worth w/\$25K-\$100K liquid

Metal Supermarkets

Metal stores

BEGAN: 1985, Franchising: 1987
UNITS: US: 56, CAN: 24, INTL: 1, CO: 10
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: 33, CAN: 0, INTL: 0, CO: 0
COST: \$262.8K-\$336.3K, Rty: 4%
FINANCING: Yes
QUALIF: \$300K net worth w/\$90K liquid

One Cannabis

Retail cannabis dispensaries

BEGAN: 2009, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 3
COST: \$325.3K-\$1.1M, Rty: 5%
FINANCING: No
QUALIF: \$750K-\$2.5M net worth w/\$750K liquid

Rent-A-Center

Rent-to-own furniture, electronics, computers, appliances

BEGAN: 1980, Franchising: 2013
UNITS: US: 180, CAN: 0, INTL: 0, CO: 2,316
COST: \$355.4K-\$565.2K, Rty: 5.5%
FINANCING: Yes
QUALIF: \$750K net worth w/\$100K liquid

Tijon Fragrance Lab

Perfume sales and perfume-making classes

BEGAN: 2007, Franchising: 2018
UNITS: US: 7, CAN: 0, INTL: 0, CO: 1
COST: \$9.4K-\$170.8K, Rty: 6%
FINANCING: Yes

Voltaire Cycles

Electric and nonelectric bicycles, accessories, and repairs

BEGAN: 2014, Franchising: 2017
UNITS: US: 1, CAN: 0, INTL: 0, CO: 1
COST: \$110K-\$388.6K, Rty: 3%
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

Whizzy Ride

Electric scooters and accessories

BEGAN: 2016, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$32.5K-\$145.7K, Rty: 4-8%
FINANCING: Yes

Wireless Zone

Wireless devices, services, and accessories

BEGAN: 1988, Franchising: 1989
UNITS: US: 370, CAN: 0, INTL: 0, CO: 0
COST: \$160K-\$394.5K, 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: 150, CAN: 0, INTL: 8, CO: 0
COST: \$93K-\$890K, Rty: 5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$150K liquid

Lapels

Dry-cleaning and laundry services

BEGAN: 2000, Franchising: 2001
UNITS: US: 92, CAN: 0, INTL: 0, CO: 4
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: 187, CAN: 11, INTL: 165, CO: 1
COST: \$131.4K-\$577.3K, 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: 45, CAN: 0, INTL: 8, CO: 4
COST: \$475.5K-\$667K, Rty: 4-6%
FINANCING: Yes
QUALIF: \$150K-\$500K net worth w/\$50K-\$250K liquid

Tide Cleaners

Dry cleaning

BEGAN: 2008, Franchising: 2009
UNITS: US: 128, CAN: 0, INTL: 0, CO: 8
COST: \$663.5K-\$1.6M, Rty: 6.5%
FINANCING: Yes
QUALIF: \$1M net worth w/\$500K liquid

WaveMax Laundry

Laundromats

BEGAN: 2012, Franchising: 2016
UNITS: US: 8, CAN: 0, INTL: 0, CO: 1
COST: \$139.96K-\$795.95K, Rty: 7%
FINANCING: Yes
QUALIF: \$400K net worth w/\$200K liquid

Zips Dry Cleaners

Dry cleaning and laundry services

BEGAN: 1996, Franchising: 2006
UNITS: US: 53, CAN: 0, INTL: 0, CO: 2
COST: \$1M-\$1.5M, 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: 88, CAN: 0, INTL: 0, CO: 0
COST: \$114.5K-\$244.8K, Rty: 6%
FINANCING: Yes
QUALIF: \$250K net worth w/\$50K liquid



Fully Promoted

Branded products and marketing services

BEGAN: 2000, Franchising: 2001
UNITS: US: 174, CAN: 21, INTL: 83, CO: 0
COST: \$100.7K-\$248.4K, Rty: 6%
FINANCING: Yes
QUALIF: \$49.5K net worth w/\$49.5K liquid

Instant Imprints

Embroidery, signs, banners, promotional products

BEGAN: 1992, Franchising: 2001
UNITS: US: 33, CAN: 22, INTL: 0, CO: 1
COST: \$157.8K-\$339.4K, Rty: 6%
FINANCING: Yes
QUALIF: \$350K net worth w/\$100K-\$125K liquid

ESTATE SALES/AUCTIONS

Aether Estate Sales ●●

Estate and consignment sales, online auctions, downsizing services, appraisals

BEGAN: 2013, Franchising: 2016
UNITS: US: 3, CAN: 0, INTL: 0, CO: 5
COST: \$22K-\$68K, Rty: 5%
FINANCING: No
QUALIF: \$140K net worth w/\$60K 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

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

HOME INSPECTIONS

AmeriSpec Home Inspection Services ●

Home inspections

BEGAN: 1987, Franchising: 1988
UNITS: US: 190, CAN: 84, INTL: 0, CO: 0
COST: \$52.9K-\$66.2K, 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: 167, CAN: 2, INTL: 0, CO: 0
COST: \$50.1K-\$76.8K, Rty: 4-6%
FINANCING: Yes
QUALIF: \$50K net worth w/\$15K-\$25K liquid

HouseMaster ●

Home inspections and related services

BEGAN: 1971, Franchising: 1979
UNITS: US: 274, CAN: 30, 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 Franchise ●

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: \$37.5K-\$60.7K, 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: 192, CAN: 21, 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: 497, CAN: 77, INTL: 0, CO: 0
COST: \$36.4K-\$44.6K, Rty: 7%
FINANCING: Yes
QUALIF: \$10K liquid

WIN Home Inspection ●●

Home inspections

BEGAN: 1993, Franchising: 1994
UNITS: US: 184, CAN: 0, INTL: 0, CO: 0
COST: \$45.2K-\$67.6K, Rty: 7%
FINANCING: Yes
QUALIF: \$100K net worth w/\$35K liquid

LAB TESTING

Any Lab Test Now

Health, wellness, drug, alcohol, and DNA lab testing

BEGAN: 1992, Franchising: 2007
UNITS: US: 77, CAN: 0, INTL: 0, CO: 0
COST: \$133.6K-\$214.6K, Rty: 8%
FINANCING: Yes
QUALIF: \$300K net worth w/\$50K liquid

ARCpoint Labs

Laboratory testing

BEGAN: 1998, Franchising: 2005
UNITS: US: 102, CAN: 0, INTL: 0, CO: 2
COST: \$156.7K-\$252.3K, Rty: 7%
FINANCING: Yes
QUALIF: \$75K 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: 87, CAN: 0, INTL: 0, CO: 1
COST: \$121.6K-\$366.4K, Rty: 8%
FINANCING: Yes
QUALIF: \$250K net worth w/\$90K liquid

Pop-A-Lock Franchise System ●

Mobile locksmith and security services

BEGAN: 1991, Franchising: 1994
UNITS: US: 533, CAN: 25, 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: 109, 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: 103, CAN: 1, INTL: 0, CO: 2
COST: \$89.3K-\$208.2K, Rty: 7%
FINANCING: Yes
QUALIF: \$200K net worth w/\$75K liquid

Go Mini's Franchising ●

Portable storage containers

BEGAN: 2002, Franchising: 2012
UNITS: US: 85, CAN: 1, INTL: 0, CO: 0
COST: \$225.6K-\$454.7K, Rty: 8%
FINANCING: Yes
QUALIF: \$1M net worth w/\$200K-\$300K liquid

JDog Junk Removal & Hauling ●●

Junk removal

BEGAN: 2011, Franchising: 2012
UNITS: US: 95, CAN: 0, INTL: 0, CO: 0
COST: \$29.9K-\$110.1K,
 Rty: \$400-\$2K/mo.
FINANCING: Yes

The Junkluggers

Environmentally friendly junk removal

BEGAN: 2006, Franchising: 2012
UNITS: US: 20, CAN: 0, INTL: 0, CO: 1
COST: \$105.4K-\$222.2K, Rty: 7-5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$85K liquid

Metropolitan Movers ●

Residential/commercial moving services

BEGAN: 2010, Franchising: 2013
UNITS: US: 0, CAN: 15, INTL: 0, CO: 5
COST: \$55.5K-\$250K, Rty: 7.5%
FINANCING: Yes
QUALIF: \$100K-\$1M net worth w/\$48.5K-\$250K liquid

NorthStar Moving

Moving services

BEGAN: 1994, Franchising: 2015
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$100K-\$225K, Rty: 8%
FINANCING: Yes

1-800-Got-Junk? ●

Junk removal

BEGAN: 1989, Franchising: 1998
UNITS: US: 130, CAN: 21, INTL: 5, CO: 0
COST: \$209.8K-\$255.7K, Rty: 8%
FINANCING: Yes
QUALIF: \$30K-\$50K net worth w/\$30K-\$50K liquid

Two Men and a Truck International

Moving services

BEGAN: 1985, Franchising: 1989
UNITS: US: 275, CAN: 27, INTL: 2, CO: 3
COST: \$100K-\$585K, Rty: 6%
FINANCING: Yes
QUALIF: \$160K-\$400K net worth w/\$80K-\$190K liquid

Units Franchise Group

Mobile self-storage containers

BEGAN: 2004, Franchising: 2005
UNITS: US: 28, CAN: 0, INTL: 0, CO: 3
COST: \$460K-\$1.1M, Rty: 6-8%
FINANCING: Yes
QUALIF: \$1.2M net worth w/\$300K-\$500K liquid

You Move Me ●

Moving services

BEGAN: 2012, Franchising: 2012
UNITS: US: 22, CAN: 6, INTL: 0, CO: 0
COST: \$78.5K-\$169.5K, Rty: 8%
FINANCING: Yes
QUALIF: \$150K net worth w/\$80K liquid

PHOTOGRAPHY/VIDEO SERVICES
BirdsiVideo ●

Commercial drone services

BEGAN: 2014, Franchising: 2016
UNITS: US: 15, CAN: 0, INTL: 1, CO: 1
COST: \$55.3K-\$94K, Rty: 8%
FINANCING: Yes

Complete Weddings + Events ●●

Photography, DJ, video, and photo-booth services

BEGAN: 1974, Franchising: 1983
UNITS: US: 190, CAN: 2, INTL: 0, CO: 2
COST: \$26.4K-\$48.7K, Rty: 8%
FINANCING: Yes
QUALIF: \$50K net worth w/\$10K liquid

Hommati ●●

3-D tours, aerial videos, and other services for real estate agents

BEGAN: 2017, Franchising: 2018
UNITS: US: 44, CAN: 0, INTL: 0, CO: 0
COST: \$34.99K-\$45.99K, Rty: 5-7%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

Lil' Angels Photography ●●

School, childcare, and family photography

BEGAN: 1996, Franchising: 1998
UNITS: US: 56, CAN: 0, INTL: 0, CO: 1
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 ●●

On-site 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: \$50K net worth w/\$25K liquid

TapSnap ●

Digital photo booths

BEGAN: 2012, Franchising: 2012
UNITS: US: 112, CAN: 7, INTL: 9, CO: 0
COST: \$56.3K-\$77.4K, Rty: 7%
FINANCING: Yes
QUALIF: \$20K liquid

TSS Photography ●●

Youth sports, school, and event photography

BEGAN: 1983, Franchising: 1984
UNITS: US: 177, CAN: 0, INTL: 0, CO: 0
COST: \$20.4K-\$74.3K, 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: 48, CAN: 0, INTL: 0, CO: 0
COST: \$153.5K-\$230.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$50K liquid

Handle With Care Packaging Store ●

Packing, crating, and shipping of fragile, large, awkward, and valuable items

BEGAN: 1980, Franchising: 1984
UNITS: US: 28, CAN: 0, INTL: 0, CO: 0
COST: \$96.95K-\$230.5K, 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: 48, CAN: 5, INTL: 0, CO: 0
COST: \$96.95K-\$172.7K, Rty: 6%
FINANCING: Yes
QUALIF: \$200K net worth w/\$50K liquid

Pak Mail ●

Packing, shipping, crating, freight, mailboxes, business services

BEGAN: 1983, Franchising: 1984
UNITS: US: 206, CAN: 0, INTL: 176, CO: 1
COST: \$153.5K-\$230.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$50K liquid

Parcel Plus ●

Packing, shipping, postal, and business services

BEGAN: 1986, Franchising: 1988
UNITS: US: 22, CAN: 0, INTL: 0, CO: 0
COST: \$153.5K-\$230.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$50K liquid

Postal Annex+ ●

Packing, shipping, postal, and business services

BEGAN: 1985, Franchising: 1986
UNITS: US: 281, CAN: 0, INTL: 0, CO: 0
COST: \$153.5K-\$230.5K, Rty: 5%
FINANCING: Yes
QUALIF: \$200K net worth w/\$50K liquid

Postal Connections/iSold It ●

Postal, business, and internet services

BEGAN: 1985, Franchising: 1995
UNITS: US: 40, CAN: 0, INTL: 0, CO: 0
COST: \$67K-\$238.3K, Rty: 4%+
FINANCING: Yes
QUALIF: \$250K net worth w/\$50K liquid

PostNet Neighborhood Business Centers

Packing, shipping, printing, signs, marketing solutions

BEGAN: 1985, Franchising: 1993
UNITS: US: 214, CAN: 8, INTL: 439, CO: 0
COST: \$174.8K-\$217.3K, Rty: 5%
FINANCING: Yes
QUALIF: \$350K net worth w/\$60K liquid

Safe Ship

Packing, shipping, freight, office supplies, notary services

BEGAN: 1988, Franchising: 2008
UNITS: US: 26, CAN: 0, INTL: 0, CO: 6
COST: \$145.5K-\$153.9K, 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: 4,720, CAN: 351, INTL: 0, CO: 0
COST: \$168.9K-\$398.3K, Rty: 5%
FINANCING: Yes
QUALIF: \$60K-\$100K liquid

REAL ESTATE

Assist-2-Sell ●

Discount real estate

BEGAN: 1987, Franchising: 1993
UNITS: US: 142, CAN: 6, INTL: 0, CO: 1
COST: \$24K-\$45.5K, Rty: 5%
FINANCING: No
QUALIF: \$40K liquid

City2Shore Real Estate

Real estate

BEGAN: 2011, Franchising: 2016
UNITS: US: 2, CAN: 0, INTL: 0, CO: 3
COST: \$56.1K-\$129.2K, Rty: 6%
FINANCING: Yes
QUALIF: \$100K net worth w/\$50K liquid

1st Class Real Estate

Real estate

BEGAN: 2012, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 4
COST: \$55.9K-\$211.3K, Rty: 0
FINANCING: Yes
QUALIF: \$100K liquid

Help-U-Sell Real Estate ●●●

Real estate

BEGAN: 1976, Franchising: 1978
UNITS: US: 101, CAN: 0, INTL: 2, CO: 0
COST: \$29.7K-\$67.7K, Rty: 6%
FINANCING: Yes

HomeSmart International

Residential real estate

BEGAN: 2000, Franchising: 2005
UNITS: US: 101, CAN: 0, INTL: 0, CO: 32
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: 980, CAN: 0, INTL: 0, CO: 0
COST: \$56K-\$426.3K, Rty: Varies
FINANCING: Yes
QUALIF: \$70K-\$421.3K net worth w/\$70K liquid

Keller Williams

Real estate

BEGAN: 1983, Franchising: 1987
UNITS: US: 780, CAN: 28, INTL: 170, CO: 0
COST: \$183.9K-\$336.99K, Rty: 6%
FINANCING: No
QUALIF: \$150K liquid

NextHome ●●

Real estate

BEGAN: 2014, Franchising: 2014
UNITS: US: 335, CAN: 0, INTL: 0, CO: 0
COST: \$14.5K-\$212.6K, Rty: \$175-\$185/mo.
FINANCING: No

PropertyGuys.com ●

Private-sale real estate

BEGAN: 1998, Franchising: 2001
UNITS: US: 0, CAN: 83, INTL: 1, CO: 0
COST: \$53.9K-\$136.9K, Rty: 8%
FINANCING: Yes

RE/MAX ●

Real estate

BEGAN: 1973, Franchising: 1975
UNITS: US: 3,777, CAN: 946, INTL: 3,262, CO: 0
COST: \$40K-\$230.5K, Rty: Varies
FINANCING: Yes
QUALIF: \$35K liquid

Realty Executives

Intl. Svcs. ●●●

Real estate

BEGAN: 1965, Franchising: 1973
UNITS: US: 355, CAN: 67, INTL: 31, CO: 1
COST: \$23.5K-\$171K, Rty: Varies
FINANCING: Yes
QUALIF: \$20K-\$200K net worth w/\$10K-\$100K liquid

Realty One Group

Real estate

BEGAN: 2005, Franchising: 2012
UNITS: US: 128, CAN: 2, INTL: 0, CO: 18
COST: \$54.3K-\$227.5K, Rty: 0
FINANCING: Yes

United Country Real Estate ●●

Real estate

BEGAN: 1925, Franchising: 1997
UNITS: US: 394, CAN: 0, INTL: 8, CO: 0
COST: \$21.7K-\$50.5K, Rty: 6-12%
FINANCING: No

United Real Estate

Real estate

BEGAN: 2010, Franchising: 2013
UNITS: US: 84, CAN: 0, INTL: 0, CO: 5
COST: \$54.5K-\$285.5K, Rty: Varies
FINANCING: No

Watters International Realty ●

Residential real estate

BEGAN: 2010, Franchising: 2017
UNITS: US: 1, CAN: 0, INTL: 0, CO: 3
COST: \$49.3K-\$192.7K, Rty: 6-10%
FINANCING: No
QUALIF: \$49.3K-\$192.7K liquid

Weichert Real Estate Affiliates ●

Real estate

BEGAN: 1969, Franchising: 2000
UNITS: US: 354, CAN: 0, INTL: 0, CO: 131
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: 47, CAN: 0, INTL: 0, CO: 0
COST: \$119.8K-\$223.5K, Rty: 6-4%
FINANCING: Yes
QUALIF: \$500K net worth w/\$75K liquid

Signal 88 Security ●●

Private security guard and patrol services

BEGAN: 2003, Franchising: 2008
UNITS: US: 399, CAN: 3, INTL: 3, CO: 0
COST: \$46.95K-\$218.7K, Rty: 4%
FINANCING: Yes

Silbar Security ●●

Security guards, vehicle patrol services, event staffing

BEGAN: 2008, Franchising: 2015
UNITS: US: 5, CAN: 0, INTL: 0, CO: 3
COST: \$47.5K-\$83.6K, Rty: 5%
FINANCING: Yes
QUALIF: \$100K net worth w/\$30K liquid

MISCELLANEOUS SERVICES

AirMD ●

Indoor air quality testing and building assessments

BEGAN: 2007, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$53.8K-\$75.8K, Rty: to 4%
FINANCING: Yes
QUALIF: \$75K net worth

Alair Homes ●

Custom home building

BEGAN: 2007, Franchising: 2012
UNITS: US: 24, CAN: 55, INTL: 0, CO: 0
COST: \$104.9K-\$183.9K, Rty: 2.5-4%
FINANCING: Yes
QUALIF: \$6K-\$30K liquid

Apex Leadership Co. ●

Elementary-school fund-raising programs

BEGAN: 2011, Franchising: 2012
UNITS: US: 88, CAN: 0, INTL: 0, CO: 8
COST: \$80.5K-\$113.2K, Rty: 8%
FINANCING: Yes
QUALIF: \$50K net worth w/\$50K liquid

Auto Appraisal Network ●●

Auto appraisals

BEGAN: 1989, Franchising: 2007
UNITS: US: 17, 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: 114, CAN: 0, INTL: 0, CO: 2
COST: \$3.7K-\$12.8K, Rty: 26%
FINANCING: No

Caring Transitions ●

Senior relocation, online auctions, and estate management

BEGAN: 2006, Franchising: 2006
UNITS: US: 188, CAN: 0, INTL: 0, CO: 0
COST: \$58.9K-\$82.7K, Rty: 5%
FINANCING: Yes
QUALIF: \$50K liquid

Class 101 ●

College planning and educational services

BEGAN: 1998, Franchising: 2007
UNITS: US: 41, CAN: 0, INTL: 0, CO: 1
COST: \$45.9K-\$63.3K, Rty: 8%
FINANCING: No
QUALIF: \$42.9K-\$100K net worth w/\$40K liquid

Clothes Bin Franchise ●

Clothing, shoe, and textile recycling bins

BEGAN: 2014, Franchising: 2015
UNITS: US: 24, CAN: 0, INTL: 0, CO: 1
COST: \$155.1K-\$199.8K, Rty: \$5/bin/wk.
FINANCING: Yes
QUALIF: \$300K net worth w/\$75K liquid

Dental Fix RX ●

Dental-equipment sales, service, and repairs

BEGAN: 2009, Franchising: 2009
UNITS: US: 96, CAN: 15, INTL: 0, CO: 0
COST: \$65.1K-\$163K, Rty: 0
FINANCING: Yes
QUALIF: \$125K net worth w/\$25K liquid

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

Energy Performance International

Energy efficiency products and services

BEGAN: 2008, Franchising: 2017
UNITS: US: 3, CAN: 0, INTL: 1, CO: 2
COST: \$99.95K-\$155.5K, Rty: 10%
FINANCING: Yes

Fast-Fix Jewelry & Watch Repairs ●

Jewelry and watch repairs

BEGAN: 1984, Franchising: 1987
UNITS: US: 150, CAN: 0, INTL: 5, CO: 4
COST: \$102.96K-\$434.96K, Rty: 6%
FINANCING: Yes
QUALIF: \$870K net worth w/\$250K liquid

Generator Supercenter Franchising

Generator sales, installation, and service

BEGAN: 2005, Franchising: 2017
UNITS: US: 7, CAN: 0, INTL: 0, CO: 3
COST: \$424.5K-\$825.5K, Rty: 3-6%
FINANCING: Yes
QUALIF: \$500K-\$1M net worth w/\$150K-\$400K liquid

GoliathTech ●

Foundation systems for the construction industry

BEGAN: 2004, Franchising: 2013
UNITS: US: 116, CAN: 67, INTL: 1, CO: 0
COST: \$72.9K-\$176K, Rty: 0
FINANCING: Yes
QUALIF: \$50K liquid

Lifeologie Franchising

Mental-health therapy services

BEGAN: 1999, Franchising: 2015
UNITS: US: 3, CAN: 0, INTL: 0, CO: 2
COST: \$50K-\$150K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

Pirtek ●

Hose service and supply centers/mobile services

BEGAN: 1980, Franchising: 1986
UNITS: US: 74, CAN: 0, INTL: 414, CO: 4
COST: \$161.9K-\$782.3K, Rty: 4%
FINANCING: Yes
QUALIF: \$300K-\$750K net worth w/\$100K-\$250K liquid

Showhomes ●

Home management and staging

BEGAN: 1986, Franchising: 1994
UNITS: US: 67, CAN: 0, INTL: 0, CO: 0
COST: \$48.8K-\$88K, Rty: 10%
FINANCING: Yes
QUALIF: \$100K net worth w/\$30K liquid

Success on the Spectrum

Behavior-modification services for children and young adults with autism

BEGAN: 2015, Franchising: 2018
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$71.1K-\$143.5K, Rty: \$500-\$900/mo.
FINANCING: No

SuperGreen Solutions ●

Sustainability advisory services and energy-efficient products

BEGAN: 2011, Franchising: 2012
UNITS: US: 30, CAN: 1, INTL: 9, CO: 0
COST: \$76.97K-\$106.8K, Rty: 5%
FINANCING: No
QUALIF: \$76.4K-\$90.7K net worth w/\$76.4K-\$90.7K 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

velofix Group of Companies ●

Mobile bike shops

BEGAN: 2012, Franchising: 2013
UNITS: US: 104, CAN: 26, INTL: 0, CO: 0
COST: \$169.2K-\$202.7K, Rty: 8%
FINANCING: Yes

Tech

▶ **ELECTRONICS REPAIRS & SALES**

CPR Cell Phone Repair ●●

Electronics repairs and sales

BEGAN: 2004, Franchising: 2007
UNITS: US: 448, CAN: 27, INTL: 32, CO: 4
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: 12, CAN: 0, INTL: 0, CO: 1
COST: \$100.7K-\$218.3K, Rty: 5%
FINANCING: Yes
QUALIF: \$250K-\$300K net worth w/\$50K-\$60K liquid

Experimac

Electronics resales and repairs

BEGAN: 2009, Franchising: 2014
UNITS: US: 94, CAN: 2, INTL: 16, CO: 4
COST: \$142K-\$321.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$65K liquid

iDropped ●

Electronics repairs

BEGAN: 2012, Franchising: 2014
UNITS: US: 3, CAN: 0, INTL: 0, CO: 7
COST: \$60.1K-\$119.1K, Rty: 6%
FINANCING: Yes
QUALIF: \$125K net worth w/\$75K liquid

iMechanic

Electronics repairs

BEGAN: 2010, Franchising: 2017
UNITS: US: 1, CAN: 0, INTL: 0, CO: 9
COST: \$77.1K-\$157.8K, Rty: 7%
FINANCING: Yes
QUALIF: \$75K liquid

Kix Mobile ●

Used smartphone sales, exchanges, repairs, accessories, and plans

BEGAN: 2016, Franchising: 2016
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$59.7K-\$233K, Rty: 7-5%
FINANCING: Yes
QUALIF: \$500K net worth w/\$100K liquid

Mobile Bling

New and used cellphones, accessories, and repairs

BEGAN: 2014, Franchising: 2017
UNITS: US: 0, CAN: 0, INTL: 0, CO: 1
COST: \$78.7K-\$208.1K, Rty: 6%
FINANCING: Yes

uBreakiFix

Electronics repairs

BEGAN: 2009, Franchising: 2013
UNITS: US: 363, CAN: 29, INTL: 1, CO: 28
COST: \$60.4K-\$225.4K, Rty: 7%
FINANCING: Yes
QUALIF: \$200K net worth w/\$130K liquid

▶ **MISCELLANEOUS TECH SERVICES**

CMIT Solutions ●

IT and business services for SMBs

BEGAN: 1994, Franchising: 1998
UNITS: US: 232, CAN: 1, INTL: 0, CO: 0
COST: \$127.97K-\$175.4K, Rty: to 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: 173, CAN: 9, INTL: 126, CO: 3
COST: \$12.2K-\$27.9K, Rty: 6.5%
FINANCING: No
QUALIF: \$60K-\$150K liquid

Home Technology Pros ●●

Sales, service, and installation of smart home products

BEGAN: 2017, Franchising: 2018
UNITS: US: 2, CAN: 0, INTL: 0, CO: 1
COST: \$42.9K-\$73.3K, Rty: \$500/mo.
FINANCING: Yes
QUALIF: \$26.9K liquid

Patriot Broadband

High-speed internet service for rural areas

BEGAN: 2016, Franchising: 2019
UNITS: US: 1, CAN: 0, INTL: 0, CO: 1
COST: \$47.9K-\$77.5K, Rty: 8%
FINANCING: Yes

TeamLogic IT

IT managed services for businesses

BEGAN: 2004, Franchising: 2005
UNITS: US: 142, CAN: 1, INTL: 0, CO: 0
COST: \$109.6K-\$142.8K, Rty: 7%
FINANCING: Yes
QUALIF: \$300K net worth w/\$60K liquid

TechVoo

Computer sales and service

BEGAN: 2005, Franchising: 2014
UNITS: US: 0, CAN: 0, INTL: 0, CO: 2
COST: \$92.8K-\$156.2K, Rty: 7%
FINANCING: Yes
QUALIF: \$250K net worth w/\$100K liquid

WSI ●

Digital marketing agencies

BEGAN: 1995, Franchising: 1996
UNITS: US: 291, CAN: 78, INTL: 472, CO: 0
COST: \$64.5K-\$94.6K, Rty: 10%
FINANCING: Yes
QUALIF: \$200K net worth w/\$60K-\$95K liquid



CPR Cell Phone Repair

NON-FRANCHISE OPPORTUNITIES

Strike out on your own with a proven business system and more operational flexibility.

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

● Homebased/mobile / ● Kiosk/express option

D 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.

L 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.

N 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.

V 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

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

NuVinAir ●

Automotive odor elimination products/services **L**

NO. OF LICENSEES: 25

COST: \$210K, Financing: Yes

BUSINESS SERVICES

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: 585

COST: \$9.99K+, 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 ●+

Preschool fitness programs **L**

NO. OF LICENSEES: 40

COST: \$999-9.99K, Financing: Yes

SeekingSitters ●

On-demand babysitting referral service **L**

NO. OF LICENSEES: 35

COST: \$2.5K, Financing: No

Storkdelivery.com ●+

Yard-sign rentals **L**

NO. OF LICENSEES: 72

COST: \$999, Financing: Yes

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

Blue Coast Savings Consultants ●+

Savings consulting **D**

NO. OF DEALERS: 252

COST: \$21.9K, 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-\$65K, 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

JudgmentBusiness.com ●

Judgment investigation services **L**

NO. OF LICENSEES: 5

COST: \$50K, Financing: No

Loan Consultants ●+

Loan brokerage **D**

NO. OF DEALERS: 1,200

COST: \$13.8K, Financing: Yes

Loan Consultants (Consulting) ●+

Business finance consulting **D**

NO. OF DEALERS: 1,200

COST: \$13.8K, Financing: Yes

Platinum Preferred Financial Group ●

Financial services **L**

NO. OF LICENSEES: 150+

COST: \$19.99K, Financing: Yes

Umbrella Financial Services Tax Solutions Group ●+

Tax preparation **L**

NO. OF LICENSEES: 500

COST: \$199, Financing: Yes

FOOD

AmeriCandy ●●+

Chocolate and confections **D**

NO. OF DEALERS: 0

COST: \$50K, Financing: Yes

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 **V**

NO. OF DEALERS: 6,000+

COST: \$30K, Financing: No

HungryGenius Holdings ●+

Burgers, fries, malts **L**

NO. OF LICENSEES: 0

COST: \$350K, 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 ●

NO. OF DEALERS: 4
COST: 0, Financing: No

HMI ●+
Concrete raising ●

NO. OF LICENSEES: 100+
COST: \$50K, Financing: Yes

Houston Remodel Pros ●
Construction services ●

NO. OF LICENSEES: 7
COST: \$50K, Financing: Yes

Lagnetic Curb Kits ●
Curb painting ●

NO. OF LICENSEES: 1
COST: \$225, Financing: No

Lon Waltenberger Training Services ●+
Bathtub repair and refinishing ●

NO. OF LICENSEES: 97
COST: \$2.5K-\$4.5K, Financing: No

Morantz Ultrasonics ●+
Ultrasonic blinds cleaning and fire restoration ●

NO. OF LICENSEES: 4,000+
COST: \$8K-\$70K, Financing: Yes

Reliable Appliance & Dryer Vent Service ●+
Dryer-vent cleaning ●

NO. OF LICENSEES: 51
COST: \$500-\$1K, Financing: No

Staging Diva ●+
Home staging ●

NO. OF LICENSEES: 10,000
COST: \$1K, Financing: No

Sundek Decorative Concrete ●+
Decorative concrete coatings ●

NO. OF DEALERS: 61
COST: \$40K, Financing: No

Supportworks +
Concrete and foundation repair ●

NO. OF DEALERS: 130
COST: \$80K, Financing: Yes

Watermark Seminars ●+
Steel buildings ●

NO. OF DEALERS: 1
COST: \$12.5K, Financing: No

RECREATION

Cascade Cycleboats ●+
Cycleboat tours and events ●

NO. OF LICENSEES: 51
COST: \$110K, Financing: Yes

Minigolfnc.com +
Miniature-golf courses ●

NO. OF LICENSEES: 3,330
COST: \$6.9K, Financing: No

Painting & Vino ●
Paint-and-sip events ●

NO. OF LICENSEES: 13
COST: \$1.5K, Financing: No

RVPlusYou ●+
RV rental management ●

NO. OF LICENSEES: 50
COST: \$10K, Financing: Yes

www.surfpartyinabox.com ●●
Virtual surfing entertainment systems ●

NO. OF LICENSEES: 0
COST: \$895-\$5.99K, Financing: No

SENIOR SERVICES

Active Minds ●
Learning programs for seniors ●

NO. OF LICENSEES: 1
COST: Varies, Financing: Yes

Stay At Home Caregivers ●
Nonmedical home care ●

NO. OF LICENSEES: —
COST: \$10K, Financing: No

TRAVEL SERVICES

Oasis/New2Travel ●
Travel agency ●

NO. OF LICENSEES: 600+
COST: \$2.99K, Financing: Yes

Pinnacle Business Strategies ●
Vacation vouchers ●

NO. OF DEALERS: 0
COST: 0, Financing: No

Tix Travel & Ticket Agency ●●+
Travel agency; concert, sports, and theater tickets ●

NO. OF DEALERS: 500
COST: \$995, Financing: Yes

MISCELLANEOUS PRODUCTS/SERVICES

Accessit ●
Vending machines ●

NO. OF DEALERS: 101
COST: \$5.7K-\$46.99K, Financing: Yes

Beeline Purchasing ●
Safety equipment and supplies distribution ●

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 ●

NO. OF DEALERS: —
COST: \$50K, Financing: Yes

Enduring Images ●+
Custom ceramic imaging ●

NO. OF LICENSEES: 200
COST: \$16K, Financing: No

FITT Systems ●+
Infrared fitness and therapy saunas ●

NO. OF LICENSEES: —
COST: \$10K, Financing: Yes

Graffiti Graphics/Puzzled Over Gift Ideas ●
Custom jigsaw puzzles ●

NO. OF LICENSEES: 540
COST: \$9.1K, Financing: No

Green Mountain Harvest ●+
Cannabis harvesting and trimming ●

NO. OF LICENSEES: 0
COST: \$250K, Financing: No

HempE Distribution ●●+
Hemp health and beauty products ●

NO. OF DEALERS: 42
COST: \$148, Financing: No

Home Video Studio ●+
Video production and postproduction services ●

NO. OF LICENSEES: 60
COST: \$85K, Financing: Yes

HomeGate Real Estate +
Real estate ●

NO. OF LICENSEES: 4
COST: \$3.5K-\$10K, Financing: No

Pacific Stem Cells

Stem cell clinics ●

NO. OF LICENSEES: 4
COST: \$100K, Financing: No

Party In A Tent ●+
Event rentals ●

NO. OF LICENSEES: 9
COST: \$40K-\$60K, Financing: No

Shred-Tech ●+
Mobile document destruction ●

NO. OF LICENSEES: —
COST: \$75K, Financing: Yes

Spectrum Unlimited ●+
Personalized birthday greetings ●

NO. OF LICENSEES: 10,000+
COST: \$200, Financing: No

Teleteria ●
Casino/sports betting websites ●

NO. OF LICENSEES: —
COST: \$6K, Financing: Yes

Trupanion ●+
Pet insurance ●

NO. OF DEALERS: 65
COST: \$375-\$1.5K, Financing: No

Utility Connect ●+
Moving and home concierge service ●

NO. OF LICENSEES: 50
COST: 0, Financing: No

Wachters' Organic Sea Products ●
Nutritional, personal-care, and environmental products ●

NO. OF ASSOCIATES: 220,000
COST: \$54, Financing: No

A	Any Lab Test Now 93	Ben & Jerry's 65	Buffalo Wings & Rings 62
AAMCO Transmissions and Total Car Care 52	Anytime Fitness 82	Benjamin Franklin Plumbing 79	Building Kidz School 55
ABC 74	A-1 Concrete Leveling 77	Ben's Barketplace 89	Buildingstars International 77
A Better Solution In Home Care 86	A Perfect 10 Nail and Beauty Bar 86	Ben's Soft Pretzels 64	Burbowl Restaurant 66
Abrakadoodle 56	Apex Leadership Co. 95	Benzer Franchise 72	BurgerFi 66
Accessible Home Health Care 86	ApexNetwork Physical Therapy 73	BeRaediant 85	Burn Boot Camp 82
Accessit 99	Apricot Lane Boutique 90	Best Brains 59	Byrider Franchising 52
Ace Hardware 91	Aqua-Tots Swim Schools 59	Best in Class Education Center 59	
ACFN-The ATM Franchise Business 60	Arby's 69	Better Than Sex 62	C
Acti-Kare 86	Archadeck Outdoor Living 74	Between Rounds Bakery Sandwich Cafe 63	California Tortilla 67
ActionCoach 53	ARCpoint Labs 93	Beverly Hills Rejuvenation 85	Caltex International Ltd. 98
Action Duct Cleaning Company 78	Aroma Joe's Coffee 65	B.Good 71	Camp Bow Wow 88
Active Minds 99	Arooga's Grille House & Sports Bar 61	Big Apple Bagels/My Favorite Muffin 63	Camp Run-A-Mutt 88
Advanced Degree	AR Workshop 89	Big Blue Swim School 59	Camp Transformation Center, The .. 82
Carpet Cleaning 77	ASP-America's Swimming Pool Company 79	Big Frog Custom T-Shirts 92	Candlewood Suites 75
Advanced Maintenance 52	Assisted Living Locators 86	Biggy Coffee 65	Capriotti's Sandwich Shop 69
AdvantaClean 80	Assisting Hands Home Care 86	Big O Tires 52	Captain D's 70
Adventure Kids Playcare 55	Assist-2-Sell 95	Big Star Photo Booths 99	Captain Tony's Pizza & Pasta Emporium 68
Aether Estate Sales 93	Athletic Republic 82	Bin There Dump That 94	Card My Yard 95
Affordable Suites of America 75	Atlas Fitness 82	Bio-One 77	Cariloha 98
AIM Mail Centers 94	ATS Investments Group 98	BirdsiVideo 94	Caring for People Services 86
Aire-Master of America 81	AtWork Group 54	BirthdayPak 53	Caring Senior Service 86
Aire Serv 78	Auntie Anne's Hand-Rolled Soft Pretzels 64	Black Bear Diner 62	Caring Transitions 95
AirMD 95	Auntie Jo's Pet Sitting Franchise Group 88	Black Rock Bar & Grill 62	Carl's Jr. Restaurants 66
AKT Franchise 82	Aussie Pet Mobile 88	Blastis 97	Carstar Franchise Systems 52
Aladdin Doors Franchising 73	Auto Appraisal Network 95	Blaze Fast-Fire'd Pizza 68	Cartridge World 55
Alair Homes 95	Auto-Lab Complete Car Care Centers 52	Blimpie Subs & Salads 69	Carvel 66
Alkalign Studios 82	Axe Monkeys 89	Blink Fitness 82	Cascade Cycleboats 99
All County Property Management Franchise 54		Blo Blow Dry Bar 84	Casey's Cleaning Franchise 79
Allegra Marketing-Print-Mail 54	B	Bloomin' Blinds 74	Catalyft Success System 98
AlphaGraphics 54	Baby Boot Camp 82	Blue Coast Savings Consultants 98	Celebree School 55
Alta Mere The Automotive Outfitters/ SmartView Window Solutions 51	Baby Power/Forever Kids 56	bluefrog Plumbing + Drain 79	CellsNowMD 85
Alternative Board (TAB), The 53	Bach to Rock 56	Blue Ox Axe Throwing 89	Central Bark Doggy Day Care 88
Always Best Care Senior Services 86	Bacon Bitch 69	Board & Brush Creative Studio 89	CertaPro Painters 74
Always Faithful Dog Training 88	Bacon Bros. Public House 62	Bodytek Fitness 82	Certified Restoration DryCleaning Network 80
Amada Senior Care 86	Bahama Buck's 66	Body Therapeutix 82	Ceviches by Divino 62
Amazing Athletes 58	Bailey Seafood 70	Bojangles' Famous Chicken 'n Biscuits 64	Challenge Island 56
Amazing Lash Studio 85	Baja Fresh 67	Book by Owner 54	Champion 4x4 52
AmeriCandy 98	Bar-B-Clean 81	Boomarang Diner Franchising 62	Champs Chicken 64
American Family Care 73	Bar-B-Cutie SmokeHouse 64	Border Magic 74	Charleys Philly Steaks 69
American Grilled Cheese Kitchen, The 69	Bar Louie 61	Boston's Restaurant & Sports Bar .. 61	Charter Financial 98
American Kolache 64	Barre Code, The 82	Bottle & Bottega 90	Cheba Hut Toasted Subs 69
American Leak Detection 81	barre.d studio 82	Boulder Designs 74	Checkers Drive-In Restaurants 66
American Poolplayers Association 90	Baskin-Robbins 65	BPC Franchising 66	Chef It Up!/Chef It Up 2 Go! 56
AmeriCare/Amlu Care 86	Batteries Plus Bulbs 92	Brass Tap 61	Chefs For Seniors 86
America's Color Consultants 74	Baymont by Wyndham 75	Breadsmith 64	Chem-Dry Carpet & Upholstery Cleaning 77
AmericInn by Wyndham 75	BBQ Cleaner, The 98	Bricks & Minifigs 59	ChemStation 81
AmeriSpec Home Inspection Services 93	Bear Paddle Swim School 59	Bricks 4 Kidz 56	Cherry Blow Dry Bar Franchise Systems 84
ampm 91	Beauty Squares 86	BrightStar Care 86	Chester's 65
AMSOIL 98	BeBalanced Hormone Weight Loss Centers 73	Brightway Insurance 60	Chicken Salad Chick 65
AmSpirit Business Connections 55	Beef Jerky Outlet Franchise 71	BringPro 94	Children First Sports 58
Anago Cleaning Systems 77	Beef O'Brady's Family Sports Pub 61	British Swim School USA 59	Children's Lighthouse 55
ANB Clean Franchising 79	Beeline Purchasing 99	Broadway Subs 69	Children's Orchard 59
Andy OnCall 78	Beermiscuous 61	Brother Bruno Pizza Franchise 68	Christian Brothers Automotive 52
	Bellies to Babies 90	Bruster's Real Ice Cream 66	Christmas Decor 74
		Bubbakoo's Burritos 67	Chronic Tacos Enterprises 67
		Budget Blinds 74	Church's Chicken 65
		Buffalo's Cafe 62	
		Buffalo Wild Wings 61	

Cicis	61
Cimaje Studios	84
Cinnabon	64
Cinnaholic Franchising	64
Circle K	91
City2Shore Real Estate	95
City Wide Franchise	77
CKO Kickboxing	82
ClaimTek Systems	98
Classmaids	79
Class 101	95
Cleaning Authority, The	80
Clean Juice	70
CleanNet USA	77
Clean Sleep	81
Closet & Storage Concepts/ More Space Place	74
Closet Factory	74
Closets By Design Franchising	74
Clothes Bin Franchise	95
Clothes Mentor	90
Clov'r Life Spa	85
Club Pilates Franchise	82
Club SciKidz	56
Club Z! In-Home Tutoring Services ..	59
CMIT Solutions	96
Coconut Stock	55
CodeFu	56
Code Ninjas	56
Coder School, the	56
Coffee Beanery, The	65
Coffee News	53
Cold Stone Creamery	66
College Hunks Hauling Junk & Moving	94
College Nannies, Sitters and Tutors	56
Color Glo International	79
Color It In	92
Color Me Mine Enterprises	90
Colors On Parade	51
Colortech Eco Paints	99
Color World House Painting	74
Comet Cleaners	92
ComForCare Home Care	86
Comfort Keepers	86
Commercial Capital Training Group ...	98
Complete Weddings + Events	94
CompuChild	56
Computer Troubleshooters	96
Concrete Craft	75
Concrete Raising of America	77
ConfidentLee	57
Conserva Irrigation	81
Conwell Financial	98
Cookie Cutters Haircuts for Kids	84
Core Capacity Transformations	82
Core Progression Elite Personal Training	82
Cornwell Quality Tools	91
Cost Cutters Family Hair Care	84
Cottage Inn Pizza	68

Counter, The	62
Country Inn & Suites by Radisson ..	75
Cousins Maine Lobster	70
Cousins Subs	69
Coverall	77
CPR Cell Phone Repair	96
Crazy Pita Rotisserie & Grill	67
Creamistry Franchise	66
Creative Colors International	79
Creative World School Franchising	56
Crepe Delicious	71
Crestcom International	55
Crowne Plaza Hotels & Resorts	75
Crown Trophy	92
Cruise Planners	90
Crunch Franchise	82
Ctrl V	90
Culver's	65
Curb-Ease	75
Curio Collection by Hilton	75
CutFinity Franchising	84
CycleBar	82

D

Da' Crust Pizza & Kitchen	68
Daily Jam	71
Dairy Queen	66
Dale Carnegie Training	55
Daniel Ahart Tax Service	60
Dapper Doughnut, The	64
Days Inn by Wyndham	75
D-BAT Academies	58
Deckhand Detailing	51
Deck The Walls	91
Dee-O-Gee	89
Deezfruta	70
Deka Lash	85
Deli Delicious	69
Del Sol	98
Del Taco Fresh Mexican Grill	67
Delta Restoration Services	80
Dental Fix RX	95
Dentalvana	73
Dessert'D Organic Bake Shop	64
Destination Athlete	90
Detail Plus Car Appearance Systems	98
Device Pitstop	96
Diesel Barbershop	84
Digital Marketing Training Group	97
Dippin' Dots Franchising	66
Dirty Buffalo, The	62
Discover CBD	92
Discovery Map International	53
Discovery Point Franchising	56
DKI	80
Doc Popcorn	72
Dog Haus Worldwide	67
D.O.G. Hotels	88
Dog Stop, The	88

Dogtopia	88
Dog Wizard, The	88
Donatos	68
D1 Sports Franchise	82
Donut Bar	64
Donut Experiment, The	64
Doubletree by Hilton	75
D.P. Dough	71
DPF Alternatives	52
Drama Kids International	57
DreamMaker Bath & Kitchen	73
Dream Vacations	90
Drnk coffee + tea and Qwench juice bar	65
Drone Nerds	92
Drunken Taco Franchising	67
Drybar	84
Dryer Vent Wizard International	81
Duck Donuts Franchising	64
Duct Doctor USA	78
Ductz International	78
Dunkin'	65
Dunn Brothers Coffee	65
Duraclean	80

E

Earl of Sandwich	69
EarthWise Pet	89
East Coast Wings + Grill	62
Eat the Frog Fitness	82
Eden Lifestyle Boutique	90
Edible Arrangements	72
Eggs Up Grill	61
1867 Confederation Log & Timber Frame	99
Elbows Mac N' Cheese	71
Elements Massage	85
Elevated AI	98
Elite Bartending	95
Elite Tutoring Place	59
Elite Window Cleaning	81
Elmer's Breakfast Lunch Dinner/Egg N' Joe	62
Embassy Suites by Hilton	75
Empire Business Brokers	53
Enduring Images	99
Energy Performance International ..	95
Engineering for Kids	57
Entrepreneur's Source, The	53
Enviro-Master International Franchise	81
Epic Wings	65
Erbert & Gerbert's Sandwich Shop .	69
Escapology	90
Estrella Insurance	60
Even Hotels	76
EverybodyFights	82
Executive Home Care	86
Exercise Coach, The	82
Expedia CruiseShipCenters	90
Expense Reduction Analysts	53
Experimac	96

Express Employment Professionals	54
Express Oil Change & Tire Engineers	52
Extreme Pita	69
Eye Level Learning Centers	59

F

fab'rik	90
Family Financial Centers	61
Famous Toastery	61
Fancy Art, N.F.P.	91
Fantastic Sams Cut & Color	84
Farm Stores Franchising	72
Fastest Labs	93
Fast-Fix Jewelry & Watch Repairs ..	96
FastSigns International	54
Fast Tints Franchising	51
Fatburger North America	66
Fazoli's Franchising Systems	67
Federal Direct Tax Services	98
Fetch! Pet Care	88
F45 Training	82
Fibrenew	79
Fiesta Auto Insurance and Tax	60
Figaro's Pizza	68
Fire + Ice Interactive Grill and Bar ...	62
FireDrum Email Marketing	97
Firehouse Subs	69
First Choice Haircutters	84
First Choice Pediatrics	73
1st Class Real Estate	95
1st Inspection Services	93
FirstLight Home Care Franchising ...	86
Fish Window Cleaning Services	81
Fit Body Boot Camp	82
Fit4Mom	82
Fitness Machine Technicians (FMT)	81
Fitness Together	82
FITT Systems	99
Five Star Bath Solutions	73
Five Star Painting	74
Fleet Clean USA	51
Fleet Feet	90
Flex Chiropractic and Wellness Center	72
Flip Flop Shops	91
Flirty Girl Lash Studio	85
Floor Coverings International	73
Flour Power Kids Cooking Studios ..	57
Flower Tent	92
Flying Biscuit Cafe, The	61
Flying Locksmiths, The	93
Foliage Design Systems	81
Fortune Personnel Consultants (FPC)	54
Fosters Freeze	66
4ever Young	85
Fox's Pizza Den	68
Franchise Creator	53
Franchise Dr. Auto & Casa	78
Freddy's Frozen Custard & Steakburgers	65

Freedom Boat Club 89
 Freedom Lawns USA 78
 Frenchies Modern Nail Care 86
 fresh&co 71
 Fresh Coat 74
 Fresh First 62
 Frios Gourmet Pops 66
 Frutta Bowls Franchising 63
 Fully Promoted 93
 Fun Bus Fitness Fun on Wheels 58
 Fun Fieldz 57
 Funtopia 58
 Furniture Medic 81
 Fuzz Franchising 87
 Fuzzy's Taco Shop 67
 Fyzical Therapy & Balance Centers 73

G

GarageExperts 74
 Gateway Newstands 92
 Gatti's Pizza 68
 Generator Supercenter
 Franchising 96
 Genius Kids 56
 #getfried Fry Cafe 71
 Get In Shape For Women 82
 Gigi's Cupcakes 64
 Ginger Sushi Boutique 63
 Glass Doctor 78
 Glass Guru, The 78
 Global Brew Tap House 62
 Gloria Jean's Coffees 65
 GNC Franchising 92
 Go Burrito 67
 Go! Go! Curry 63
 Goddard Systems 56
 Golden Chick 65
 Golden Corral Restaurants 61
 Golden Krust Franchising 71
 Goldfish Swim School Franchising ... 59
 Gold's Gym 82
 GolfU 58
 GoliathTech 96
 Go Mini's Franchising 94
 Goodbye Graffiti USA 81
 Good Feet Worldwide 72
 Goosehead Insurance Agency 60
 Gotcha Covered 74
 Got Poo? 89
 Grabbagreen 71
 GradePower Learning 59
 Graffiti Graphics/Puzzled
 Over Gift Ideas 99
 Granny Nannies Licensing Group ... 86
 Grasons Co. Estate Sale Services ... 93
 GrassRoots Turf Franchise 78
 Grease Monkey Franchising 52
 Great American Barbershop
 Franchise, The 84
 Great American Cookies 64
 Great Clips 84

Great Frame Up, The 91
 Great Harvest Franchising 64
 Great Steak & Potato Company, The ... 69
 Great Wraps 69
 GreenApple STEM 98
 Greene Turtle Sports
 Bar & Grille, The 62
 Green Home Solutions 81
 Green Mountain Harvest 99
 Green Shine 51
 Griswold Home Care 86
 Groom & Go 88
 Groucho's Deli 69
 Ground Round Grill & Bar 62
 Grounds Guys, The 79
 Grout Doctor Global Franchise 78
 Grout Medic, The 78
 Growth Coach, The 53
 Growth Concepts 98
 Growth Solutionz 60
 Grumpy's Restaurant 61
 GYMUYZ 82
 Gyro Shack, The 67
 Gyroville 67
 Gyu-Kaku Japanese BBQ Restaurant .. 61

H

HaliMac 89
 Hammer & Nails - Grooming
 Shop for Guys 84
 Hampton by Hilton 76
 Hand and Stone Massage and
 Facial Spa 85
 Handle With Care Packaging Store ... 94
 Handpiece Express 98
 H&R Block 60
 Handyman Connection 78
 Handyman Matters Franchise 78
 HandyPro International 78
 Happy & Healthy Products 72
 Happy Joe's 68
 Happy Tax Franchising 60
 Hardcore Fitness Boot Camp 82
 Hard Exercise Works 83
 Hardee's Restaurants 66
 Hawthorn Suites by Wyndham 76
 Healthier4U Vending 98
 HealthSource 72
 Healthy Hands Cooking 98
 HealthyYOU Vending 98
 Heart Certified Auto Care 52
 Help-U-Sell Real Estate 95
 HempE Distribution 99
 Herbal Nail Bar 86
 Hibachi Grill 63
 Hi-Five Sports Franchising 58
 High Achievers 54
 High Touch-High Tech 57
 Hilton Garden Inn 76
 Hilton Hotels and Resorts 76
 HMI 99

Hobby Quest Group 57
 HobbyTown 92
 Holiday Inn and Holiday Inn Express ... 76
 Ho Math Chess Tutoring Centre 57
 Home Care Assistance 86
 Home Care for the 21st Century 86
 Home Cleaning Centers of America 80
 HomeGate Real Estate 99
 HomeHealth24x7 86
 Home Helpers Home Care 87
 Home Instead Senior Care 87
 Homes & Land 53
 HomeSmart International 95
 HomeTeam Inspection Service 93
 Home Technology Pros 96
 Home2 Suites by Hilton 76
 HomeVestors of America 95
 Home Video Studio 99
 Homewatch CareGivers 87
 HomeWell Senior Care 87
 Homewood Suites by Hilton 76
 Hommati 94
 Honest Abe Roofing Franchise 75
 HoneyBaked Ham 72
 Honey Do Service, The 78
 Hoodz International 77
 Hooters 62
 Hospitality International 76
 Hot Dog on a Stick 67
 Hotel Indigo 76
 Hounds Town USA 88
 HouseMaster 93
 Houston Remodel Pros 99
 Howard Johnson by Wyndham 76
 HuHot Mongolian Grills 61
 Human Bean Drive Thru, The 65
 Hummus Republic 67
 HungryGenius Holdings 98
 Hungry Howie's Pizza & Subs 68
 Huntington Learning Centers 59
 Husse 89
 Hwy 55 Burgers, Shakes & Fries 62
 Hydration Room, The 73

I

IceBorn 72
 Ice Cream Rollery 66
 iCode 57
 iCryo Cryotherapy 81
 IDEA Lab Kids 57
 Idolize Brows & Beauty 85
 iDropped 96
 I Heart Mac and Cheese 71
 iLoveKickboxing.com 83
 Image One Facility Solutions 77
 Image360 54
 Imeca 91
 iMechanic 96
 In Home Pet Services 88
 i9 Sports 58
 Inspection Boys Franchise, The 93
 Instant Imprints 93

Instinct Dog Training 88
 In-Symmetry Spa 85
 IntelliTurf Franchise 73
 InterContinental Hotels & Resorts 76
 Interface Financial Group -
 IFG 50/50, The 60
 Interim HealthCare 87
 InXpress 55
 Iron Legion Franchise 83
 Island Fin Poke Co. 63
 It's A Grind Coffee House 65
 Ivybrook Academy 56
 Ivy Kids Systems 56
 Izsam Franchising 77

J

Jabz Franchising 83
 Jack in the Box 66
 Jackson Hewitt Tax Service 60
 Jamba 70
 Jan-Pro Franchising International ... 77
 Jazen Tea 71
 Jazzercise 83
 JDog Junk Removal & Hauling 94
 JEl Learning Center 59
 Jersey Mike's Subs 69
 Jet-Black/Yellow Dawg Striping 76
 Jet's Pizza 68
 Jiff-e-Books 98
 Jiffy Lube International 52
 Jimboy's Tacos 67
 Jimmy John's Gourmet Sandwiches . 69
 Johnny's Italian Steakhouse 61
 John The Baker 61
 Joint, The 72
 Jomsom Staffing Services 54
 Jon Smith Subs 69
 JudgmentBusiness.com 98
 Juice It Up! 70
 Junkluggers, The 94
 Just Between Friends Franchise
 Systems 59
 Just Insurance Brokers 60
 Just You Fitness 83

K

Kampgrounds of America 75
 Keller Williams 95
 Keo Asian Cuisine 61
 Keyrenter Property Management ... 54
 KFC US 65
 Kidbus 98
 Kidcreate Studio 57
 Kiddie Academy 56
 Kid-Fit 98
 Kidokinetics 58
 Kids Can CAD 57
 KidsPark 56
 Kids 'R' Kids Learning Academies ... 56
 Kid to Kid 59
 KidzArt 57
 Kidz On The Go 58

Kilwins Chocolates Franchise 71
 Kinderdance International 58
 Kitchen Solvers 73
 Kitchen Tune-Up 73
 Kix Mobile 96
 KLA Schools 56
 K9 Resorts Luxury Pet Hotel 88
 Kolache Factory 64
 Kona Ice 66
 Kubo Play 58
 Kumon Math & Reading Centers 59
 Kurtos Cake 64

L

Labor Finders 54
 Lagnetic Curb Kits 99
 la Madeleine French Bakery & Cafe ... 62
 L&L Hawaiian Barbecue 63
 Lapels 92
 La Quinta 76
 LaRosa's Pizzeria 68
 La Salsa Fresh Mexican Grill 67
 Lashes By Ann 85
 Last Real Gym 83
 Launch Trampoline Park 90
 LaVida Massage 85
 Lawn Creations 79
 Lawn Doctor 79
 Lay Bare Waxing Salon 87
 Leadership Management
 International 55
 LeafSpring Schools 56
 Lean Kitchen Company 72
 Learning Experience Academy
 of Early Education, The 56
 Learning Express Toys 59
 LearningRx 57
 Ledo Pizza 68
 Legacy Academy 56
 Legacy Fit 83
 Legends Boxing 83
 LEI Home Enhancements 75
 Le Macaron French Pastries 64
 LemonShark Poke 63
 Lemon Tree Family Salons 84
 Lendio Franchising 60
 Lennys Grill & Subs 69
 Leonid Afremov Kiosk Art Gallery ... 92
 LetsLose Weight Loss Franchising .. 73
 Liberty Tax Service 60
 Lice Clinics of America 72
 Lice Squad Canada 72
 Lifeologie Franchising 96
 Lightbridge Academy 56
 Lil' Angels Photography 94
 Lime Painting 74
 Line-X 52
 Link Business 53
 Link Staffing Services 54
 Little Gym International, The 58
 Little Land Play Gym 58
 Little Medical School 57

Live Your List Publications 97
 Loan Consultants 98
 Loan Consultants (Consulting) 98
 Local Door Coupons 53
 Locali/Localita & The Badasserie 72
 Lon Waltenberger Training Services 99
 Lost Cajun, The 62
 Lumberjacks Restaurant 62
 Lume 85
 LunchboxWax 87

M

Maaco Franchising 51
 Mac Tools 91
 Mad Science Group 57
 Maid Brigade 80
 MaidPro 80
 Maid Right 80
 Maids, The 80
 Maids by Trade 80
 Main Squeeze Juice Company 70
 Mainstream Boutique 91
 MakerKids 57
 Manchu Wok 63
 Mango Biche Mia 71
 Marble Slab Creamery 66
 Marco's Pizza 68
 Martinizing 92
 Massage Envy 85
 Massage Heights 85
 MassageLuXe 85
 Matco Tools 91
 Mathnasium Learning Centers 59
 Maui Wowi Hawaiian
 Coffees & Smoothies 65
 Max Challenge, The 83
 Mayweather Boxing + Fitness 83
 McAlister's Deli 69
 McDonald's 66
 Meatballs Etc. 67
 MediaCentric Franchise 55
 Medi-Weightloss Franchising USA .. 73
 Meineke Car Care Centers 52
 Melting Pot Restaurants, The 63
 Melt Shop 69
 Merle Norman Cosmetics 92
 Merlin 200,000 Mile Shops 52
 Merry Maids 80
 Metal Supermarkets 92
 Metropolitan Movers 94
 Microtel by Wyndham 76
 Midas International 52
 Middle School Matchup 58
 Midtown Chimney Sweeps
 Franchising 81
 Mighty Auto Parts 53
 Milex Complete Auto Care/
 Mr. Transmission 52
 Miller's Roast Beef 69
 milliCare 77
 Minigolfinc.com 99
 Mint Condition Franchising 77

Minus10 Ice Cream 66
 Minuteman Press International 54
 Miracle-Ear 72
 Miracle Leaf Health Centers 73
 Miracle Method Surface Refinishing 74
 Mister Softee 66
 Mister Sparky 78
 MixStirs 70
 Mobile Bling 96
 Mobility City Holdings 81
 Mobility Plus 72
 Modern Acupuncture 87
 Moe's Southwest Grill 67
 Molly Maid 80
 Moms on the Run 83
 Money Mailer Franchise 53
 Monkey Bizness Franchising 58
 Monkey Joe's Parties & Play 58
 Montessori Kids Universe 56
 Mooyah Burgers, Fries, & Shakes ... 67
 Morantz Ultrasonics 99
 Morning Dew Massage & Wellness ... 85
 Morrison Plus Property Inspections .. 93
 Mosquito Hunters 79
 Mosquito Joe 79
 Mosquito Shield 79
 Mosquito Squad 79
 Motel 6 76
 Motto Mortgage 61
 Mountain Mike's Pizza 68
 Mr. Appliance 78
 Mr. Electric 78
 Mr. Goodcents Franchise Systems ... 70
 Mr. Handyman International 78
 Mr. Rooter 79
 M3 Artificial Grass and Turf 73
 Multivista 94
 Murphy Business & Financial 53
 Muse Global 56
 Music Go Round 92
 Mutts Canine Cantina 89
 MyElder 87
 My Gym Children's Fitness Center 58
 My Music Workshop 57
 My Salon Suite/Salon Plaza 86

N

Nailed It Franchising 90
 Namaste Nail Sanctuary 86
 National Property Inspections 93
 Native Grill & Wings Franchising 62
 Naturalawn of America 79
 Navis Pack & Ship 94
 Nekter Juice Bar 70
 NeoTripper 53
 Network In Action 55
 Newk's Eatery 71
 Nextaff 54
 Nexterus Franchising 55
 NextGen Great Sealcoating 76
 NextHome 95
 N-Hance Wood Refinishing 75

Nikita Hair 84
 911 Restoration 80
 9Round 83
 99 Dollar Social 97
 NorthStar Moving 94
 Novus Glass 52
 NrGize Lifestyle Cafe 70
 Nstant Money Tax Service 60
 N2 Publishing 53
 NTY Clothing Exchange 91
 Nurse Next Door Home
 Care Services 87
 Nutty Scientists 57
 NuVinAir 98
 NYC Bagel and Sandwich Shop 63
 NYPD Pizza 68
 NZone Sports of America 58

O

Oasis/New2Travel 99
 Oasis Senior Advisors 87
 Ocean Exteriors 75
 Office Evolution 54
 Office Pride Commercial
 Cleaning Services 77
 Oggi's Sports Brewhouse Pizza 62
 Oh My Gosh Brigadeiros 71
 Old Chicago Pizza & Taproom 62
 Omega Learning Center 59
 Once Upon A Child 59
 One Cannabis 92
 1-800-Got-Junk? 94
 1-800-Packouts 80
 1-800-Plumber 79
 1-800 Water Damage 80
 One Hour Heating &
 Air Conditioning 78
 100% Chiropractic 72
 101 Mobility 72
 One Sports Nation/Fun Size Sports 58
 1000 Degrees Pizza 68
 Orange Cryo Wellness 81
 Orangetheory Fitness 83
 Original Hot Dog Factory, The 67
 Orion Food Systems 71
 Orion Repair 98
 Our Town America 53
 Outdoor Lighting Perspectives 74
 Overtime Franchise 58
 Oxi Fresh Franchising 77
 Oxxo Care Cleaners 92
 Oxygen Yoga & Fitness 83

P

Pacific Stem Cells 99
 Padgett Business Services 60
 Painter1 74
 Painting & Vino 99
 Painting with a Twist 90
 Paisano's Pizza 68
 Pak Mail 94
 Palm Beach Tan 87

Palms Tanning Resort, The 87	Play It Again Sports 90	Recruiting in Motion Franchise 55	Sanford Rose Associates
Panini Kabob Grill 63	Point Break Poke House 63	RedLine Athletics Franchising 58	International 55
Paniq Room 90	Poke Company, The 63	Red Roof Inn 76	Sasquatch Strength 83
Papa John's International 68	Poke + Go 63	Regymen Fitness 83	Scenthound 88
Papa Murphy's Take 'N' Bake Pizza ... 68	Poke Life 63	Reis & Irvy's 72	Schokolad Chocolate Factory 71
Parcel Plus 94	Pokeworks 63	Relax The Back 72	Schlotzsky's 70
Parisi Speed School 58	Poki Bowl 63	Reliable Appliance & Dryer Vent Service 99	School Communications Agency, The 53
Parker-Anderson Enrichment 57	Pool Scouts 79	Relocation Strategies 55	School of Rock 57
Park Inn by Radisson 76	Poolwerx 79	RE/MAX 95	Scissors & Scotch 84
Party In A Tent 99	Pop-A-Lock Franchise System 93	Remedy Intelligent Staffing 55	Scooped Cookie Dough Bar 64
Patch Boys, The 78	Popbar 66	Renew Crew 81	Scooter's Coffee 65
Patchmaster 78	Postal Annex+ 94	Rent-A-Center 92	Screenmobile, The 78
Patrice & Associates 54	Postal Connections/ISold It 94	RenuKrete 75	Scrubs2Go 91
Patriot Broadband 96	PostNet Neighborhood Business Centers 94	Restoration 1 80	Sculpture Hospitality 55
Paul Davis Restoration 80	Potbelly Sandwich Shop 70	Retro Fitness 83	Sebanda Insurance 60
Paul Ryan Windows 75	PracticeForces 55	Rhea Lana's Franchise Systems 59	2nd Family 87
Paw Depot, The 89	Precision Concrete Cutting 77	Right at Home 87	Security 101 95
Payroll Vault Franchising 60	Precision Door Service 73	RimTyme Custom Wheels and Tires .. 52	SeekingSitters 98
Peace, Love & Little Donuts 64	Precision Tune Auto Care 52	Rising Roll Franchising Company ... 70	Self Made Training Facility 83
Peachtree Vapor 91	Premier Pools & Spas 75	Rita's Italian Ice 66	Senior Care Authority 87
Pearle Vision 72	Preppy Pet 89	River Street Sweets - Savannah's Candy Kitchen 71	Senior Helpers 87
Penn Station East Coast Subs 70	Pretzelmaker 64	RNR Tire Express & Custom Wheels 52	Service Team of Professionals (STOP) 80
Perks Nearby 98	PrideStaff 54	Robeks Fresh Juices & Smoothies .. 70	ServiceMaster Clean/ ServiceMaster Restore 77
Perspire Sauna Studio 87	PrimoHoagies Franchising 70	Robin Autopilot 79	Servpro 80
Peterbrooke Chocolatier 71	Primp & Play 85	Rock & Brews Franchising 62	Seva Beauty 85
Petland 89	Primrose School Franchising 56	Rocky Mountain Chocolate Factory 71	7-Eleven 91
Pet Passages 89	Pro Clean USA 77	Roc N Ramen Franchise 63	Shack Shine 81
Pet Supplies Plus 89	Profile by Sanford 73	Roll'n Lobster Franchises 70	Sharkey's Cuts For Kids 84
Pets Warehouse 89	Proforma 54	Romeo's Pizza 69	ShelfGenie Franchise Systems 74
Pet Wants 89	Pro Image Sports 91	Romp n' Roll 57	Shine Window Care and Holiday Lighting 81
Pharmabox 72	Pro-Lift Garage Doors 73	Room 5280 90	Shipleigh Do-Nuts 64
Phenix Salon Suites Franchising 86	Pronto Insurance 60	Roosters Men's Grooming Centers 84	Shots 62
Philly Pretzel Factory 64	PropertyGuys.com 95	Rooter-Man 79	Showhomes 96
Pho Hoa 63	Property Management Inc. 54	Rosati's Pizza 69	Shred415 83
Physical Therapy Now 73	ProSource Wholesale 73	Round Table Pizza 69	Shred-Tech 99
Physique 57 83	Pure Barre 83	Row House Franchise 83	SH Town Square 87
PickUp USA Fitness 83	Pure Glow 87	Roy Rogers Restaurants 70	Shuckin' Shack Oyster Bar 63
Pie Five Pizza 68	Pure Physique 83	RSVP Publications 53	SiempreTax+ 60
Pie-O-Mine/Greens 68	PuroClean 80	Runningboards Marketing 53	Signal 88 Security 95
Piezon's 68	Q	Russo's New York Pizzeria 61	Signarama 54
Pigtails & Crewcuts 84	Qdoba Mexican Eats 67	Rustic Brush, The 90	Silbar Security 95
Pillar To Post Home Inspectors 93	Qualicare 87	RVPlusYou 99	Sir Grout Franchising 78
Pinch A Penny Pool, Patio & Spa 79	Quesada Burritos & Tacos 67	Rytech Restoration 80	Sir Speedy Print Signs Marketing ... 54
Pinkberry 65	R	S	Sitter4Paws 89
Pinnacle Business Strategies 99	Rabocao 88	Safari Nation 58	Sit Means Sit Dog Training 88
Pinot's Palette 90	Rachel's Kitchen 71	Safe Homecare 87	Skinovatio 85
Pinspiration 90	Radisson 76	Safe Ship 94	Skyhawks Sports & Supertots Sports Academy 58
PIP Marketing, Signs, Print 54	Radisson Blu 76	SafeSplash/SwimLabs/ Swimtastic 59	Sky Zone 90
Pirtek 96	Rainbow International Restoration & Cleaning 80	Saladworks 71	Smokin' Oak Wood-Fired Pizza 69
Pita Pit 70	Ramada Worldwide by Wyndham ... 76	SailTime 89	Smoothie King 70
Pizza Factory 68	Randy's Donuts 64	Salons by JC 86	Snap Fitness 83
Pizza Hut 68	Raw Addiction 70	Salt Suite, The 88	Snapology 57
Pizza 9 68	Reading Ranch 59	Sam & Louie's 61	Snap-on Tools 91
Pizza Planet 61	Real Life Ninja Academy 83	Samurai Sam's Teriyaki Grill 63	SoBol 63
Pizza Ranch 68	Real Property Management 54	Sandler Training 55	Soccer Post 90
Pizza Schmizza 68	Realty Executives Intl. Svcs. 95		Soccer Shots Franchising 58
PJ's Coffee of New Orleans 65	Realty One Group 95		
Planet Fitness 83	Re-Bath 74		
Planet Smoothie 70			
Platinum Preferred Financial Group ... 98			
Plato's Closet 91			

Social Xpand	98
Sonic Drive-In	67
Soul Focus	88
Southern Striping	77
Space2Sleep	75
Sparkle Wash International	81
Spaulding Decon	78
Spavia Day Spa	85
Spectrum Unlimited	99
Speedee Oil Change & Auto Service Center	52
SpeedPro Imaging	54
Spherion Staffing	55
Spice & Tea Exchange, The	72
Spoiled Rotten Photography	94
Sportball	58
Sport Clips	84
Spray-Net	74
Spring-Green Lawn Care	79
Spring Touch Lawn & Pest Control ..	79
Sprinkler Master	81
Squeegee Squad	81
Squisito Pizza & Pasta	67
Sriracha House	63
Stacked Pickle	62
Staging Diva	99
Stay At Home Caregivers	99
Staybridge Suites	76
Steamatic	80
STEAM City Kids	57
STEM For Kids	57
Stemtree	57
Storkdelivery.com	98
Storm Assist	55
Storm Guard Roofing & Construction	80
Stratus Building Solutions	77
StretchLab Franchise	83
Stricklands Frozen Custard	65
Structural Elements	73
Studio 6	76
Stumpy's Hatchet House	89
Style Encore	91
Subway	70
Sub Zero Franchise	66
Succentrix Business Advisors	60
Success on the Spectrum	96
Sudore Wellness	83
Sugaring NYC	87
Sugarmoon Salon	87
Sumo Snow	66
Sunbelt Business Brokers	53
Sundek Decorative Concrete	99
Sunup Insurance Services	60
Supercuts	85
Super 8 by Wyndham	76
SuperGlass Windshield Repair	52
SuperGreen Solutions	96
Superior Fence & Rail Franchising ..	75
Superior Mosquito Defense	79
Supporting Strategies	60

Supportworks	99
Surface Specialists	74
Surf City Squeeze	71
Sushi Sake	61
sweetFrog Premium Frozen Yogurt ..	65
Sweet Rolled Tacos	66
Sylvan Learning	59
Synergy HomeCare	87
System4 Facility Services	77

T

Tabletop Billboards	98
Taco Bell	67
Taco John's International	67
Taco Rico Tex-Mex Cafe	67
TacoTime	68
Tailored Living	74
Tapestry Collection by Hilton	76
Tapout Fitness	83
TapSnap	94
Tapville Station	62
Taste Buds Kitchen	57
Tax Care Franchise Group	60
TaylorMarie's	91
TeamLogic IT	96
TechVoo	96
Teleteria	99
Teriyaki Madness	63
TGA Premier Sports	58
Thai Express	63
30 Minute Hit	84
360clean	77
360 Painting	74
Tide Cleaners	92
Tierra Encantada	56
Tijon Fragrance Lab	92
Tilted Kilt Franchise Operating	62
Tina Maids	80
Tint World	51
Titan Medical Center	73
Title Boxing Club	84
Tix Travel & Ticket Agency	99
Today's Senior Magazine	98
Togo's	70
Tommy's Express	52
Top Secret Kids	98
Totally Nutz	72
Total Reporting	55
Touching Hearts At Home	87
Touch n Glow	88
Tough Mudder Bootcamp	84
Town Money Saver	53
Trademark Collection by Wyndham ..	76
Transition Squad Auction House	93
Transition Squad Downsizing Services	96
Transworld Business Advisors	53
TravelHost	98
Travelodge by Wyndham	76
Tropical Smoothie Cafe	71
TruBlue Total House Care	78
Tru Bowl Superfood Bar	63

True North Business Development (TNBD)	98
True Rest Franchising	88
TruFusion	84
Trupanion	99
TRYP by Wyndham	76
TSS Photography	94
Tubby's Sub Shop	70
Tuffy Tire and Auto Service	52
Tutor Doctor	59
Tutoring Center Franchise, The	60
Tutu School	58
24-7 Nursing Care	87
Twin Peaks Restaurant	62
Two Maids & A Mop	80
Two Men and a Truck International ..	94

U

uBreakiFix	96
UBuildIt	75
UCBC Bagels	64
UFC Gym	84
Umbrella Financial Services Tax Solutions Group	98
United Country Real Estate	95
United Real Estate	95
Units Franchise Group	94
UPS Store, The	94
Uptown Cheapskate	91
Urban Air Adventure Park	90
Urban Bar-B-Que	64
Urban Bricks Pizza	69
USA Insulation	75
U.S. Lawns	79
Utility Connect	99

V

Valenta BPO	55
Valvoline Instant Oil Change	52
Vanguard Cleaning Systems	77
VaporFi	91
Vapor Shark	91
velofix Group of Companies	96
Venture X	54
Village East Gifted	57
VIP Laser	88
Visiting Angels	87
Vitality Bowls	63
Voltaire Cycles	92
V's Barbershop Franchise	85

W

Wachters' Organic Sea Products	99
Wag N' Wash Natural Food & Bakery ..	89
Waikomo Shave Ice	66
Wake Foot Sanctuary	85
Walk-On's Bistreaux & Bar	62
Walls of Books	92
Warrior Factory, The	84
Watermark Seminars	99
Watermill Express Franchising	72
Watters International Realty	95

WaveMax Laundry	92
Waxing The City	87
Wayback Burgers	67
Weed Man	79
Weichert Real Estate Affiliates	95
Wetzel's Pretzels	64
Which Wich Superior Sandwiches ..	70
Whizzy Ride	92
Wienerschnitzel	67
Wild Birds Unlimited	89
Window Gang	81
Window Genie	81
Window World	75
Wine & Design	90
WineStyles Tasting Station	72
Wingate by Wyndham	76
Wing It On	65
WIN Home Inspection	93
Wireless Zone	92
Wize Computing Academy	57
Woodhouse Spas, The	85
Woops!	64
Workforce Staffing Network	98
WorkLodge	54
Workout Anytime 24/7	84
Wow American Eats	71
Wow 1 Day Painting	74
WSI	96
www.surfpartyinbox.com	99
Wyndham	76
Wyndham Garden	76
Wyndham Grand	76

X

X-Golf Franchise	90
------------------------	----

Y

Yellow Van Handyman	78
YeloSpa	85
YESCO Sign & Lighting Service	55
YogaSix	84
Yogi Bear's Jellystone Park Camp-Resorts	75
Yogurtland Franchising	65
Yogurt Mountain	65
You Move Me	94
Young Rembrandts Franchise	57
Your Pie	69
You've Got Maids	80

Z

Zerorez Franchising Systems	77
Ziebart	51
Zips Dry Cleaners	92
Zooga Yoga Enterprises	59
Zoom Room	88
Zoup! Systems	71

Start Your Own Business

HOW TO BUY A FRANCHISE

Going the franchising route means you can purchase a business *and* a proven system for success.

IF buying an existing business doesn't sound right for you but starting from scratch sounds a bit intimidating, you could be suited for franchise ownership. What is a franchise—and how do you know if you're right for one? Essentially, a franchisee pays an initial fee and ongoing royalties to a franchisor. In return, the franchisee gains the use of a trademark, ongoing support from the franchisor, and the right to use the franchisor's system of doing business and sell its products or services.

McDonald's, perhaps the most well-known franchise company in the world, illustrates the benefits of franchising: Customers know they will get the same type of food, prepared the same way, whether they visit a McDonald's in Moscow or Minneapolis. Customers feel confident in McDonald's, and as a result, a new McDonald's location has a head start on success compared with an independent hamburger stand.

In addition to a well-known brand name, buying a franchise offers many other advantages that are not available to the entrepreneur starting a business from scratch. Perhaps the most significant is that you get a proven system of operation and training in how to use it. New franchisees can avoid a lot of the mistakes startup entrepreneurs typically make because the franchisor has already

perfected daily routine operations through trial and error.

Reputable franchisors conduct market research before selling a new outlet so you can feel greater confidence that there is a demand for the product or service. Failing to do adequate market research is one of the biggest mistakes independent entrepreneurs make; as a franchisee, it's done for

you. The franchisor also provides you with a clear picture of the competition and how to differentiate yourself from them.

Finally, franchisees enjoy the benefit of strength in numbers. You gain from economies of scale in buying materials, supplies, and services, such as advertising, as well as in negotiating for locations and lease terms. By comparison, independent operators have to negotiate

on their own, usually getting less favorable terms. Some suppliers won't deal with new businesses or will reject your business because your account isn't big enough.

 IS FRANCHISING RIGHT FOR YOU?

An oft-quoted saying about franchising is that it puts you in business “for yourself, but not by yourself.” That's not to say you will be a mindless drone—many franchisors welcome franchisees' ideas and suggestions on how to improve the way business is done—but, for the most part, you will need to adhere to the basic systems and rules set by the franchisor.

More and more former executives are buying franchises these days. For many of them, a franchise is an excellent way to make the transition to business ownership. As an executive, you were probably used to delegating tasks like ordering supplies, answering phones, and handling word-processing tasks. The transition to being an entrepreneur and doing everything for yourself can be jarring. Buying a franchise could offer the support you need in making the switch to entrepreneurship.

 DO YOUR HOMEWORK

Once you've decided a franchise is the right route for you, how do you choose the right one? With so many franchise systems to choose from, the options can be dizzying. Start by investigating various industries that interest you to find those with growth potential. Narrow the choices down to a few industries you are most interested in, then analyze your geographic area to see if there is a market for

Failing to do adequate market research is one of the biggest mistakes independent entrepreneurs make; as a franchisee, it's done for you.

that type of business. If so, contact all the franchise companies in those fields and ask them for information. Any reputable company will be happy to send you information at no cost.

Of course, don't rely solely on these promotional materials to make your decision. You also need to do your own detective work. Start by going online to look up all the magazine and newspaper articles you can find about the companies you are considering, as well as checking out Entrepreneur.com's franchise listings (entrepreneur.com/franchises). Is the company depicted favorably? Does it seem to be well-managed and growing?

Check with the consumer or franchise regulators in your state to see if there are any serious problems with the company you are considering. If the company or its principals have been involved in lawsuits or bankruptcies, try to determine the nature of the lawsuits: Did they involve fraud or violations of FTC regulatory laws? To find out, call the court that handled the case and request a copy of the petition or judgment.

If you live in one of the 13 states that regulate the sale of franchises (California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, Virginia, Washington, and Wisconsin), contact the state franchise authority, which can tell you if the company has complied with state registration requirements. If the company is registered with Dun & Bradstreet (D&B),

▶ BUYING A BUSINESS OPPORTUNITY

If a franchise sounds too restrictive for you but the idea of coming up with your own business idea, systems, and procedures sounds intimidating, try a business opportunity. In the simplest terms, this is a packaged business investment that allows the buyer to start a business. (Technically, all franchises are business opportunities, but not all business opportunities are franchises.)

Unlike a franchise, however, the business opportunity seller typically exercises no control over the buyer's operations. In fact, in most business opportunity programs, there is no relationship between the seller and the buyer after the sale is made. Although business opportunities offer less support than franchises, this could be an advantage for you if you thrive on freedom. With most business opportunities, you would simply buy a set of equipment or materials; then you can operate the business any way and under any name you want. There are no ongoing royalties in most cases, and no trademark rights are sold. Success or failure of your business opportunity depends on you, your commitment to the venture, and the level of effort you put into it.

However, this same lack of long-term commitment is also a business opportunity's chief disadvantage. Because there is no continuing relationship, the world of business opportunities does have its share of con artists who promise buyers instant success and then take their money and run. While increased regulation of business opportunities has dramatically lessened the likelihood of rip-offs, it is still important to investigate an opportunity thoroughly before you invest any money.

Researching a business opportunity is more challenging than investigating a franchise. But start by contacting the Better Business Bureau to check for complaints against the company, and if

the company is registered with D&B, obtain a financial report on the company. Also check with either the Commission of Securities or the Commission of Financial Institutions in the state where the business opportunity has its headquarters.

Ask the business opportunity seller to provide a list of people who have purchased the opportunity. Don't let the seller give you a few handpicked names; ask for a full list of buyers in your state. Talk to as many as you can.

In general, a business opportunity refers to one of a number of ways to get into business, including the following:

1 ■ Dealers/distributors are individuals or businesses that purchase the right to sell ABC Corp.'s products but not the right to use ABC's trade name. For example, an authorized dealer of Canon products might have a Canon sign in his window, but he can't call his business Canon. Often, the words *dealers* and *distributors* are used interchangeably, but there is a difference: A distributor may sell to several dealers, while a dealer usually sells direct to retailers or consumers.

2 ■ Licensees have the right to use the seller's trade name and certain methods, equipment, technology, or product lines. If Business Opportunity XYZ has a special technique for reglazing porcelain, for instance, it will teach you the method and sell you the supplies and machinery needed to open your own business. You can call your business XYZ, but you are an independent licensee.

3 ■ Vending machines are provided by the seller, who may also help you find locations for them. You restock your own machines and collect the money.

4 ■ Cooperatives allow an existing business to affiliate with a network of similar businesses, usually for advertising and promotional purposes.

request a D&B Report, which will give you details on the company's financial standing, payment promptness, and other information. And, of course, it never hurts to check with your local office of the Better Business Bureau for complaints against the company.

Does the company still sound good? Contact the franchisor again and ask for a copy of its Franchise Disclosure Document, or FDD (previously known as a Uniform Franchise Offering Circular, or UFOC). This disclosure document must, by law, be given to all prospective franchisees 10 business days before any agreement is signed. If changes are made to the FDD, an additional five days are added to the 10-day "cooling off" period. If a company says it is a franchise but will not give you an FDD, then contact the FTC—and take your business elsewhere.

The FDD is a treasure trove of information for those who are serious about franchising. It contains an extensive written description of the company, the investment amount and fees required, any litigation or bankruptcy history of the franchisor and its officers, the trademark you will be licensed to use, the products you are required to purchase, the advertising program, and the contractual obligations of both franchisor and franchisee. It specifies how much working capital is required, equipment needs, and ongoing royalties. It also contains a sample copy of

BEWARE OF BAD DEALS

Warning: Heed these indicators that something's not right with a prospective deal and walk away.

PRESSURE SALES: Is a franchise or business opportunity seller doing the hustle? Watch out for a salesperson who says things like "Territories are going fast," "Act now or you'll be shut out," or "I'm leaving town on Monday, so make your decision now." Legitimate sellers will not pressure you to rush into such a big decision. If someone gives you the hustle, give that opportunity the thumbs-down.

TOO GOOD TO BE TRUE: Exaggerated profit claims are common in franchise and business opportunity sales. Is a company promising you will make \$10,000 a month in your spare time? If it is a franchise, any statement about earnings (regarding others in the system or your potential earnings) must appear in the FDD. Read the FDD and talk to five franchise owners who have attained the earnings claimed.

GRUMPY FRANCHISEES: If your visits with current franchisees result in each one telling you they are unhappy or would not make the investment in this franchise again, think long and hard about your own decision. If they feel the franchisor has let them down or has a flawed program, you should look more carefully before taking the plunge.

THIRD-PARTY HELP: With business opportunities, watch out for promises from third-party location hunters. Their sales rep may say, "We'll place those pistachio dispensers in prime locations in your town," but more likely, you'll find out that all the best locations are taken, and the next thing you know, your garage is filled with pistachio dispensers. The solution: Get in your car and check for available locations.

the franchise agreement you will be asked to sign should you buy into the system as well as three years' worth of the franchisor's audited financial statements.

Before you make any decisions about purchasing

the franchise, your attorney and accountant should read it closely as well.

ONE-STOP SHOPPING

Franchise and business opportunity trade shows can be a great place to explore businesses [and

help you whittle down your choices from the more than 1,352 options listed in this magazine, starting on page 50]. Attending one is exciting—and overwhelming—so you need to prepare carefully, starting with the following strategy.

BEFORE THE SHOW

- *Consider what you are seeking from a business investment.* Part-time or full-time? What type of business do you think you would enjoy? Think about your hobbies and passions.
- *Figure out your financial resources.* What is liquid, what can you borrow from family and friends, and how much do you need to live on while initially running the business? What are your financial goals for the business?

AT THE SHOW

- *Don't waste time.* Pass by the sellers who are out of your price range or do not meet your personal goals. Have a short list of questions ready to ask the others:
 1. What is the total investment?
 2. Tell me about a franchisee's typical day.
 3. What arrangements are made for product supply?
 4. Is financing available from the franchisor?

Ask for a copy of the company's FDD. Not all franchisors will give you one at the show. But if you are serious about an opportunity, insist on a copy as soon as possible. And collect handout

It's not just a membership.

It's a partnership.

For over 57 years, the International Franchise Association (IFA) has worked to promote, protect and strengthen franchising worldwide. With our legislative and advocacy arm fighting for you on key issues, top-notch educational opportunities, and access to a network of business leaders through events and the IFA community, you'll receive tangible support and information to grow your business.

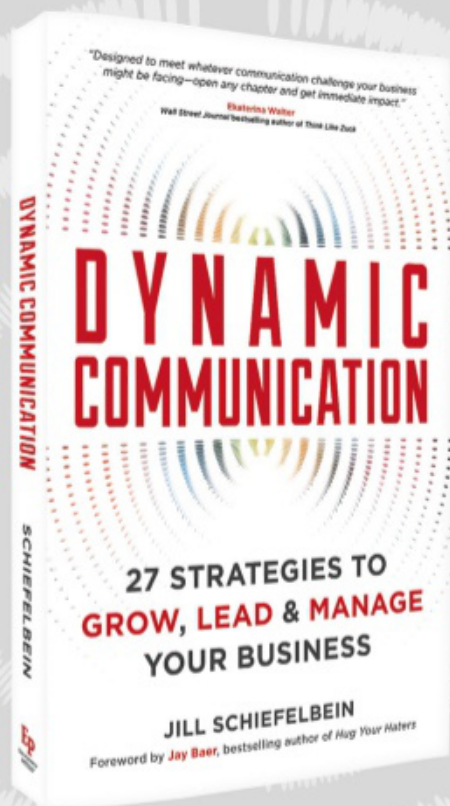
Because of partners like you, IFA is the world's oldest and largest trade association representing the franchising community. Together, we can continue to move franchising forward.



JOIN IFA TODAY

franchise.org/join-ifa

**GENERATE
ACTION.
GO BEYOND
WORDS.**



BUY THE BOOK

BARNES & NOBLE amazon.com



visit entm.ag/dynamiccommunication **Ep**
Entrepreneur
PRESS®

CHAPTER 3 ► GOOD OPPORTUNITY

information and business cards from the companies that interest you.

After the show, organize all the materials you collected into folders and read through them closely, then call the representatives you met to show them you're truly interested.

► CALLING ALL FRANCHISEES

One of the most important parts of the FDD is a listing of existing franchisees as well as franchisees who've been terminated or have chosen not to renew. Both lists will include addresses and phone numbers. If the list of terminated franchisees seems unusually long, it could be an indication that there's some trouble with the franchisor. Call the former franchisees and ask them why the agreement was terminated, whether the franchisee wasn't making the grade, or

whether they had some type of grievance with the franchisor.

Next, choose a random sample of current franchisees to interview in person. This is perhaps the most important step in your research. Don't rely on a few carefully selected names the franchisor gives you; pick your own candidates to talk to. Use social media (LinkedIn, Facebook, etc.) to find people whose communities and prior experience are similar enough to yours to get insights that will truly be valuable to you.

Visit current franchisees at their locations. Talking to existing franchisees is often the best way to learn how much money individual stores make. You'll also find out what their typical day is like, whether they enjoy what they do, and whether the business is challenging enough. Most will be open

Talking to existing franchisees is often the best way to learn how much money individual stores make. You'll also find out what their typical day is like, whether they enjoy what they do, and whether the business is challenging enough. Most will be open about revealing their earnings and satisfaction.

about revealing their earnings and their satisfaction with the franchisor.

The following are key questions to ask them about their business:

- Was the training the franchisor offered helpful in getting the business off the ground?
- Is the franchisor responsive to your needs?
- What is a typical day for you?
- Have there been problems you did not anticipate?
- Has your experience proved that the investment and cost information in the FDD were realistic?
- Is the business seasonal? If so, what do you do to make ends meet in the off-season?
- Have sales and profits met your expectations? What are the numbers in the business?
- Are there expansion opportunities for additional franchise ownership in this system?
- If you knew what you know now, would you make this investment again?

Since running a franchise involves an ongoing relationship with the franchisor, be sure to get the details on the purchasing process—everything that happened from the day the franchisee signed the agreement to the end of the first year in business. Did the parent company follow through on its promises?

Talk to as many franchisees as you can—a broader perspective will give you a more accurate picture of the company. Don't hesitate to ask about sensitive topics. One of the most important questions a prospective franchisee should ask, but rarely does, is "What conflicts do you have with the franchisor?" Even established,

SUCCESS BREEDS SUCCESS.

**JOIN THE NATIONS ORIGINAL
AND MOST SUCCESSFUL
MOSQUITO CONTROL COMPANY.**

Prime territories still available.

Call today and get started

855-918-0808

Visit **MOSHIELDFRANCHISE.COM**

mosquito shield
FRANCHISE CORPORATION



Follow us on Twitter

"It's the outlet for founders to share their stories and ignite passion in others." - @tony_sheffler

 @Entrepreneur

Entrepreneur

successful companies have conflicts. What you need to find out is how widespread and common those conflicts are.

Talking to franchisees can also give you something you won't get anywhere else: a feeling for what it's like to run this business day to day. Thinking solely in economic terms is a mistake if you end up with a franchise that doesn't suit your lifestyle or self-image. When you envision running a restaurant franchise, for instance, you may be thinking of all the money you're going to make. Talking to franchisees can bring you back to reality—which is a lot more likely to involve manning a fry station, disciplining employees, and working late. There's no better way to cap off your research than by spending a week working at a franchisee location to see what your life will be like. Offer to work for free. If the franchisor doesn't want you

to, you should be skeptical about the investment.

When all your research is completed, the choice between two equally sound franchises often comes down to your gut instinct. That's why talking to franchisees and visiting locations is so important in the selection process.

PROVEN PURCHASE

Buying a franchise can be a good way to lessen the risk of business ownership. Some entrepreneurs cut that risk still further by purchasing an existing franchise—one that is already up and running. An existing franchise has a customer base, and it also has a management system already in place and ongoing revenues.

Finding existing franchisees who are willing to sell is simply a matter of asking the parent company what's available. You can also check local classified ads, or visit Franchising.com, which lists thousands of businesses for sale. Once you have


Buying a franchise can be a good way to lessen the risk of business ownership. Some entrepreneurs cut that risk still further by purchasing an existing franchise. An existing franchise has a customer base, a management system already in place, and ongoing revenues.

found some likely candidates, the investigation process combines the same steps used in buying an existing business with those used in buying a franchise. The good news, however, is that you'll get far more detailed financial information than you would when assessing a franchise company. Where other potential franchisees just get vague suggestions of potential earnings, you'll get hard facts.

Of course, the purchase price is much costlier—up to two to four times more than what you would pay for a new franchise from the same company. Because you are investing more money, it is even more important to make sure you have audited financial statements and to review them with your CPA.

Once in a while, you'll find a franchise that isn't doing well. Perhaps the current owner isn't good at marketing, isn't putting

forth enough effort, or isn't following the system correctly. In this case, you may be able to get a terrific deal on the existing franchise. It's crucial, however, to make sure the problem is something you can correct—and fast. After all, you're going to have immediate overhead expenses—for employees, royalties, and operating costs—so you need immediate income.

Also be aware that even if a particular franchise location is thriving, it does not necessarily mean the parent company is successful. In fact, sometimes franchisees who know the parent company is in trouble will try to unload their franchises before the franchisor goes under. Carefully assess the franchisor's strength, accessibility, and the level of assistance they provide. Do not settle for anything less than you would expect when buying a franchise. 

Cap off your research by spending a week working at a franchisee location to see what your life will be like. Offer to work for free. If the franchisor doesn't want you to, you should be skeptical about the investment.

YOU'RE AN **Entrepreneur.**

BUT ARE YOU AN **Insider?**

- ▶ Every entrepreneur can feel stuck on the outside—lacking the skills, resources, or network to get to the next step.
- ▶ That's why Entrepreneur magazine created Entrepreneur Insider, an exclusive online program designed to help you start and grow your dream business.
- ▶ When you join, you gain access to Q&As with industry experts, one-on-one help, a community of peers, valuable workshops, Entrepreneur editors, and more.

Recent Entrepreneur Insider Experts Include:



David Meltzer
CEO & Co-Founder, Sports 1 Marketing



Ellen Latham
Founder, Orangetheory



Dr. Michael Gervais
High-Performance Psychologist

 Entrepreneur
insider[™]

Visit and Enroll Now!
entrepreneur.com/insider

Franchise Success

LEAVING CORPORATE LIFE BEHIND

Lisa Locker built a high-powered corporate career. But when she ditched the suits and became a CycleBar franchisee, she found a whole new challenge. **by STEPHANIE SCHOMER**



After two decades climbing the corporate ladder at tobacco conglomerate Philip Morris, Lisa Locker needed a change. She cherished her time there and learned how to lead a strong team, but she also found the environment to be limiting and, at times, unsupportive of working mothers like herself.

The self-described fitness junkie tried out jobs in real estate and cannabis before taking a leap of faith and partnering with her husband to buy six CycleBar franchise territories throughout the Denver metropolitan area in 2017. Now she operates three thriving studios, with plans to open more. And while she entered franchisee life with plenty of business acumen, she learned that running a local, service-based business required a new mindset.

Was it difficult to transition from the corporate world to business ownership?

When we first joined CycleBar, we took over two existing locations and were told we were inheriting one of the best managers in the nation—and the day we signed our agreement, she quit. Just never showed up again. So: Yes, it was challenging! I had no access codes, no systems, no passwords. It was a harsh entry.

That must have quickly forced you to think about how you'd build your team moving forward.

I came from an environment where I was handpicking people with MBAs who were financially driven. But here, it's about finding people who can work four-hour shifts and show up on time. I had to adjust my mindset; I can't run this like I ran a corporate business. With every potential hire, I do a phone interview first, ask them about fitness, and ask them why they're interested in CycleBar. Our best employees are people who know and love the brand.

What kind of support do you get from the home office?

Xponential Fitness—which owns Pure Barre, Club Pilates, and StretchLab, among other fitness modalities—acquired CycleBar soon after we signed on. There were franchisees who were losing money under the old leadership. Xponential really saw CycleBar as its biggest challenge, but also its biggest opportunity. It's made changes to retail, our infrastructure, our systems. We didn't really have marketing support before. Now we have it all: marketing materials, a website, a full team for support.

When you took over, how did you raise awareness and help people get to know you?

You have to infiltrate your community, think about who you know. I sit on a couple of boards in Denver, which helps me get in front of a lot of influential people. I visit all our local businesses—even Whole Foods—to ask if I can help them in any way. I attend charity events, host community events. I chatted with two police officers on the street the other day and asked how we could maybe help each other. I love Denver. It's my home. Why not make your home a better place?

Sounds like you're giving everything you've got to this business.

We run top-performing studios. There are 11 CycleBars in Colorado—167 across the country—and some do better than others. Another franchisee hung out with me in one of my studios and kept asking how often I was there, if I only worked in the mornings, and she was surprised to see that our riders knew me by name. And I said, "I am here *all the time*. I'm the owner! I mop the floors. I don't ask anyone to do something I wouldn't do myself." If you don't lead by example, people don't respect you and it's hard to motivate them.

With the right funding partner, **You'll always be a step ahead.**

FranFund designs flexible, all-in-one funding plans that fit perfectly, no matter how much your franchise grows. And, we're there for you through every step of the process so you can move forward with confidence.



“FranFund’s support throughout the funding process was nothing short of world-class. They provided professional, insightful, and clear guidance and took the stress out of navigating through all of the details.”

- Pamela H.



Get started with a FREE funding assessment & consultation.
bit.ly/entrepreneur-franfund

Franchise Success

SERVING DOUBLE DUTY

Kiesha Haggerty splits her time between life as an Oakland cop and as a Subway franchisee—but she’s found the two worlds to be surprisingly complementary. **by STEPHANIE SCHOMER**

Kiesha Haggerty has what might seem like two extremely different careers. She’s a 20-year veteran of the Oakland, Calif., police department, and the owner of two Subway stores. But to her, the careers work in perfect harmony: Both are about connecting with and serving a local community—and police work, she’s discovered, can be a great training ground for stellar customer service. (It’s also what turned her into a regular Subway customer.)

Now she’s looking to go even bigger. After opening her first Subway in 2018, she’s opened her second this year as part of Subway’s rollout of its Fresh Forward concept, a redesigned store that focuses customers’ attention on its fresh ingredients. What’s after that? She has big goals.

What made you interested in becoming a franchisee and owning your own business?

I’m into health and fitness, and sometimes preparing my lunch at home is just not an option. During my day when I’m at work, I pass a lot of fast-food restaurants. Subway has always been the most nutritious choice for me. And one day I was sitting there, having my lunch, and I had my aha moment: *I can do this!* I went home, researched the company, filled out an interest form, and within a week someone from headquarters reached out.

What was it like learning the ropes?

Every step I took one by one. And the staff at HQ really held my hand. I was sent to Connecticut for training for two weeks, learning both inside and outside the restaurant. Even now, the response from corporate is almost immediate if I have a problem. One time I was trying to change some pricing in our POS system, and I just couldn’t get it to work. I called my field consultant, and within a matter of minutes, he helped me get it up and running again.

Have you been able to apply any of the skills you’ve learned as a police officer to your work as a Subway franchisee?

Working with the police department, I’ve had a lot of experience interacting with difficult people. And that’s helped my ability to



deal with customers. Easy customers, they’re always great. But difficult customers? They can go on rants about anything. But I know it’s important to listen to them. People just want to know they’re being heard.

What did you look for when you were hiring?

I looked at experience, but it’s really more about the “it” factor. Anyone can be trained on the job, so I looked for people who are teachable, willing to learn, and have a passion for working with the public—including those difficult customers!

Now that you’ve opened your second location, do you think more are on the horizon?

Absolutely. I want to own 10, 20! Actually—I *will* own that many.

What would you tell other potential franchisees who are exploring this business?

Same thing I told myself when I started: Absorb everything. Listen and learn from others—there wasn’t a single franchisee who wouldn’t give me advice when I started out. Plan to succeed, and stay positive.



THE

PLAYBOOK

W/ DAVID MELTZER



Entrepreneur

FIND OUT WHAT MAKES THE WORLD'S GREATEST ATHLETES, CELEBRITIES, AND ENTREPRENEURS, CHAMPIONS ON AND OFF THE FIELD.

× TOP 5 BUSINESS PODCAST

× NEW EPISODES EVERY TUESDAY



RAY LEWIS



DANICA PATRICK



GARY VAYNERCHUK



JEREMY LIN



TONY HAWK

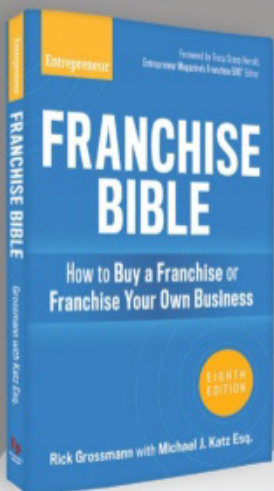
AVAILABLE ON



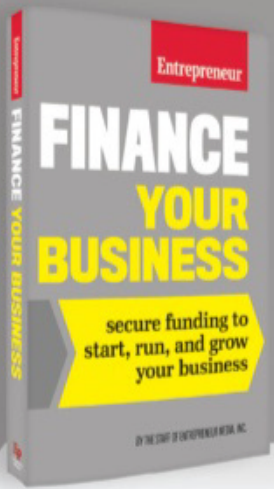
www.sports1marketing.com

Starting a Business

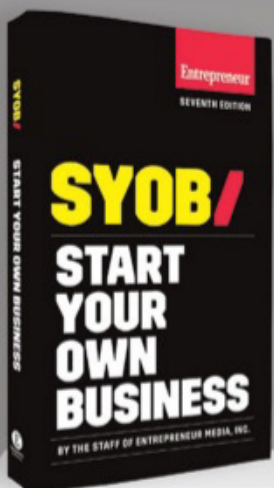
You've got the idea and the passion; now learn what you need to know to hit the ground running



Franchise Bible



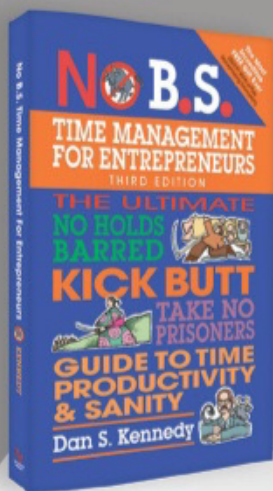
Finance Your Business



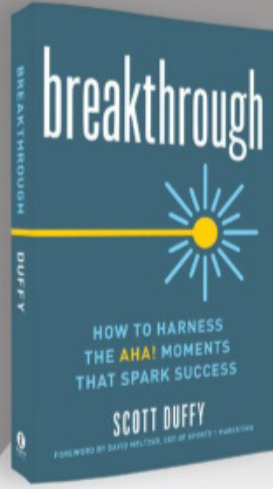
Start Your Own Business

Planning

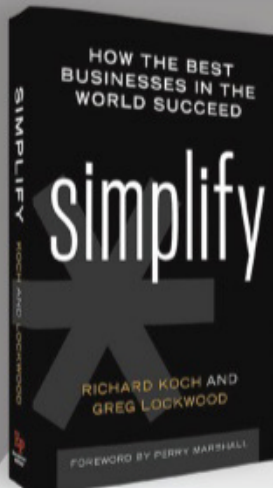
Preparation is key to your success—uncover valuable tools to establish and grow your business



No B.S. Time Management for Entrepreneurs



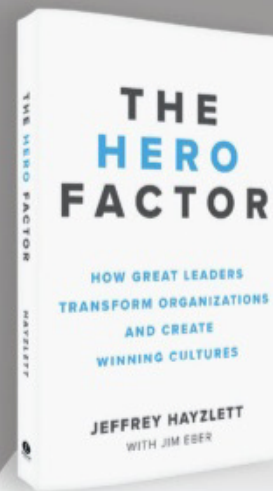
Breakthrough



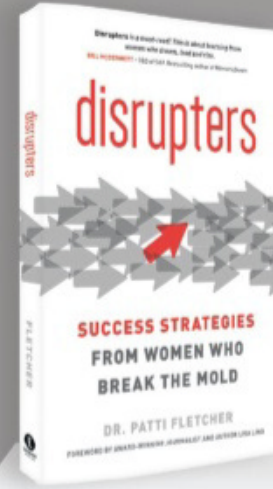
Simplify

Leadership

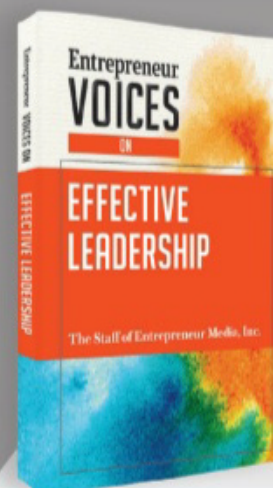
Your success is driven by your ability to lead—discover strategies and techniques to improve your leadership skills



The Hero Factor



Disrupters



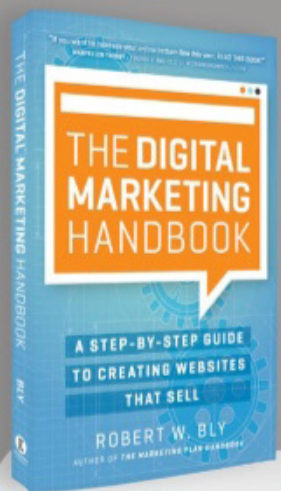
Entrepreneur Voices on Effective Leadership

Shelve Under

Whether establishing your operations or spreading the word, no matter what stage

Sales & Marketing

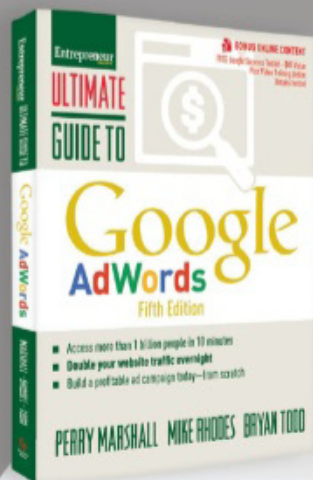
Learn how to position yourself in the marketplace, attract new customers, and keep them coming back



The Digital Marketing Handbook

Online Marketing

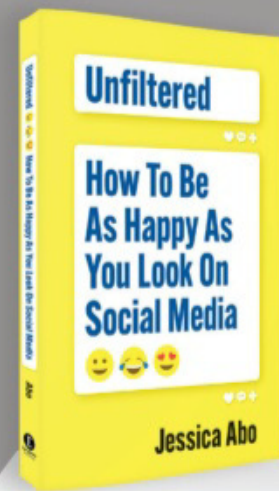
Reach millions—discover how to gain visibility and close deals in the world's largest marketplace



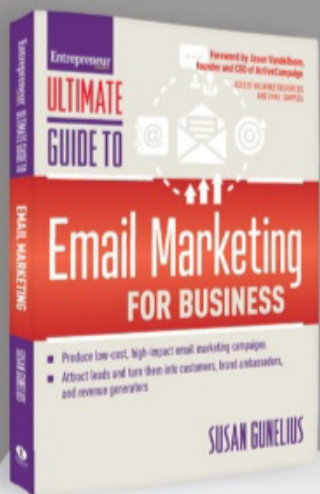
Ultimate Guide to Google AdWords

Motivation & Success

Adopt a never-give-up attitude that keeps you sane and happy on your entrepreneurial journey



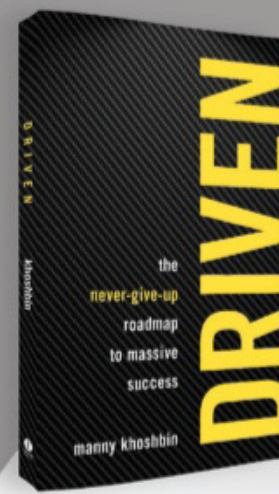
Unfiltered



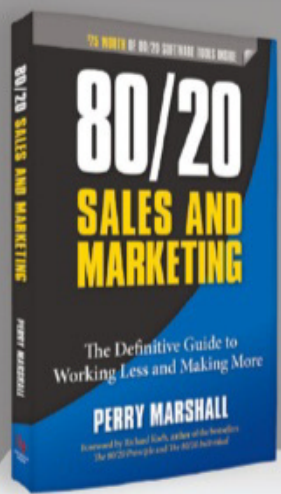
Ultimate Guide to Email Marketing for Business



Ultimate Guide to Facebook Advertising



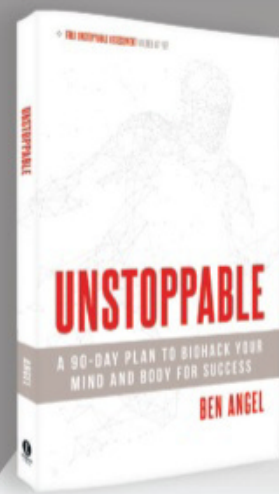
Driven



80/20 Sales and Marketing



Ultimate Guide to YouTube for Business



Unstoppable

Entrepreneur

of your business you're in, we've got the resources to help you succeed.

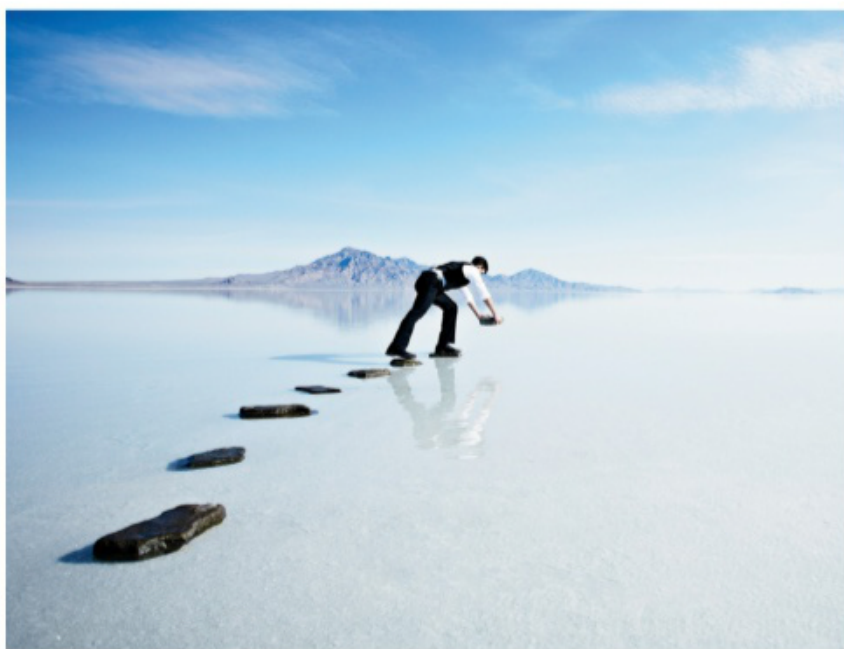
Visit entm.ag/books



Entrepreneur
PRESS.

YOUR FUTURE IS JUST SIX STEPS AWAY

Stuck trying to figure out what's next? It's time to start moving. **by JASON FEIFER**



You are six steps away from your goal. So am I. So is everyone. And I mean it! Regardless of our circumstances, career paths, or past accomplishments, we are all six steps away. But here's the kicker: We can never see more than one step ahead.

This is a little mental trick I came up with recently as a way to help a friend of mine. He's stuck in his career, working a job he hates but unsure of what to do next. "How do I know what direction to move in?" he asked me. Should it be music, which is his first love? Or tech, which he's interested in? Or content production, which he's

developed a knack for?

He's been asking me this for months. But because he can't decide which step to take, he's instead taken no step at all. He's stayed in place. And so, in effect, he's chosen to continue being miserable in his current job.

We've all suffered some version of this, haven't we? We become paralyzed by opportunity. We fantasize

about making a change but fear that our fantasy won't match reality. It's a torturous kind of paradox, really. We become trapped by our own escape plan.

As I grasped for a way to help my friend, I reflected upon how zigzagging my own path was. I moved between jobs that seemed unrelated to each other. There's no way I could have planned it all out—literally nobody, myself included, would have predicted that I'd be running a magazine called *Entrepreneur*. And yet, the result is undeniable: I'm happy and fulfilled...and yet, at the same time, still have much more I want to accomplish.

That's when it hit me. *Nobody can see the pathway ahead of them.* We're all blind. But the people who succeed are the ones willing to walk in the dark anyway.

And so, I developed my theory of the six steps.

It goes like this. Whatever you're doing right now, let's call it Step 1. And you're desperate to know where Step 6 is, because that's your *goal*. You think that Step 6 is ultimate happiness—the end of the path, the big payoff, the place of glory! But...where is it? You can't see it. Is it over there, to your left? A little to your right? You don't know. And so you might feel frozen at Step 1, fearful that your next move could be the wrong one—that it could move you *away* from Step 6.

But look closer: You actually can see something ahead. You can see *one step ahead*. That's all you get; you can see Step 2. And is Step 2 amazing and perfect and satisfying? Nah. Maybe it's an

entry-level job, or a better-but-not-perfect job, or a minimum viable product you could put out into the world, or the launch of a company you don't know will succeed, or *whatever*. It doesn't matter. It's just Step 2—it's not supposed to be perfect.

So you take Step 2. And you learn from Step 2. You discover more about yourself and your path and what you want and what you love. And then, lo and behold, you can see one step ahead again! Now you see Step 3! You couldn't have seen Step 3 back at Step 1, but you see it now because you moved to Step 2.

So you take the next step. And you repeat. And if you keep going, you'll eventually reach Step 6 and discover that Step 6 isn't actually the ultimate goal anyway—because *there is no ultimate goal*. That's why Jeff Bezos didn't declare victory when Amazon became the world's biggest company, or why Oprah wasn't content hosting a hit daytime talk show. As we progress, new achievements seem possible. New goals take shape. Step 6, it turns out, is actually just the beginning of a new path.

This is how we move. This is how we succeed. We do it one step at a time—learning and growing along the way, sure of nothing except the power of progress. Don't know what direction to go in? Just pick one. Do it. Step. Move. Right now. You'll learn so much, including which step to take next.

See you at Step 6. Which is to say: See you at Step 1.

Jason Feifer is the editor in chief of Entrepreneur.



THE BEST FITNESS FRANCHISE JUST GOT ***EVEN BETTER***



Multiple revenue
streams



Proven &
evolving model



Purpose-
driven work

SECURE YOUR TERRITORY TODAY!

anytimefitnessfranchise.com

111 Weir Drive | Woodbury, MN 55125 | 1.855.211.5839

MINNESOTA FRANCHISE REG. #4424 FOR NEW YORK RESIDENTS: THIS ADVERTISEMENT IS NOT AN OFFERING. AN OFFERING CAN ONLY BE MADE BY A PROSPECTUS FILED FIRST WITH THE DEPARTMENT OF LAW OF THE STATE OF NEW YORK. SUCH FILING DOES NOT CONSTITUTE APPROVAL BY THE DEPARTMENT OF LAW. © 2019 ANYTIME FITNESS, LLC. EACH ANYTIME FITNESS CLUB IS INDEPENDENTLY OWNED AND OPERATED. OFFERINGS MAY VARY. SEE LOCAL CLUB FOR DETAILS.

**ANYTIME
FITNESS**
Let's make HEALTHY HAPPEN

