Franchise Business
REVIEW
Ratings & Reviews of
Today's Top Franchises | SPRING 2013




BEST OF 2013

# GUIDE TO TODAY'S TOP FRANCHISES



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Sotheby's
INTERNATIONAL REALTY







# 100+ STORES IN 20+ STATES AND GROWING!

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## LOOKING FOR MULTI-UNIT OPERATORS

- Design/construction
- Training
- Marketing
- Operations support

- Entrepreneur magazine's Franchise 5oo
- Ranked #3 in Fast Casual's Top 100 Movers and Shakers
- Ranked #6 in Restraunt Business's 2010 future 50
- One of the fastest growing restraunt chains in the United States
- Company stores account for 50% of the system
- Sales-to-investment ratio ranges from 2:1 to 3:1

*This is not an offer to sell a franchise. An offer can only be made by prospectus. We only sell franchisees in states whereour offering is registered.

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# How's Your Bottom Line?

## Average Unit EBITDA:
## $264,805 in 2010*
## $265,405 in 2011*

East Coast Wings
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& Grill®









## 36 Consecutive Quarters of Same Store Sales Growth*

- Bancorp Financing of $7.5 Million Available an FDIC-Insured Commercial Bank
- '09 vs. '11 Same Store EBITDA Growth 58%*
- Systemwide Same Store Sales Increased 10.12% in 2011
- Superior Bank Credit Report*
- Nationally Ranked #4 in 2013 out of all Food Franchise Companies Surveyed for Franchisee Satisfaction

50 Top 50 Franchise
2013 Franchisee Satisfaction Awards
FranchiseBusinessREVIEW™

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This advertisement is not an offering of a franchise. An offering can be made only by prospectus. We only sell franchisees in states where our offering is registered. Figures reflect same unit average as reported by units operating in '09-'11. *EBIDTA as submitted by our full service franchised restaurants operating in 2010 & 2011 as published in item 19 of our April 2012 Franchise Disclosure Document. Figures reflect Franchisee submitted on unaudited P&L's. Individual financial performance will vary. Bank Credit Report developed by Fran Data.

# 2013 TOP

## Advertising & Sales

**Proforma**
Our Town America*
Money Mailer
Welcomemat Services

## Automotive

**Christian Brothers Automotive***
Color Glo International
Snap-on Tools*
Tint World
Auto Appraisal Network
Honest-1 Auto Care
Alloy Wheel Repair Specialists
Ziebart

## Business Services

**FocalPoint Coaching***
Sir Speedy
FASTSIGNS*
Sandler Training*
PIP Printing & Marketing Services
InXpress
FranNet
YESCO
Estrella Insurance
Unishippers
ActionCOACH*
Brightway Insurance
Sanford Rose Associates
Bevintel
The @WORK Group
PostNet
RTOWN Communications
BlueGrace Logistics
Handle with Care Packaging Stores

## Child Services

**Soccer Shots***
JumpBunch*
Drama Kids International
Young Rembrandts
Images 4 Kids
CompuChild
Great Play
TGA Premier Golf & Tennis

## Cleaning & Maintenance

**Heaven's Best Carpet Cleaning***
MaidPro*
Anago Cleaning Systems (Master franchisors)
Aire-Master of America
DKI (Disaster Kleenup International)
The Maids*
AdvantaClean
Molly Maid
OMEX International
Jan-Pro (Master franchisors)
Office Pride
Buildingstars

## Education

**Mathnasium**
The Goddard School*
THE TUTORING CENTER
LearningRx
Childrens Lighthouse*
UCMAS Mental Math

## Finance & Tax

**Tax Centers of America**
American Prosperity Group
Murphy Business & Financial
Liberty Tax Service
Padgett Business Services*
Cash Plus

## Fitness

**Fitness Revolution**
Stroller Strides
Brickhouse Cardio Club
Baby Boot Camp
Koko FitClub
Crunch Fitness
Get In Shape For Women

## Food & Beverage

**Firehouse Subs***
Culver's
Auntie Anne's
East Coast Wings & Grill*
LaRosa's Pizzeria
Penn Station
Ground Round
Hardee's
Bahama Buck's
Happy and Healthy Products
Papa Murphy's*
Simple Simon's Pizza
Yogurtland
Checkers & Rally's*
Marco's Pizza*
Charley's Grilled Subs
Captain D's
Village Inn
Repicci's Italian Ice
Biggby Coffee
Donatos Pizza
Barberitos
McAlister's Deli
Nothing Bundt Cakes
MOOYAH*
HuHot Mongolian Grill
Bruegger's
Uno Chicago Grill
Quaker Steak & Lube
Kilwin's Chocolate and Ice Cream
Zoup!
Great Wraps
Genghis Grill
Straw Hat Pizza
Hurricane Grill & Wings

*View this company's full satisfaction report at: **www.FranchiseBusinessReview.com***

# FRANCHISES

## Health & Beauty

**Palm Beach Tan**
European Wax Center
The Woodhouse Day Spas
Sport Clips
The Salon Professional Academy
Massage Heights

## Home Services

**CertaPro Painters***
Miracle Method Surface Refinishing
Budget Blinds
WOW 1 DAY! Painting
Surface Specialists Systems
Five Star Painting
ASP - America's Swimming Pool Co.
HouseMaster
Pillar To Post*
The Glass Guru
ShelfGenie*
Bath Fitter
Closets By Design
HandyPro Handyman
Screenmobile

## Pet Services

**G'Day Pet Care**
Sit Means Sit

## Real Estate

**Sotheby's International Realty**
Better Homes and Gardens Real Estate
United Country Real Estate
G.J. Gardner Homes
Coldwell Banker
Rapid Realty NYC
HomeVestors of America
Help-U-Sell
Showhomes Home Staging

## Retail

**Rhea Lana's**
Wild Birds Unlimited*
Just Between Friends
Aaron's
Brilliant Sky Toys & Books
Mainstream Boutique
FAST-FIX Jewelry & Watch Repairs
Big Frog Custom T-Shirts
Sears Hometown & Outlet
Kid's Closet Connection
NYS Collection Eyewear
Pro Image

## Senior Care

**Home Instead Senior Care***
Visiting Angels*
Homewatch CareGivers*
Home Care Assistance
Right at Home
Nurse Next Door
Stay at Home
BrightStar*
Caring Senior Service
FirstLight HomeCare*
Synergy HomeCare*
CarePatrol

## Sports & Recreation

**American Poolplayers Association**
Kampgrounds of America/KOA
Pinot's Palette
Sky Zone

## Services

**Precision Concrete Cutting**
Weed Man
Truly Nolen of America
Two Men and a Truck*
The Traveling Photo Booth
Window Genie*
1-800-GOT-JUNK?
A All Animal Control
Signal 88 Security
Fish Window Cleaning Services
Pop-A-Lock
Linc Service Network
Boulder Designs
Critter Control
U.S. Lawns*
Zippy Shell
Paul Davis Restoration
Complete Music
FRSTeam
Creative Colors International
101 Mobility
College Hunks Hauling Junk
1-800 Water Damage
Ram Jack
Paul Davis Emergency Services
Mosquito Squad
Rapid Recovery
Precision Door Service
Bin There Dump That

## Technology

**TeamLogic IT**
Computer Troubleshooters

## Travel

**Cruise Planners**
CruiseOne*
Expedia CruiseShipCenters

*Identifies Best-in-Category **Award Winners***

# Guide to Today's TOP FRANCHISES

*The FBR50 is the only awards program to look at actual franchisee satisfaction data.*

**2013 Most Satisfied Sectors**

1. Sports & Recreation
2. Travel
3. Senior Care
4. Fitness
5. Finance & Tax

## Who We Are

Franchise Business Review has been researching franchise companies since 2005. In eight years, we have surveyed thousands of franchisees, worked with hundreds of brands, and assisted countless entrepreneurs in their search for a franchise business.

Each year, we release our much-anticipated ***Guide to Today's Top Franchises***, which lists our annual franchisee satisfaction award-winners—the top franchise brands based on our survey. Originally dubbed the "FBR50" because it included only 50 companies, Franchise Business Review's Top Franchises list has grown to include 200 companies spread across four size categories. The FBR50 is the only awards program to look at actual franchisee satisfaction data.

In addition to providing the base for our awards program, our research supplies us with a considerable amount of data, as well as a unique view of franchising from the inside. We supplement our research by conducting interviews with senior executives and franchisees at many of the top franchise companies, and those findings make up the editorial for this report.

## What We Do

To compile the data for this report, we surveyed over 26,000 franchisees, representing more than 350 brands and 125,000 franchise units/locations. Our survey is open to all North America-based franchise companies at no cost.

We email our survey to all active franchisees within a system. Franchisees answer 33 benchmark questions ranking their franchise system in the areas of financial opportunity, training and support, leadership, operations and product development, core values (e.g., honesty and integrity of franchisor), general satisfaction, and the franchisee community. An additional 16 questions ask franchisees about their market area, demographics, business lifestyle, overall enjoyment running their franchise, and role in the franchisee community. From this data, we identify our list of Top Franchises, which includes companies with above average satisfaction among the companies we surveyed.

## Why Satisfaction Matters

By all accounts, 2013 is a great time to buy a franchise. Franchise brands are outperforming non-franchised businesses, franchise units are experiencing healthy returns, and many people who've been considering franchise opportunities for several years are finally committing to their dream business. But, no matter how rosy things look for franchising as a whole, nothing guarantees a franchisee or a franchise concept will be successful. Prospective franchisees must thoroughly research every opportunity they are considering to determine if the concept is viable and the right fit for them.

One of the best ways to know if a franchise opportunity is really as good as it appears is to look at its franchisee satisfaction data. Not all brands survey their franchisees, but those who do offer a wealth of information on the system's leadership, culture, training and support, financial outlook, and franchisee community.

## A Closer Look at the Top Franchises

The companies we feature in this report come in all different sizes, investment levels, and industries but have one thing in common—high franchisee satisfaction. Two hundred brands—45 more than last year—exceeded our benchmark for high franchisee satisfaction to make our list of award-winning companies. We dig into the specific survey findings related to franchisee satisfaction later on in this report, but, first, it's worth discussing some of the other common themes for 2013 that emerged from our research.

### Hot Concepts/Investment Levels

Senior care, child services, food, and fitness were all hot industries in 2012 and continue to be popular in 2013. As the real estate market improves, we're also seeing increased popularity in franchise concepts that sell real estate (**Sotheby's International**) and offer home services (**CertaPro Painters**).

Some established brands, like **1-800-GOT-JUNK?**, are expanding into sub-brands and services that leverage the abilities and strengths of the main brand. **WOW 1 DAY! Painting**, a house-painting concept, employs some of the same scheduling and efficiency processes used in 1-800-GOT-JUNK? and has experienced better-than-expected growth in the last year.

"We've got 21 franchises currently, and that's all growth that's happened in about a year and half. It's growing faster than we experienced in the early days of 1-800-GOT-JUNK?," said founder Brian Scudamore.

We also see more new brands and "out of the box" concepts emerging as the economy improves. **Pinot's Palette** is a Houston-based BYOB painting studio—part of what's being called the "sip and paint" industry. **The Traveling Photo Booth** offers photo booth rentals for parties and events.

The variety of business types seen in our list of Top Franchises proves no particular franchise model guarantees better franchisee satisfaction over another, but this year's most satisfied sectors are Sports & Recreation, Travel, Senior Care, Fitness, and Finance & Tax.




*Photo courtesy of Crunch Fitness*

***Not all brands survey their franchisees, but those who do offer a wealth of information on the system's leadership, culture, training and support, financial outlook, and franchisee community.***

From an investment standpoint, lower-cost concepts (those requiring an average initial investment of under $100K) like **JumpBunch** are always well-represented in our list of award-winners, but we also see very high satisfaction among more expensive opportunities, such as our food brands (**East Coast Wings & Grill** and **Culver's**) and concepts like **The Goddard School**, which operates early education centers.

Generally speaking, we find lower-cost concepts tend to score a little better on the "quality of life" areas of our survey, and high-cost investments do a little better in the financial/profitability areas. Of course, many low-cost opportunities also have the potential for a high return on investment, and many high-cost concepts offer a work-life balance, but this is a generalization based on the thousands of franchisees we speak with each year.

### Renewed Focus on Growth

Most franchisors have regained a bullish mindset when it comes to growing their brands. Brands like **PostNet** that put franchise sales on the back-burner in order to focus on internal operations and enduring the recession have re-launched themselves in 2013 with changes to their concept with plans to attract an influx of new customers and new franchisees. Like most businesses, PostNet was hit hard by the recession as the retail pack-and-ship industry continues to mature, but by migrating to neighborhood business centers, the company came into 2013 with strong sales, a focus on growth, and satisfied franchisees.

"Our goal is to add 24 – 36 new PostNet centers in 2013 with an organizational emphasis on increasing the revenue and improving the profitability of each and every PostNet franchise. We also anticipate double-digit center-level revenue growth as compared to 2012 as a result of the changes we've made with the help of our franchisees and franchisee leadership," said PostNet CEO Steven Greenbaum.

This renewed focus on growth by the franchisor can impact the franchisee both positively and negatively, depending on the brand, and it's something prospective franchisees should consider in their due diligence. Is the franchise focused on smart growth or just fast growth? How will the brand's growth aspirations affect its culture, franchisee community, fees, and royalties?

Along with the increased focus on growth, franchisors have increased their emphasis on marketing and advertising. Some brands that slowed down their advertising to reduce their franchisees' expenses have re-upped the required marketing contribution for franchisees, taking it back to where it was pre-2008—or even higher. Although increased marketing costs can cause dissatisfaction among franchisees, when done right, it can drive increased revenues at the unit level. A brand that charges franchisees less for marketing isn't necessarily a better brand for franchisees—nor is a brand that charges more. Potential franchisees need to carefully look at what a brand offers as part of its marketing program (Do they provide national support only? Local assistance and training?) and what current franchisees say about a brand's marketing support.

Top-rated **Firehouse Subs** is an example of a brand that has increased its emphasis on marketing in recent years.

"We place more importance than ever on advertising. Some brands, when there's the prospect of things getting tough, they pull the reins in a little bit. We look at it as opportunity to get ahead of those brands," Firehouse CEO Don Fox said.

In early 2009, Firehouse, like most other quick-serve restaurants, was experiencing negative system sales and a decline in same-store sales. Rather than pull back on marketing, Firehouse asked franchisees to invest an additional 2% of revenues in advertising to increase their efforts. Both the franchisor and the franchisees benefitted from this leap.

"Our average unit volume went from $560,000 in mid-2009 to $731,000 now. It was fantastic to finish 2012 as we did. It was a record year in every aspect of what we do," Fox said.

**Governmental Impact**

Government regulation and taxation are always hot topics in business, but they really rose to the top for franchisors and franchisees in late 2012 and 2013.

The end of Bush-era payroll tax cuts and the implementation of Obamacare both affected franchising, although the degree of impact depends on the particular industry and/or franchise concept. Senior care, for example, was both positively and negatively affected by the health insurance requirements. The new law actually accentuates the need for home care, FirstLight HomeCare CEO Jeff Bevis told us, but franchisees who employ dozens of caregivers may face new insurance requirements.

"We found more and more people were asking about the new law and were almost anxiety-ridden about how they were going to cover employee benefits," Bevis said. "What we've done as a proactive step is create webinars for our owners and candidates, walking them through 'Here's how our business is affected by the Affordable Care Act.'"

The food sector also was significantly affected by both the healthcare law and the payroll tax increase (because consumers have less take-home pay to spend on food). Firehouse Subs' CEO Fox says he has held focus groups with his franchisees and employees to see what the corporate office can do to ease compliance.

So, what does all this mean for someone who's not yet a franchisee?

Even if the latest round of regulations doesn't affect a particular franchise brand, prospective franchisees need to consider regulatory activity as part of their decision to buy a franchise. What's going on in the government? Where are the White House's priorities (e.g., education, defense, increasing minimum wage) and how will they affect business?

For some industries, you may want to consider how involved the franchisor is in government relations. Firehouse Subs CEO Fox, for example, has spent a significant amount of time in the last two years focused on Washington, D.C., working with the National Restaurant Association to lobby on his franchisees' behalf.

"In an ideal world, you hope everybody has equal access to our government, but that's not always the case. If we're able to leverage our position in the industry to help make that happen, then that's what we want to do," Fox said.

**Lending**

Access to lending continues to be a relevant topic for franchisors and potential franchisees in 2013. Although the tightness of the lending landscape has leveled off, heightened lender expectations are here to stay.



*Photo courtesy of LearningRx*



*Photo courtesy of MOOYAH*

***Even if the latest round of regulations doesn't affect a particular franchise brand, prospective franchisees need to consider regulatory activity as part of their decision to buy a franchise.***

"You need a strong brand and a strong candidate and to be well capitalized," said Fox of Firehouse Subs. Fox said the strength of the brand is even more important than the candidate in many cases.

Many franchisors told us they hadn't had a problem finding financing for top-tier candidates—developers with a strong background of successful business ownership—but individual, first-time business owners may still have difficulty.

Some brands, like **FirstLight HomeCare** and **Marco's Pizza**, have added staff specifically to help franchise candidates navigate the lending waters.

"I have one person on the staff whose sole job is helping franchisees obtain financing. In a fast-growth environment like we're in, we need to do everything we can to help that process along," said Ken Switzer, vice president and CFO of Marco's.

People looking to invest in a lower-cost franchise concept (those under $100K) may be able to avoid the lending situation all together.

"In most cases, we've discovered that people who really want to own a **Soccer Shots** business find a relative or friend who will invest or lend the necessary funds," said Justin Bredeman, partner at Soccer Shots, which offers youth soccer programs. "Our business model allows for relatively quick cash flow and is operationally profitable out of the gates. Most of our franchisees pay off their loan in less than 15 months after they start their business." Soccer Shots' average initial investment is only $16,238.

**Transparency**

Almost all the CEOs we interviewed for this report have added an Item 19 to their franchise disclosure documents (FDD). The Item 19 includes information on earnings, expenses, and other factors to help potential investors get a sense of what they can expect to make as franchisees.

"In the next 4-5 years, it's going to become almost impossible for brands that don't have an item 19 to grow effectively," said Bevis of FirstLight HomeCare.

"How can a franchisor have an intelligent conversation trying to award or sell a franchise and not be willing to talk about earnings?" added Tony Padulo, vice president of development for The Goddard School. "The first thought a perspective franchisee is going to have is 'Why aren't they sharing earnings with us? What's wrong with the business?'"

It's important for prospective franchisees to understand not all Item 19s are created equal. Some include financial information from only a handful of high-performing franchisees while others include only gross revenues. A good Item 19 should be a systemwide representation of earnings and include a breakdown of both gross and net earnings.

Beyond the Item 19, transparency in general is a big discussion topic for franchisors in 2013—and it's something prospective franchisees should consider as they research different brands: Just how much does the corporate office share with its franchisee community?

In our experience, the more a franchisor shares, the stronger the brand and the more engaged the franchisee community. Transparency starts from Day One of your research into a brand—what do they offer you upfront? What data do they provide to assist you in your research? And then what do they do once you're a franchisee? What financial information do they share with franchisees?

**Multi-Unit Ownership**

Multi-unit ownership has always been common among food franchisees, but lately we've seen an increased interest in multi-unit businesses by both franchisees and franchisors in all industries. For franchisors, multi-unit ownership means more units with fewer franchisees to support. For franchisees, owning more than one franchise location (or multiple territories) can be very profitable because of the cost advantages and efficiencies that come with size.

"When you're living or dying from one unit, it can be hard to make a living and create a legacy for your family, but when you get larger and have multiple units, it becomes much easier," said Jennifer Durham, vice president of franchise development for **Checkers & Rally's**—one of our top brands for satisfaction among both single and multi-unit operators.

Investing in multiple franchise units requires even more due diligence than investing in just one. Franchisees make a bigger investment, and, as a result, take a bigger risk than single-unit operators. Potential franchisees who want to own multiple units need to look closely at the franchise system and whether it's set up for multi-unit ownership. Does the franchise have the resources and systems in place to actually support multi-unit operators? Are the brand's business plan, marketing, systems, corporate management, and culture set up in a way that supports managing stores from afar (or at least not from the premises on a daily basis)?

"Something prospects should look for in a concept is whether there is a good blend of single and multi-unit owners in the system and how they're doing from a results perspective. If there is a balance of both that are growing and succeeding, it speaks to the maturity of the franchisor and the brand that they can sustain growth not only for single operators but for both," said **Two Men and A Truck** president Randy Shacka. Two Men also scores high in satisfaction among multi-unit operators.

Even if you're not interested in running more than one unit today, you may be in the future, so it's worth considering a brand's ability to support you as you grow.

"The way we look at it, every single-unit franchisee has an opportunity to become a multi-unit franchisee. Whatever you say you're going to be in your business plan isn't necessarily what you'll turn out to be," Durham said.

## Franchisee Satisfaction

Overall franchisee satisfaction in 2013 remains high and largely unchanged from 2012. In general, the areas where we tend to see lower satisfaction are the areas of profitability and systemwide communication. While franchisees in general are still not completely satisfied with their business's current financial performance, 68% have a positive outlook for the long-term growth opportunity of their franchise business.

### Highest Scoring Areas for Franchisee Satisfaction

1. Overall enjoyment of operating business
2. Overall enjoyment of being part of franchise organization
3. Respect for franchisor
4. Belief that franchisor acts with a high level of honesty and integrity
5. Would recommend franchise to others

**THE ABOVE AREAS ARE BASED ON CURRENT BENCHMARK NUMBERS. ON AVERAGE, OUR AWARD-WINNING COMPANIES RATE 10-15% HIGHER IN THESE AREAS, AND OUR TOP 50 COMPANIES RATE 20% TO 25% HIGHER ACROSS THE BOARD (BASED ON THE AVERAGE FRANCHISEE SATISFACTION INDEX).*

### Lowest Scoring Areas for Franchisee Satisfaction

1. Current financial picture of franchisee's business
2. Marketing and promotional programs
3. Effective use of technology
4. System-wide communications
5. Innovation and creativity

**THE ABOVE AREAS ARE BASED ON CURRENT BENCHMARK NUMBERS. ON AVERAGE, OUR AWARD-WINNING COMPANIES RATE 10-15% HIGHER IN THESE AREAS, AND OUR TOP 50 COMPANIES RATE 20% TO 25% HIGHER ACROSS THE BOARD (BASED ON THE AVERAGE FRANCHISEE SATISFACTION INDEX).*

Communication is always an area of discussion on our survey and probably one of the areas most commented on by franchisees. No franchisee ever complains a franchise company communicates TOO much, so as a prospective franchisee, you should research a brand's communication (methods, frequency, two-way communication, level of franchisee input, etc.) carefully. You may get a sense of a system's communication strengths and weaknesses as you conduct your research—are they quick to respond to your questions, do they provide lots of materials online and in-person? Remember, however, that the person you're communicating with is most likely a salesperson who has a stake in the game and who won't be your point of contact once you're a franchisee. Ask for examples of how the corporate office communicates with franchisees on an ongoing basis, and talk to current franchisees about the accessibility of the executive team.

Another common area for lower franchisee satisfaction is long-term support and training. We often see franchisees at the 3- to 5-year mark becoming less satisfied or less engaged. When looking at a particular franchise concept, potential franchisees should carefully research what they'll be getting out of the brand not just at start-up but three, five, and ten years out. Be sure to speak with current franchisees who've been operators for more than five years. Ask them what the long-term, ongoing support is like and what they get out of their royalties.

"I think the big thing to understand is what kind of infrastructure you're getting for your dollar. You're giving something away each month, so make sure you are getting something for that dollar beyond just a flashy name," said WOW 1 DAY! Painting franchisee Brent Sharpless.

## What It Takes to Be Successful

Brian Scudamore, founder of 1-800-GOT-JUNK? and CEO of WOW 1 DAY! Painting, says he looks for proof of three key characteristics in his franchise candidates: leadership, attainment, and tenacity.

"Leadership to show candidates have what it takes to get out there and lead a team, attainment to show they know how to set a goal and achieve it, and tenacity to show




*Photo courtesy of Bahama Buck's*

***You don't necessarily have to be passionate about what your business does (or have previous experience in it for most concepts) but you have to be passionate about running a business and following a franchise model.***

'When the going gets tough, the tough gets going.'"

Obviously, the skills and attributes needed to be successful in a franchise depend to some degree on the type of business and the industry. Some sectors, like child services or senior care, are more people-driven and therefore require more in the way of empathy and interpersonal skills. Other sectors, like food, may require some knowledge and experience in the industry to succeed.

"We are very picky about the franchisee and their match with our system because we very much rely on a local store owner to know what's happening with the birds in their area," said Jim Carpenter, CEO of **Wild Birds Unlimited**. "They have to really have a passion for taking the products we sell and making them match what's happening in a local area."

Regardless of the sector or business model, there are certain necessary skills and attributes that carry across all of franchising. Franchise brands across the board tell us they look for people with strong people management skills, as well as networking, marketing, and operational expertise.

"We're looking for people who can manage others well and build a team well," said FirstLight's Bevis. "They're going to be either out in the community networking with referral sources to acquire clients, or they're going to be interviewing and managing their caregiver team."

"I think you can't go wrong if you have a sales and marketing background just because you are selling a brand and selling yourself and it's not dissimilar from starting a business on your own," added WOW 1 DAY! Painting franchisee Sharpless.

The franchisors and franchisees we spoke with all agreed passion is a major requirement—whether your business is window-washing or soccer-coaching. You don't necessarily have to be passionate about what your business does (or have previous experience in it for most concepts) but you have to be passionate about running a business and following a franchise model.

Last but perhaps most important, prospective franchisees must have enough money—not just to buy into the franchise but to finance the start-up and the early months of running the franchise. Some concepts have a longer runway than others, meaning it can take several years for a store to sustain a healthy and stable cash flow.

"No opening is ever certain," said Fox of Firehouse Subs. "It's important franchisees have their eyes wide open. That's one of the reasons we scrutinize personal finances—what do you really need to live on? Potential franchisees need to understand it may take lots of frugality and they may need to pull the reins in a little bit in the beginning."

### Pros & Cons of Franchising

There are many advantages to buying a franchise versus opening your own business. Franchisees get an established brand, a pre-tested system that works, and the expertise, training, and support of an experienced corporate office.

"I think the model is great for people who are entrepreneurial but want to cut out some of the risk involved in starting their own venture," said WOW 1 DAY! Painting franchisee Sharpless.

Many franchisees appreciate the "plug and play" nature of franchising—franchisors provide the technology platforms and materials operators need to handle tasks like invoicing, scheduling, marketing, and customer service. Franchisees tell us that purchasing a franchise enables them to stay out some of the more tedious parts of setting up a business so they can focus more on actually running the business.

"I don't want to have to deal with building a web site, designing a brochure... I don't think that's a good use of my time," said Soccer Shots franchisee Doug Schneider. "I think the franchise fee is worth it just from a professionalism that the franchisor brings to the company."

Another huge advantage to franchising is the franchisee community. In franchise

systems with a strong and active franchisee community, franchisees reap the benefits of learning from each other's mistakes and successes. Running a business can, at times, be a lonely endeavor, but in franchising, you are never alone.

Many of the cons of operating a franchise are the same as running a non-franchise business. It's a lot of work, especially in the beginning; it can take a while to establish a strong customer base and a predictable salary; and there's no guarantee a business will be a success.

Some people turn to franchising thinking it will be easy. In many ways, it is easier than starting an independent business because of the systems and processes the franchisor provides, but starting a franchise is not easy.

"I think it's more work than I anticipated, but that's probably commensurate with any other business," said WOW 1 DAY! franchisee Sharpless. "I think a lot of franchise purchasers try to buy themselves a job where they make X amount of dollars per year, and that's about it. Here, we're really trying to create an empire and change the way people view our services, so there's a lot of work that goes into that."

It seems obvious that being a franchisee requires a willingness to follow the franchise system's proven methods and recommendations, but many franchisees fail in this area. In fact, many franchisees we talk to—franchisees that are now among the most successful for their brands—say one big mistake they made early on was not following the system closely enough.

"The reality here is you have to listen," said **Signal 88 Security** franchisee Bill McCoy. "You have to do what people who have built a business and done it before you tell you to do. But when it's your name and your business, it's extremely easy to forget these people are here to help you."

## What a Typical Franchisee Looks Like

| | |
|---|---|
| **45-54** | Median age range |
| **66%** | Male (12% are male-female partnerships) |
| **63%** | College graduates |
| **11%** | Veterans |
| **$66K** | Annual net profit ($77K for our Top 50 brands) |

*Many franchisees we talk to—franchisees that are now among the most successful for their brands—say one big mistake they made early on was not following the system closely enough.*

Franchisees say even if they ultimately succeeded using their own methods, it took longer, required more resources, and was far more exhausting than if they'd just used the franchisor's system. If you are someone who wants more involvement in the set-up and design of your business, Sharpless recommends you consider a newer, smaller brand that encourages creative thinking and individuality rather than a mature brand with very clear, ingrained systems.

"With the WOW 1 DAY! model, it's brand new, so there's probably more flexibility for a franchisee than if you're entering a mature system. For me, it's been valuable to be one of the original franchise partners because we can think outside of the box a little more than some franchises would allow," Sharpless said.

Perhaps the biggest "con" to consider as you look at different franchise systems is that in a lot of industries, the corporate brand can define you. You're no longer accountable for just your actions as a business owner so you want to find a franchise brand that has proven ethics and values similar to yours and a culture where you are comfortable. You want to know the corporate office will support you and look out for your best interests today and five years from today.

**Summary**

2013 is a great year to buy a franchise—but it all comes down to being a part of the right system. Potential franchisees need to consider many factors as they narrow down their franchise search. Is the system set up to grow? How important are unit-level economics to the corporate office? Does the brand have a strong relationship with customers, lenders, AND franchisees? How will government regulation affect the industry in the future (and will the franchise system work to ease those effects)? Is transparency important to the brand (and do you see evidence in this in your research and discussions with franchisees)?

The 200 award-winning companies in this report provide a great starting point for someone looking to invest in a franchise opportunity. Nothing guarantees a franchise system will be the perfect fit, but talking to franchisees and looking at a brand's franchisee satisfaction data is a great way to learn the full story about a brand.

*For more detailed information about researching a franchise brand or on the brands featured in this report, please visit us online at: www.FranchiseBusinessReview.com.*

## ADVERTISING & SALES

### Proforma
**Startup Investment: $0 - $19,500**
**Cash Requirement: $0 - $19,500**
**Domestic Franchises: 750**
With over 30 years of experience, Proforma remains focused on providing solutions to businesses for their graphic communications needs. A leading provider of promotional products, printing services, business documents, and ecommerce solutions, Proforma is one of the top five largest companies in our industry.

### Our Town America
**Startup Investment: $74,800 - $105,450**
**Cash Requirement: $89,000**
**Domestic Franchises: 39**
Our Town is America's premier welcoming organization. Since 1972, we have been connecting new movers with the businesses they are searching for by mailing warm gifts from neighborhood businesses in a premium gift certificate package. Thousands of satisfied business owners throughout the United States attest to the success and effectiveness of our program, while dozens of locally owned Our Town franchises validate our success as a viable business opportunity. **For more information on Our Town America opportunities, call (727) 345-0811 x232 or visit www.ourtownamerica.com.**

### Money Mailer
**Startup Investment: $50,000 - $70,000**
**Cash Requirement: $50,000**
**Domestic Franchises: 190**
Franchisees build a marketing services business that provides valuable marketing expertise to local, community-based businesses. Our integrated marketing solutions combine cutting edge digital media with the power of targeted direct mail to deliver measurable, cost effective results that increase market share and improve profitability. All initial lead generation is provided.

### Welcomemat Services
**Startup Investment: $49,000 - $77,050**
**Cash Requirement: $35,000**
**Domestic Franchises: 14**
Welcomemat Services franchisees work with businesses in their community to build customer loyalty and reach a lucrative market—new movers. Franchisees provide these businesses with a unique marketing strategy that includes print, digital, and mobile messaging. With corporate support to handle production, our franchisees focus on customer relationships and growth.

## AUTOMOTIVE

### Christian Brothers Automotive
**Startup Investment: $350,000 - $419,000**
**Cash Requirement: $70,000**
**Domestic Franchises: 111**
Christian Brothers Automotive is a full-service auto repair franchise committed to operating with honesty and integrity. Our focus on superior customer service and "loving your neighbor as yourself," has allowed the company to grow with 100% store success in 16 years of franchising. At Christian Brothers, franchise owners have the benefit of owning their own faith-based business, with extensive support from the home office not only during start up but long term as well. You do not need previous automotive industry experience—our thorough training program and home office coaching will direct you with tools toward success. **For more information on Christian Brothers Automotive opportunities, call (855) 866-9222 or visit www.christianbrothersfranchise.com.**

### Color Glo International
**Startup Investment: $44,500 - $49,800**
**Cash Requirement: $44,500 - $49,800**
**Domestic Franchises: 109**
Color Glo has developed and provided exclusive proprietary products and patented methods that, today, provide our franchisees a quality of life most people can only dream of. By forming a "dynamic partnership" with each franchisee, we are positioned in these billion-dollar markets to grow well into the future. We serve numerous industries, including auto dealers and furniture retailers.

### Snap-on Tools
**Startup Investment: $30,095 - $307,700**
**Cash Requirement: $30,095 - $79,265**
**Domestic Franchises: 3,262**
Snap-on Incorporated is a leading global innovator, manufacturer, and marketer of tools, diagnostics, and equipment solutions for professional users. Product lines include hand and power tools, and are sold through its franchisees, company-direct sales, and distributor channels, as well as over the internet. **For more information on Snap-on Tools opportunities, call (877) 476-2766 or visit www.snaponfranchise.com.**

*Automotive continued on page 12*


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### Tint World
**Startup Investment: $99,974- $158,818**
**Cash Requirement: $99,974- $158,818**
**Domestic Franchises: 24**
Tint World is America's largest and fastest growing window tinting and automotive styling franchise. We provide constant business consulting and operational support, plus you'll benefit from our comprehensive marketing campaign, which includes promotion materials, email campaigns, and the latest in web marketing techniques, like search engine optimization and web video production to promote business in your area. We work with the leading manufacturers in the window film and automobile industry to give you the latest technologies, trends, products, and installation techniques available in the window film and automotive aftermarket.

### Auto Appraisal Network
**Startup Investment: $12,000 - $30,000**
**Cash Requirement: $3,000 - $10,000**
**Domestic Franchises: 25**
Auto Appraisal Network supplies our clients with accurate, highly detailed appraisal values of their vehicle. This is your chance to join the fastest growing automobile appraisal company in the country. You will be providing your clients with the most professional, most comprehensive, most detailed automobile appraisal documents available. This is your opportunity to join the most respected appraisal company for classic and custom vehicles and much more. For an extremely low franchise territory fee, we offer a protected territory, extensive training, and certification. You will benefit from our 23 years of experience, impeccable reputation, national advertising, and website presence. **For more information on Auto Appraisal Network opportunities, call (888) 269-1120 or visit www.autoappraisalnetwork.com**.

### Honest-1 Auto Care
**Startup Investment: $174,200 - $292,200**
**Cash Requirement: $90,000**
**Domestic Franchises: 25**
Every year, the average age of the 249 million operating vehicles in the U.S. is growing older. With over $35 billion in maintenance and repairs per year, now is the time to take advantage of the great opportunity that Honest-1 is offering. The Honest-1 brand is developed through superior training, support, and a vast array of franchise offerings to fit most investment levels and situations. We are the country's most trusted family of automotive maintenance and repair centers. It is our dedication to our customers and franchisees that has made us the most powerful automotive franchise in the industry. **For more information on Honest-1 Auto Care opportunities, call (877) 466-3781 or visit www.h1franchise.com.**

### Alloy Wheel Repair Specialists
**Startup Investment: $85,000**
**Cash Requirement: $150,000**
**Domestic Franchises: 130**
Alloy Wheel Repair Specialists is a leading provider of mobile wheel repair for wholesale and retail businesses. With a global footprint, our franchises repair cosmetically damaged and bent painted, machined, polished wheels in a fully mobile, climate-controlled environment. Preferred vendor to major auto dealerships, collision shops, tire stores, insurance companies with over 90% gross profit, our franchisees benefit from protected territories, limited competition, and expansion opportunities. Join a proven global brand franchise.

### Ziebart
**Startup Investment: $100,000 - $325,000**
**Cash Requirement: $100,000**
**Domestic Franchises: 94**
Ziebart is the world's leading name in automotive services that renew, protect, preserve, and enhance the appearance of cars and trucks. Ziebart offers superior proprietary products and services and a diverse business model. We specialize in professional automotive detailing, window tinting, paint protection films, fabric and rust protection, sprayed-on bed liners, glass repair, scratch repair, and accessories. Founded in 1959, Ziebart International Corporation currently represents a global franchise network of 400 locations in 30 countries with 800 processing centers.




BUSINESS SERVICES

### FocalPoint Coaching
**Startup Investment: $49,950**
**Cash Requirement: $49,950**
**Domestic Franchises: 72**
FocalPoint Coaching, powered by Brian Tracy, specializes in training managers, entrepreneurs, and executives who are passionate about coaching, teaching, and mentoring others. Franchisees receive exceptional training, support, and the resources needed to be successful. At FocalPoint, you'll learn how to think and act like a business coach, how to find and acquire clients, and how to keep them! **For more information on FocalPoint Coaching opportunities, call (877) 433-6225/ (702) 932-3870 or visit www.focalpointcoaching.com.**

### Sir Speedy Printing & Marketing Services
**Startup Investment: $275,000 - $350,000**
**Cash Requirement: $100,000**
**Domestic Franchises: 245**
Sir Speedy is one of the largest providers of printing and marketing services focused on helping companies build brand awareness, generate leads, and retain customers. Services include traditional printing, copying, mailing, and graphic design, along with direct marketing, websites, online ordering, promotional products, and more.

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"I'm never doing anything alone." / April Smith

"Brickhouse has given me all the support that I needed to make sure I have a top-notch studio. It's such a brilliant concept!" / Abby Honaker

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### FASTSIGNS
**Startup Investment: $169,668 - $276,419**
**Cash Requirement: $75,000**
**Domestic Franchises: 450**
Signage has never been more important. Right now, businesses are looking for new and better ways to compete. Industries are revamping to meet compliance standards. And advertisers are expanding their reach into new media, like digital signage, QR codes, and mobile websites. Join the franchise that's leading the next generation of business communication. Now more than ever, businesses look to FASTSIGNS for innovative ways to connect with customers in a highly competitive marketplace. Our high standards for quality and customer service have made FASTSIGNS the most recognized brand in the industry, driving significantly more traffic to the Web than any other sign company. **For more information on FASTSIGNS opportunities, call (800) 827-7446 or visit www.fastsigns.com.**

*Business Services continued on page 14*

### Sandler Training
**Startup Investment: $82,150 - $99,750**
**Cash Requirement: $100,000**
**Domestic Franchises: 170**
Sandler Training is the leader in innovative sales and sales management training. We have over 235 training centers in major cities throughout the country and around the world, offering instruction in a dozen languages. Entrepreneur Magazine has ranked Sandler as the No. 1 training franchise nine times. Our training is designed to create lasting performance improvement rather than the motivational "quick fix" typical of many seminar-based training programs. The demand for quality sales training has rarely been greater than it is today. As a Sandler franchisee, you can tap this vast market—and beyond. **For more information on Sandler Training opportunities, call (800) 669-3537 x2005 or visit www.sandler.com.**

### PIP Printing & Marketing Services
**Startup Investment: $275,000 - $350,000**
**Cash Requirement: $100,000**
**Domestic Franchises: 104**
PIP is one of the most recognized brands in business printing, copying, and mailing services. Traditional services combined with advanced marketing solutions, such as direct marketing, website design, online ordering, promotional products and more; help companies meet their business growth objectives.

### InXpress
**Startup Investment: $44,700 - $49,700**
**Cash Requirement: $80,000**
**Domestic Franchises: 77**
InXpress is a sales-driven and business management franchise that can be the vehicle to achieve your dreams. Franchise owners focus on selling and building strong and lasting relationships with their customers. As an InXpress franchisee, you will recruit new customers and offer them discounts on all their shipping needs. Whatever they need delivered, anywhere in the world, InXpress can do it! Success always requires drive, commitment, and enthusiasm backed by a determination to make it happen. The entrepreneurial spirit is a precious and valuable commodity—that's why, with the right application and opportunity, it pays so well. As an InXpress franchisee, you will be provided access to a fully integrated system, with support to help you flourish and succeed. The firm foundation of an InXpress franchise and the support of a highly professional, winning team, will offer you a highly rewarding opportunity.

### FranNet
**Startup Investment: $44,310- $81,360**
**Cash Requirement: $44,310- $81,360**
**Domestic Franchises: 56**
FranNet consultants work individually with clients who are interested in purchasing a franchised business. Consultants use a specific profiling and consultative process to determine a business model unique to each person. This model suggests specific franchises that fit best with each person's goals, skill sets and interests, both personally and professionally.



## Adrian Cardona

### Rapid Realty NYC Franchisee

Brooklyn, NY

**Why did you decide to buy a franchise?**
From my experience as an agent, I knew that the rental industry was booming. It's a recession-proof business. The earning potential for a rental brokerage is only limited by the time you put into it. Besides, I had made some very good friends at Rapid Realty—we all started together as agents—and they were opening franchises. I wasn't about to get left behind!

**Why did you choose your franchise?**
No one can touch Rapid Realty in terms of rental inventory or experience. I love the high energy company atmosphere. Plus, it was an inexpensive investment, and they offered a ton of support, which was key for me as a first-time franchisee. The CEO, Anthony Lolli, personally helped me and my business partner secure great locations for our office and worked with us to keep our overhead low. That allowed us to open our second location after only a year.

**What is the best part of being your own boss?**
You're automatically a success; you're automatically separated from the majority of people who choose a different lifestyle. Just being able to say, "I own my own business" gives you instant self-respect and commands respect from others. Being a business owner is a journey, and there are so many things along that road, like watching your own employees succeed, that make it all worth it.

**What is the worst part of being your own boss?**
You're responsible for the people under you, and regardless of how much you train them , advise them, and guide them, you can never be in complete control. Mistakes happen, and they reflect on you. It hurts to see your people fail, especially when it's avoidable, but it happens.

**What advice do you have for prospective franchise buyers?**
If you enjoy a challenge, you respect growth, and you have an interest in business, the best thing to do is get involved. I don't have much personal experience with regret, but from what I hear, it's not pleasant. Don't spend the rest of your life wondering what could have been. Get in there and try it. More is lost by indecision than by the wrong decision.

***For more information on Rapid Realty NYC's franchise opportunities, call (917) 577-0261 or visit www.rapidnyc.com/franchise.***

### YESCO

**Startup Investment: $66,500 - $240,000**
**Cash Requirement: $60,000**
**Domestic Franchises: 18**
YESCO is a leader in the sign and lighting industry. We offer a world-class system that provides you with the opportunity to grow your own sign and lighting service business. The opportunity to repair signs and lighting is abundant. With YESCO's proprietary technology, on-going training, purchasing power, national account opportunities, 92 years of experience, and more, you will be able to set up a service business in the $49-billion industry. Our proven model allows you to be a part of a business that can provide multiple sources of revenue. You will offer time and material service work, monthly maintenance contracts, ADA signage, and much more. The opportunity is great.

### Estrella Insurance

**Startup Investment: $49,000**
**Cash Requirement: $20,000 - $50,000**
**Domestic Franchises: 52**
Insurance agency (auto, home, and business insurance) experienced welcome but not necessary, though you must be able to obtain an insurance license. We are looking for people that are interested in running their own business with the help and assistance of a company that has been in business for over 30 years, and has learned how to do it right. Estrella Insurance offers extensive marketing and advertising support and is in the SBA franchise registry for potential financing.

### Unishippers

**Startup Investment: $75,000 - $150,000**
**Cash Requirement: $75,000**
**Domestic Franchises: 290**
For 25 years, this business-to-business franchise has been focused on selling and servicing discounted shipping services to small and medium-sized companies. Unishippers offers franchisees access to one of the most extensive shipping supplier networks available, including UPS, and more than 30 local, regional, and national freight carriers. **For more information on Unishippers opportunities, call (801) 708-5822 or visit www.unishippers.com.**

### ActionCOACH

**Startup Investment: $61,250 - $108,441**
**Cash Requirement: $40,000**
**Domestic Franchises: 345**
ActionCOACH offers consultants an opportunity to become business and executive coaches and form a home-based company providing business and executive coaching services to other companies. ActionCOACH franchisees provide a valuable service to business owners and executives, offering unique perspectives in evaluating current company structure, while helping improve business profitability. **For more information on ActionCOACH opportunities, call (702) 795-3188 or visit www.actioncoachfranchise.com.**



*Photo courtesy of Auto Appraisal Network*

### Brightway Insurance
**Startup Investment: $150,000 - $170,000**
**Cash Requirement: $150,000**
**Domestic Franchises: 111**
Brightway Insurance has redefined how independent insurance agents can grow and profit. Not only do we arm you with an industry-leading array of carrier choices to more completely serve your clients needs, but also the power of a centralized back office that keeps your overhead low, your paperwork limited, and your growth rate high. It's the best way to grow profitably in the insurance business.
**For more information on Brightway Insurance opportunities, call (877) 893-1824 or visit www.brightwaydifference.com.**

### Sanford Rose Associates
**Startup Investment: $109,350 - $146,180**
**Cash Requirement: $109,350 - $146,180**
**Domestic Franchises: 56**
Sanford Rose Associates is a network of independently owned executive search firms assisting clients to fill their mission-critical positions. We are committed to "finding people who make a difference" within organizations by finding individuals who perform, exceed expectations, and assist the organization in achieving its strategic goals.

### Bevintel
**Startup Investment: $36,900 - $50,600**
**Cash Requirement: $30,000**
**Domestic Franchises: 267**
Since 1987, Bevintel's Liquor Inventory Control and Profit Management System has helped bar/restaurant owners cut wastage and increase profits. By analyzing and auditing liquor, beer and wine inventory, identifying losses and developing corrective strategies that result in substantial savings for our clients. Imagine being the franchisee offering the good-news solution that will save them thousands. **For more information on Bevintel opportunities, call (888) 238-4626 or visit www.bevintel.com.**

### The @WORK Group
**Startup Investment: $75,995 - $119,995**
**Cash Requirement: $50,000**
**Domestic Franchises: 52**
The staffing industry hit a record $114 billion in 2012 and is expected to reach $121 billion this year! By matching qualified employees with companies, @WORK puts people to work and helps clients focus on their core business. Franchisees pay a one-time franchisee fee and receive four profit centers in the hottest industries. **For more information on The @WORK Group opportunities, call (800) 383-0804 x230 or visit www.atwork.com.**

### PostNet
**Startup Investment: $160,667 - $197,650**
**Cash Requirement: $60,000**
**Domestic Franchises: 275**
PostNet is a local, full-service digital printer and marketing solutions provider for small and medium-sized businesses, giving business one reliable source for getting things done right, on budget, and on schedule.

### RTOWN Communications
**Startup Investment: $50,000 - $100,000**
**Cash Requirement: $20,000**
**Domestic Franchises: 12**
As Canada's most advanced digital advertising network, RTOWN Communications uses a variety of dynamic digital mediums to connect businesses to their target market through our national network of digital marketing solutions. From customizing hotel room channels, public digital signage, and theatre pre-shows, to using the latest web and mobile advertising technologies, RTOWN Communications reaches your target market right when they're choosing what to buy, eat, see, or do next.

### BlueGrace Logistics
**Startup Investment: $65,000 - $146,250**
**Cash Requirement: $65,000 - $146,250**
**Domestic Franchises: 26**
BlueGrace Logistics delivers great opportunity, now and in the future, by streamlining your customers' shipping and increasing efficiency—not just utilizing high-technology, but creating it! Handling everything from pallets to truckloads, you can offer international, air and ocean freight, and specialized services. We focus on providing incredible customer service so you can stay focused on building your new business. Ask about our VetFran discount!


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Franchise Business Review
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in a $40 billion service category

**BEST OVERALL FRANCHISE & GOLD MEDAL AWARD**
in franchisee satisfaction, Canadian Franchise Association for 2011

**MILITARY FRIENDLY FRANCHISE**
*GI Jobs Magazine* in 2010 & 2011




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### Handle with Care Packaging Stores
**Startup Investment: $96,000 - $165,550**
**Cash Requirement: $29,950**
**Domestic Franchises: 53**
The experts at the Handle with Care Packaging Store have been the premier solution for all their customers' shipping needs, specializing in handling items that are fragile, large, awkward, or valuable. Our expertise in this market of business-to-business and residential freight, crate, packaging and outsourced logistics positions owners of the Handle with Care Packaging Store to capitalize on this industry.

## CHILD SERVICES

### Soccer Shots
**Startup Investment: $17,500 - $21,000**
**Cash Requirement: $16,500**
**Domestic Franchises: 126**
Soccer Shots is a leader in youth soccer development for children ages 2-8. Our nationally recognized program offers a high energy, fun, age-appropriate introduction to the wonderful game of soccer. Soccer Shots was named #1 in Children's Fitness in Entrepreneur magazine, a Top Low Cost Franchise and was listed on the magazine's Franchise 500 list two years in a row. Our innovative curriculum emphasizes both soccer skills and character development. Our goal is simple: to leave a lasting, positive impact on every child we serve. Join us and see why tens of thousands of children throughout North America have benefited from the Soccer Shots experience!

### JumpBunch
**Startup Investment: $30,600 - $69,500**
**Cash Requirement: $35,000 - $77,000**
**Domestic Franchises: 52**
JumpBunch offers structured sports and fitness programs for children from age 15 months to 12 years. The classes are typically 30 minutes long, once a week, with over 70 activity plans. Not a gym or facility, JumpBunch classes are offered as part of a child's day at school, daycare, and after-school programs, plus in YMCAs and Parks and Rec Departments. We help build healthy bodies, self-esteem, and a life-long love for sports and fitness!

### Drama Kids International
**Startup Investment: $33,550 - $38,950**
**Cash Requirement: $25,000**
**Domestic Franchises: 55**
Drama Kids specializes in developing speaking skills, confidence, and self-esteem in children ages 4 -17. Our franchise provides a business that has excellent earnings potential and a convenient lifestyle by offering our classes and camps throughout an exclusive territory. Drama experience is not required. Our owners are people who can demonstrate a commitment to developing children either as teachers, in business, or in volunteer positions. Drama develops kids!

### Young Rembrandts
**Startup Investment: $39,600 - $49,600**
**Cash Requirement: $50,000**
**Domestic Franchises: 80**
Young Rembrandts is a home-based business that provides affordable art education for families. The foundation of our business model is the unique and proven Young Rembrandts Method, in addition to our original, copyrighted curriculum and solid educational disciplines, which develop art and academic skills in children. Our method gets results that surpass all expectations. A Young Rembrandts franchise provides flexibility in regard to work and family, an opportunity for franchisees to give back to their communities, and financial stability.

### Images 4 Kids
**Startup Investment: $45,600 - $67,100**
**Cash Requirement: $15,000**
**Domestic Franchises: 50+**
Images 4 Kids is the premier school photography franchise specializing in daycare, private school, and preschool photography. We bring studio quality photographs to school picture day, and the difference is spectacular. Our business model is based around a love of children, photography, and the need for a flexible work schedule. Images 4 Kids provides a state-of-the-art secure online system for parents to view and order their child's portraits as well as a computer management system that organizes each franchisee from the point the photo shoot is booked to delivering the final portraits to the school.


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50 Top 50 Franchise
2013 Franchisee Satisfaction Awards
FranchiseBusinessREVIEW

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**www.crittercontrol.com www.critterfranchise.com**

### CompuChild
**Startup Investment: $18,300 - $33,600**
**Cash Requirement: $20,000**
**Domestic Franchises: 64**
CompuChild is dedicated to preparing children for the academic challenges of tomorrow through technology education today. Classes are offered at existing child care centers, schools, and community centers. This easy to operate home-based business offers exclusive territories, low overhead and proprietary curriculum.

### Great Play
**Startup Investment: $160,000 - $360,000**
**Cash Requirement: $100,000**
**Domestic Franchises: 12**
Great Play has redefined the youth physical development category, with an award-winning collection of programs, delivered in a patented Interactive Arena, which makes it fun for kids to develop motor skills and sport skills. We've packaged it into a step-by-step blueprint to help franchisees turn their passion for youth fitness into a thriving business!

### TGA Premier Golf & Tennis
**Startup Investment: $13,150 - $62,200**
**Cash Requirement: $13,150 - $62,200**
**Domestic Franchises: 68**
TGA Premier Junior Golf offers a turnkey solution to owning your own business while growing the game of golf. TGA's award-winning youth development program brings golf into elementary schools through parent-funded afterschool programs that take place on 2,500 school campuses across the U.S. As students advance through our five level programs at their schools, TGA partners with local golf facilities and transitions students to TGA camps, tournaments, and clinics at our partner courses. TGA franchisees receive the tools, training, and support needed to build a prosperous golf business. TGA has introduced golf to 150,000 youth through 47 franchises in 22 states.

## CLEANING & MAINTENANCE

### Heaven's Best Carpet Cleaning
**Startup Investment: $28,900 - $64,000**
**Cash Requirement: $15,000**
**Domestic Franchises: 1,248**
Heaven's Best Carpet Cleaning brings together the best products and services to create an excellent franchise package. With over 25 years of experience in the industry, we can get you started off on the right track. Join the cleaning franchise that has been rated #1 by Franchise Business Review for eight years in a row.

### MaidPro
**Startup Investment: $18,709 - $103,959**
**Cash Requirement: $20,000**
**Domestic Franchises: 135**
MaidPro prides itself on its proven groundbreaking technology and software, creative marketing efforts, established brand identity, and stellar support to its franchisees. The company is constantly trying to reinvent new practices and refine old ones to ensure its place in the rapidly growing house cleaning industry. MaidPro offers you the advantages of rapid growth, low startup costs, manageable hours, and recurring revenue. Join a franchise that gives you control and ownership of your business with unmatched 24/7 support! **For more information on MaidPro opportunities, call (888) 624-3776 or visit www.maidprofranchise.com.**



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### Anago Cleaning Systems (Master franchisors)
**Startup Investment:**
**Masters: $105,000 - $146,000, Units: $1,000+**
**Cash Requirement: Masters: $100,000 - $125,000, Units: $1,000+**
**Domestic Franchises: 34 Masters**
Since 1989, Anago has been perfecting a successful system that leverages technology, plus the pride of business ownership, to put the power of commercial janitorial franchising in your hands. Whether you purchase a master franchise or unit franchise, you are helping to secure a future in a recession-resistant, exploding industry.

### Aire-Master of America
**Startup Investment: $19,500 - $34,700**
**Cash Requirement: $23,500 - $38,700**
**Domestic Franchises: 90**
Aire-Master is a unique system of odor control and restroom fixture cleaning developed over 54 years. Aire-Master deodorizers and deodorant products actually eliminate odors. We offer complete training to build a customer base in all industries: medical, food, real estate, retail, and more. We are FDA-registered and manufacture deodorants, cleaning products, and hand soaps.

### DKI (Disaster Kleenup International)
**Startup Investment: $7,145 - $117,535**
**Cash Requirement: $30,000 - $90,000**
**Domestic Franchises: 284**
As a participant of DKI, you join one of the most exclusive disaster restoration groups in the country. Each franchise member of DKI has their own unique qualities; however, all members and internal associates share the strengths of the organization. DKI represents an unmatched opportunity for successful contractors to join together with their peers to create a dominant presence within the marketplace while providing direct value back to one another. **For more information on DKI (Disaster Kleenup International) opportunities, call (800) 567-8047 or visit www.dkiservices.com.**

*Cleaning & Maintenance continued on page 18*



## Sarah McGarl

### Rhea Lana's Franchisee

Atlanta, GA

**Why did you decide to buy a franchise?**
While on maternity leave shortly after having my son, my company announced a merger and I was given the opportunity to take a voluntary severance package. This was an answer to my prayers, as I had struggled with the thought of returning to the corporate world. I still had a desire for a career, but I wanted it to be on my terms.

**Why did you choose your franchise?**
I learned about Rhea Lana's from my sister. She knew I was looking for an opportunity to start my own business, and she raved about Rhea Lana's. It was an opportunity to work a few months out of the year, while generating a full-time income. My husband liked the fact that it was a proven business model and required very little working capital. I also liked that there is a philanthropic element to the business. In an economy where every penny counts, I am thrilled to help families stretch their budgets. Just as satisfying is the fact that many unsold items are donated to worthy causes in the community. I researched other children's consignment franchises and what attracted me to Rhea Lana's was their value of innovation and commitment to service and excellence.

**What is the best part of being your own boss?**
The best part is that my income level is in direct correlation with the amount of work invested. It's a great feeling to have some control over my financial future. There was always a cap in the corporate world to my income. I have watched my business grow over the last 3 years, and it has blessed my family. Rhea Lana's allows me to put my family first but still be able to make a full time income.

**What is the worst part of being your own boss?**
When you are a small business owner, you need to quickly become adept in all facets of the business. From IT, accounting, marketing, operations—all responsibility rests on your shoulders. Rhea Lana's provides a strong support network that has helped me evolve into a well-rounded business owner with the skills to handle these challenges.

***For more information on Rhea Lana's franchise opportunities, call (501) 499-0009 or visit www.rhealana.com franchise-opportunities.***

### The Maids

**Startup Investment:** $95,645 - $123,395
**Cash Requirement:** $60,000
**Domestic Franchises:** 1,066
The Maids Home Services is the only residential cleaning franchise to clean for health using the company's exclusive and unique cleaning method, which provides customers with cleaner, healthier homes. With The Maids, you get a strong business opportunity, offering a highly needed service, all with no nights, weekends, or holidays! **For more information on The Maids opportunities, call (800) 843-6243 or visit www.maids.com.**

### AdvantaClean

**Startup Investment:** $84,500 - $159,200
**Cash Requirement:** $75,000
**Domestic Franchises:** 135
AdvantaClean is a leading provider of environmental cleaning (i.e., Indoor Air Quality and Comfort services). Through a streamlined, low overhead business model that leverages real-time business analytics, AdvantaClean franchisees run recession-resistant businesses that offer non-discretionary services to property owners.

### Molly Maid

**Startup Investment:** $150,000 - $175,000
**Cash Requirement:** $65,000
**Domestic Franchises:** 439
Molly Maid wants you to franchise our leading home-services business. You won't vacuum. You will deploy cleaning teams that will provide quality maid service to loyal customers. You will own a proven franchise with a simple business model, innovative systems, superior support, and more. You'll benefit from professional support and exceptional business-building tools: Right Start—a head start to successfully launch your franchise, proprietary management software to track your Molly Maid business, and on-going training programs to keep you on the leading edge of technology and service. It's time you invest in Molly Maid.

### OMEX International

**Startup Investment:** $40,400 - $70,600
**Cash Requirement:** $40,000
**Domestic Franchises:** 20
The OMEX franchise is designed for the entrepreneur looking to build and develop a professional, commercial cleaning business, not a small franchise where the owner is the principal worker. It is an opportunity to manage your own company and management staff while managing the maintenance needs of professional offices.

### Jan-Pro (Master franchisors)

**Startup Investment:** Masters: $100,000 - $500,000, Units: $2,800 - $44,000
**Cash Requirement:** Masters: $125,000+, Units: $2,520 - $44,000
**Domestic Franchises:** 90+ Masters/10,090 Units
This is an opportunity for a seasoned executive, professional, or salesperson to capitalize on becoming a regional franchisor. The master franchise sells and supports unit franchisees within their exclusive territory during normal business hours. The units provide the actual proprietary cleaning services to the customers. As the nation's #1 fastest-growing franchise for three years in a row (Entrepreneur 2008, 2009, and 2010), Jan-Pro has built a solid reputation in the marketplace. We offer various levels of ownership—full or part-time opportunities exist in all major markets. If you're searching for a recession-resistant industry, Jan-Pro is the answer.
**For more information on Jan-Pro opportunities, call (866) 355-1064 or visit www.jan-pro.com.**

### Office Pride

**Startup Investment:** $34,000 - $59,900
**Cash Requirement:** $16,000
**Domestic Franchises:** 118
The Office Pride Commercial Cleaning franchise model is designed to help professionals use practical experience and biblical principles to start, grow, and lead a business. With one of the most admired brands in the commercial cleaning industry, Office Pride's systems, training, and support have equipped many business owners to achieve their dreams.

### Buildingstars

**Startup Investment:** $2,000 - $36,000
**Cash Requirement:** $1,000
**Domestic Franchises:** 376
Buildingstars has developed the most advanced business model in the commercial cleaning industry. This unique business model provides our franchise owners with the best way to start their business, the best way to manage their business and the best way to grow their business. This is not just an empty claim; every franchise owner is supported by a team of industry professionals through their local support center. From startup throughout the development and growth of the business, our hands-on team is there to help with acquiring customer accounts, customer service, account retention, and administrative support.
**For more information on Buildingstars opportunities, call (866) 991-3356 or visit www.buildingstarsfranchise.com.**

EDUCATION

### Mathnasium

**Startup Investment:** $82,250 - $136,000
**Cash Requirement:** $37,000
**Domestic Franchises:** 390

Most kids need help with math—some desperately, while others just want to get ahead. With this ever growing demand for quality math instruction, Mathnasium Learning Centers have become one of the fastest growing educational franchises in the world. Mathnasium offers highly effective and engaging mathematics instruction for children and is the perfect venture for individuals seeking a meaningful business opportunity. Our proprietary Mathnasium Method not only helps children become more competent at math, it also builds confidence. If you're ready to start a new life chapter with a real sense of purpose, then Mathnasium may just be the perfect business for you. Rediscover your passion for math and find: Income + Lifestyle + Fulfillment.

### The Goddard School

**Startup Investment:** $701,400-$721,400
**Cash Requirement:** $701,400-$721,400
**Domestic Franchises:** 388

Goal-oriented entrepreneurs recognize Goddard Schools' successful combination of a proven business model, a record demand for child care, and fellow franchisees with a commitment to "doing good by doing well." Our goal is to provide our franchisees with an exceptional foundation to ensure consistency of programs and services for our customers as well as to provide guidance as they achieve their personal goals as business owners. Franchise owners benefit from the extensive support structure that Goddard Systems has developed over nearly 25 years in franchising. **For more information on The Goddard School opportunities, call (800) 272-4901 or visit goddardschoolfranchise.com.**

### THE TUTORING CENTER

**Startup Investment:** $75,000 - $110,000
**Cash Requirement:** $39,000
**Domestic Franchises:** 58

Over a 15-year period of testing and refining, THE TUTORING CENTER has developed a winning formula. Our franchise opportunity is unique because you have the ability to change the lives of children while investing in your future. Running one of our centers is a personally rewarding and enriching business opportunity. In other words, you'll make a difference! Owning one of our franchises affords you recognition and a time-tested system. We take great pride in creating a successful relationship with our franchisees. It's important to us that we create an environment of teamwork. By working together and supporting your needs, you receive all the tools to run a successful business in our industry.

### LearningRx

**Startup Investment:** $209,000
**Cash Requirement:** $75,000
**Domestic Franchises:** 86

LearningRx brain trainers work one-on-one with clients, using intense mental exercise to reorganize and strengthen neural pathways. The result? Dramatically improved brain performance and an average IQ increase of 15–20 points. We help struggling students, high-achieving students, career and senior adults, as well as dyslexia, ADHD, autism, and TBI.

### Childrens Lighthouse

**Startup Investment:** $440,600 - $3,040,000
**Cash Requirement:** $440,600 - $3,040,000
**Domestic Franchises:** 20

Childrens Lighthouse began offering educational child care for children (6 weeks to 6 years old plus afterschool care to age 12) with its nationally acclaimed curriculum almost 15 years ago. As we offer this distinctive franchise opportunity in new markets, our experienced business model will be the foundation for improving communities through high-quality early childhood care and education.

*Education continued on page 20*

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Laurie Sigillito | FASTSIGNS of Durango, CO




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### UCMAS Mental Math

Startup Investment: $25,000
Cash Requirement: $15,000
Domestic Franchises: 43

UCMAS Mental Math is a child development program that was pioneered in Asia in 1993 and today we have over 5,000 centers in more than 49 countries worldwide, including the United States, United Kingdom, Spain, India, China, Australia and the Middle East. With over 1 million children trained worldwide, our UCMAS Learning Centers serve a real need—to boost child development and brainpower in kids aged 4 to 13 by offering Mental Math and Abacus training. Be part of a business that will make a difference to your life and to the life of kids in your community.

**FINANCE & TAX**

### Tax Centers of America

**Startup Investment: $15,000 - $45,000**
**Cash Requirement: $15,000 - $40,000**
**Domestic Franchises: 165**

Tax Centers of America is a recession-proof business with an unlimited opportunity for growth, and the greatest franchise business opportunity available in America today. We are the home of the "buy one get three free" franchise, and we offer a veterans discount and a enrolled agent discount.

### American Prosperity Group

**Startup Investment: $78,300 - $121,000**
**Cash Requirement: $100,000**
**Domestic Franchises: 17**

American Prosperity Group (APG) is the premier retirement and estate planning franchise in the nation, with diversified products and services, a state-of-the-art business system, and an outstanding franchise opportunity. We are dedicated to our clients, focusing on their needs first and foremost, and we pride ourselves on being fully trained retirement and estate planning specialists—not stockbrokers. With an APG franchise, you have the opportunity to achieve your financial dreams while helping others reach their financial goals.

### Liberty Tax Service

**Startup Investment: $56,800-$69,900**
**Cash Requirement: $56,800-$69,900**
**Domestic Franchises: 3,788**

Being passionate about the tax preparation business is a central theme in owning a Liberty Tax franchise. Buying a Liberty franchise really means buying into a lifestyle and a culture that values hard work and having fun, being empowered and calling the shots, and being a leader in a fast-growing tax preparation franchise business. Your support team provides the system, tools, and concepts you need to be successful as a franchisee. At Liberty Tax, we are a family. Together, we accomplish the Liberty Tax mission.

### Murphy Business & Financial

**Startup Investment: $45,750 - $113,600**
**Cash Requirement: $30,000**
**Domestic Franchises: 150**

Murphy Business & Financial Corporation provides new or experienced business brokers with the support to build a successful business brokerage firm with multiple revenue streams. These include ownership transfers, business valuations, equipment appraisals and sales, mergers/acquisitions, preferred franchise sale referrals and property management. **For more information on Murphy Business & Financial opportunities, call (727) 725-7090 or visit www.murphyfranchise.com.**

### Padgett Business Services

**Startup Investment: $105,955**
**Cash Requirement: $105,955**
**Domestic Franchises: 400**

Over 25,000 small businesses rely on Padgett Business Services franchise owners for a wide array of business services, including accounting, financial reporting, tax, government compliance, payroll services, and general business consulting. **For more information on Padgett Business Services opportunities, call (866) 729-8725 or visit www.smallbizpros.com.**




### Cash Plus
Startup Investment: $198,200 - $539,800
Cash Requirement: $100,000
Domestic Franchises: 53
Cash Plus is about as close to a bank as you can get in franchising. And, it's in one of the strongest, non-fad industries in the country. Our upscale, bank-like retail outlets serve the 55% of the population who live paycheck to paycheck – that equates to approximately 165 Million Americans. That's right, every consumer study points to the fact that more than 165 MILLION Americans need our services. By joining us, you have the option to invest in a single store or our 3-store express program. Our stores serve hard working middle income customers, the majority of whom have existing bank relationships. They patronize Cash Plus for the convenience we offer. **For more information on Cash Plus opportunities, call (877) 227-4758 or visit www.cashplusinc.com.**

## FITNESS

### Fitness Revolution
Startup Investment: $16,278 - $119,409
Cash Requirement: $16,278 - $119,409
Domestic Franchises: 125
Fitness Revolution is the fastest growing personal training franchise in the world today, but it's so much more. Fitness Revolution is a national network of like-minded fitness entrepreneurs committed to revolutionizing the fitness industry; a knowledgeable, professional team of coaches to help guide you over hurdles and unleash your business potential; an internal and external comprehensive marketing program; and an operational system that's a must if you are to ever have any freedom in your life whatsoever.

### Stroller Strides
Startup Investment: $5,309 - $51,790
Cash Requirement: $5,000 - $25,000
Domestic Franchises: 294
Stroller Strides is fitness for mom and fun for baby! Offering pre and post natal workouts in more than 40 states, Stroller Strides is one of the fastest growing franchises. Now offering two models, our Classic Model is the perfect business for anyone who has a passion for fitness and motherhood in an owner/operator model. The Business Development Model is ideal for a franchise owner who wants to operate an expanded business. In this model, the franchisee hires instructors to teach the class so that the franchisee can focus on developing, marketing, and supporting the business. Stroller Strides strives to be THE program to support moms in fitness, motherhood, and life.


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### Brickhouse Cardio Club
Startup Investment: $5,850 - $30,250
Cash Requirement: $7,500
Domestic Franchises: 61
Brickhouse Cardio Club is a fitness studio franchise focused on exciting group fitness classes. Our studios are women-centered and comfortable, with a supportive atmosphere where each of our members feel welcome and supported. Our driving goal is results for our members. The array of choices and locations that Brickhouse offers helps our members commit to a workout plan that fits their needs and schedule. Brickhouse provide a franchise support system to assist our franchisees in operating successful studios and we help with EVERYTHING from getting your business license setup to lease negotiation assistance to how to be a successful studio owner. **For more information on Brickhouse Cardio Club opportunities, call (877) 729-1023 or visit www.brickhousecardio.com.**

### Baby Boot Camp
Startup Investment: $3,690 - $9,699
Cash Requirement: $2,900 - $5,299
Domestic Franchises: 115
Baby Boot Camp offers prenatal and postpartum fitness and nutrition programs for moms. A Baby Boot Camp franchisee will offer indoor and outdoor core strength classes primarily oriented toward these moms. Most, but not all, class formats incorporate moms bringing their young children to class in a stroller; hence, we refer to this category as "stroller-based fitness." The primary target demographic for this franchise program is first-time moms with stroller-age children (usually between six weeks and four years old).

### Koko FitClub
Startup Investment: $286,000 - $516,000
Cash Requirement: $300,000
Domestic Franchises: 60
Hate gyms? So do we! They don't work for most of us. So, we created Koko FitClub. Koko works. Koko FitClub is the world's first and only automated personal training studio and the exclusive franchisor of the patented Koko Smartraining System. Fast and effective, with built in motivation, its innovative technology drives Koko FitClub's personalized fitness programs. Join the Club! And feel great about building your success with a groundbreaking franchise that's changing lives every day.

*Fitness continued on page 22*



## Paul & Peggy Grenauer

### The Salon Professional Academy Franchisees

Buffalo, NY

**Why did you decide to buy a franchise?**
We have always liked the business franchise model. Having owned a salon for 20 years, The Salon Professional Academy seemed a logical next step for us. The franchise model allows us to be years ahead of the game. We wouldn't be as successful as we now were it not for our franchisor.

**Why did you choose your franchise?**
The franchise was chosen because of three main reasons. First, because it was in the same business we were accustomed to. Second, Redken recommended it as a quality franchise. Redken is a very well-run company from the top down, and their word goes a long way with us. Third, we were able to get to know our franchisor very well. Even though the franchisor was in a beginning stage, we believed in the idea and the people running the company.

**What is the best part of being your own boss?**
We love the entrepreneurial spirit! Both of our parents were entrepreneurs, so I guess you can say it is on our blood. Developing a team of people to work toward a common goal through all of the highs and lows is exciting. Being affiliated with our franchisor allows us to be bigger than a mom-and-pop shop by having the resources of a large corporation at our fingertips.

**What is the worst part of being your own boss?**
Dealing with the public on a daily basis can wear on you, so it is important to take a break every so often to recharge the batteries.

**Where do you see yourself in five years?**
Continuing to develop our strong management team in order to open two more franchises.

**What advice do you have for prospective franchise buyers?**
Find a franchise you can really wrap your arms around. Spend time getting to know the franchisors. These are the people who you will be doing business with to start your franchise correctly. It is important they truly want to see you succeed. Consider a business coach, someone who will hold you accountable for your successes and failures, as you will have to do with your management team.

***For more information on The Salon Professional Academy opportunities, call (888) 478-6856 or visit www.specfranchise.com.***

### Crunch Fitness

**Startup Investment:** $304,500 - $1,395,500
**Cash Requirement:** $25,000 - $400,000
**Domestic Franchises:** 31

The Crunch Franchise is the most progressive and competitive fitness model in the U.S, with exceptional growth in all categories—unit sales, club openings, and member growth. Crunch believes in making exercise fun by fusing fitness, entertainment, an incredibly low price, and a pioneering philosophy of "No Judgments." **For more information on Crunch Fitness opportunities, call (800) 669-7162 or visit www.crunchfranchise.com.**

### Get In Shape For Women

**Startup Investment:** $51,341 - $200,594
**Cash Requirement:** $100,000
**Domestic Franchises:** 102

Get In Shape For Women offers small group personal training for women. Clients experience weight training, cardio, nutrition support, and accountability for a complete fitness program. The company operates more than 100 studios and expects to grow 25% each year toward its eventual goal of 5,000 locations worldwide.

FOOD & BEVERAGE

### Firehouse Subs

**Startup Investment:** $200,300 - $385,675
**Cash Requirement:** $70,000 - $100,000
**Domestic Franchises:** 494

As one of the country's fastest growing restaurant brands and a leader in the fast casual industry, the demand for our uniquely prepared specialty subs is growing by leaps and bounds, opening up opportunities for expansion in new and existing markets. With our strong brand identity, exceptional franchisee relationships, high average unit volume, well-defined real estate guidelines, and passionate executive team, Firehouse Subs is perfectly poised for development with the right investor. **For more information on Firehouse Subs opportunities, call (877) 887-8330 or visit firehousesubs.com/franchising.**


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### Culver's
**Startup Investment: $1,363,500 - $3,189,500**
**Cash Requirement: $350,000**
**Domestic Franchises: 466**
Culver's franchise partners all have one thing in common, and that's a commitment to our founding principles of freshness and quality, hospitality and service to the community. Our franchise partners are critical to Culver's success because as owner-operators they're engaged in their business every day, working side-by-side with their team, leading by example. We're looking for franchise partners with the leadership skills to take a team of people and operate a Culver's according to our high standards. You need energy and enthusiasm. You have to be willing to work hard. You have to love people and believe, as we do, that having a great heart is also good business.

### Auntie Anne's
**Startup Investment: $197,875 - $364,100**
**Cash Requirement: $20,000 - $80,000**
**Domestic Franchises: 997**
Auntie Anne's is the world's largest hand-rolled pretzel franchise. With over 1,100 locations worldwide, Auntie Anne's stores hand-roll and bake their irresistible pretzels in full view of customers. At Auntie Anne's, we're all about rolling out pretzel perfection. As part of Auntie Anne's involvement in the VetFran program, active and retired military candidates will pay a reduced franchise fee of $20,000 for any location they open. **For more information on Auntie Anne's opportunities, call (717) 435-1479 or visit www.auntieannesfranchising.com.**




### East Coast Wings & Grill
**Startup Investment: $242,500 - $675,000**
**Cash Requirement: $250,000 - $575,000**
**Domestic Franchises: 22**
East Coast Wings & Grill has strong unit economics because we've created a formula that works! We offer a wide variety of fresh menu items and the nation's #1 wings in 75 flavors and nine heat indexes in a full-service, casual dining experience. By focusing on our delicious food in a friendly environment, we're taking a wing concept to new heights! Transparency and an open FDD show our true value and brand integrity. We maintain superior satisfaction ratings with our franchisees and support them at every level. Fresh food, friendly, fun environment and a financially sound investment ... no wonder we're an irresistible opportunity for savvy investors looking for a proven concept. **For more information on East Coast Wings & Grill opportunities, call (800) 381-3802 or visit www.eastcoastwings.com.**

### LaRosa's Pizzeria
**Startup Investment: $900,000 - $1,200,000**
**Cash Requirement: $300,000**
**Domestic Franchises: 50**
LaRosa's is a family-style pizzeria serving over 40 menu items for dine in, carry out, or delivery. Our full service concept includes traditional table service as well as a bar and party area. Our guest service center gets pickup and delivery orders right the first time and treats our guests right, too. And our customer relationship management technology helps ensure guest loyalty. Our 65 pizzerias serve real family recipes from a real Italian family.

### Penn Station
**Startup Investment: $320,798 - $460,813**
**Cash Requirement: $175,000**
**Domestic Franchises: 254**
A Cincinnati-based upscale, fast-casual restaurant chain renowned for its legendary, made-to-order Philadelphia cheesesteak sub, fresh hand-cut fries, and fresh-squeezed lemonade, Penn Station has over 235 restaurants in 13 states. Projections call for 30 new restaurants in 2012, 40 in 2013, and 45 in 2014.

### Ground Round
**Startup Investment: $375,000 - $2,110,000**
**Cash Requirement: $500,000**
**Domestic Franchises: 29**
Ground Round Grill & Bar is a casual theme, two-room concept, catering to families with children in the dining room, and adults meeting friends in the sports lounge, with more than 40 years of successful operation. Since 2004, our franchisees have owned our brand and led our direction. Ground Round operates 25 restaurants in 12 U.S. States, and we offer a unique franchise opportunity to not only own a franchise, but also a share and stake in the overall company and its future success, with preferred royalty fees, terms, and voting rights for all its members. **For more information on Ground Round opportunities, visit www.groundroundfranchise.com.**

*Food & Beverage continued on page 24*

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### Hardee's
**Startup Investment: $1,085,000 - $1,515,500**
**Cash Requirement: $300,000**
**Domestic Franchises: 1,232**
At Hardee's, our next success story is you. We consistently out-deliver the competition with a menu strategy that focuses on developing premium, sit-down restaurant-quality menu items that offer the convenience and value of fast food. With our consistent track record of AUV sales growth and solid unit economics, we run the business so our franchisees can be successful. Celebrating over 50 years in the quick-service industry, Hardee's is a wholly owned subsidiary of CKE Restaurants. As of the end 2012, the company, through its subsidiaries, had a total of 3,307 franchised or company-operated restaurants in 42 states and in 28 countries.

### Bahama Buck's
**Startup Investment: $165,000 - $475,000**
**Cash Requirement: $80,000**
**Domestic Franchises: 26**
Lose the suit and tie, put on the shorts and flip flops, and join the nation's premier tropical dessert franchise. Consistently ranked as the nation's #1 tropical theme dessert shop, Bahama Buck's offers an upbeat blend of lifestyle and entrepreneurial opportunities. We've created an attractive franchise package enabling you to capitalize on the "Greatest Sno on Earth!" Surround yourself with fresh innovative products, new creative ideas, and an uncomplicated, streamlined approach to serving Bahama Buck's flavor fans -- people passionate about their taste buds! Bahama Buck's is putting amazing flavor back into franchising.

### Happy and Healthy Products
**Startup Investment: $34,508 - $89,045**
**Cash Requirement: $34,508 - $89,045**
**Domestic Franchises: 53**
Taste your future! Join us and become a part of a fun, flexible franchise family providing all natural and delicious products. We offer you a home-based, low investment, royalty-free franchise opportunity complete with training and guaranteed accounts. Work full-time or part-time—it's up to you!

### Papa Murphy's
**Startup Investment: $195,000 - $380,000**
**Cash Requirement: $80,000**
**Domestic Franchises: 1,265**
Papa Murphy's is the largest take-and-bake pizza company in the world with over 1,300 locations in the U.S. and Canada. The entire concept is built around the idea of take-and-bake menu options. By baking Papa Murphy's pizzas at home, customers get to experience the home-baked aroma of a convenient, delicious meal that the brand is known for. To franchise owners, Papa Murphy's offers an opportunity that is revolutionary with the simplistic business model at a great price.



*Photo courtesy of Young Rembrandts*

## Simple Simon's Pizza

**Startup Investment:** $89,500 - $593,500
**Cash Requirement:** $25,000
**Domestic Franchises:** 230

Simple Simon's Pizza was founded in 1982 based on a simple philosophy to serve the best quality pizzas, calzones, and sandwiches at the most affordable price in a family atmosphere that people can enjoy. **For more information on Simple Simon's Pizza opportunities, call (800) 261-6375 or visit www.simplesimonspizza.com/franchise.**

## Yogurtland

**Startup Investment:** $319,800 - $615,600
**Cash Requirement:** $46,000 - $524,600
**Domestic Franchises:** 130

Yogurtland is pioneering the experience of customer-created frozen yogurt, and it's quickly catching on in neighborhoods across the country and across the globe. But we're not just creating yogurt. We're also creating an irresistible business opportunity that's imminently enjoyable. Easily repeatable. And simply ingenious. **For more information on Yogurtland opportunities, call (949) 265-8000 x304 or visit www.yogurt-land.com/franchise.**




## Checkers & Rally's

**Startup Investment:** $111,000 - $825,000
**Cash Requirement:** $250,000
**Domestic Franchises:** 456

Checkers/Rally's Drive-In Restaurants is the largest double drive-thru restaurant chain in the United States. Today, the Tampa-based company develops, owns, operates, and franchises nearly 800 Checkers and Rally's restaurants across the U.S. In recent years, the brand has received some of the restaurant industry's most prestigious awards including the "Hot! Again" award from Nation's Restaurant News. **For more information on Checkers & Rally's opportunities, call (813) 283-7049 or visit www.checkersfranchise.com.**

## Marco's Pizza

**Startup Investment:** $218,000 - $418,500
**Cash Requirement:** $110,000 - $120,000
**Domestic Franchises:** 278

Marco's is a proven, profitable franchised business system with successful franchisees in states across the country. Marco's Pizza delivers the highest quality authentic Italian pizza on the market, where gourmet quality and better value deliver a taste that is truly different. People prefer the taste of Marco's pizza to that of competitors, which is why they will prefer to do business with you.

## Charley's Grilled Subs

**Startup Investment:** $103,000 - $432,800
**Cash Requirement:** $75,000 - $100,000
**Domestic Franchises:** 401

Charley's Grilled Subs is famous for their hot, fresh, made-to-order Philly steak sandwiches and other 100 percent USDA-certified choice steak, chicken and deli subs, gourmet fries, and freshly squeezed lemonade. Through the last 26 years, they've built a base of knowledge, experience, and resources that they extend to their franchise partners.

## Captain D's

**Startup Investment:** $206,000 - $1,281,400
**Cash Requirement:** $300,000
**Domestic Franchises:** 240

At Captain D's, we're dedicated to serving high quality seafood at reasonable prices, all while offering the best dining experience in the industry. We've had over 40 years to perfect our recipe for success—including outstanding product quality, a wide variety of comprehensive support and training opportunities, and the highest quick-service restaurant unit sales volume in the seafood industry. **For more information on Captain D's opportunities, call (615) 231-2027 or visit www.captainds.com/franchise.**

*Food & Beverage continued on page 26*

### Village Inn
**Startup Investment: $695,000 - $2,178,000**
**Cash Requirement: $695,000 - $2,178,000**
**Domestic Franchises: 89**
Village Inn is a proven family-restaurant brand that follows a simple recipe for success: Provide good food and good feelings at a reasonable price in a relaxing atmosphere. By treating our customers to consistently great-tasting food, extra-friendly service and sparkling-clean restaurants, we keep them coming back to us.

### Repicci's Italian Ice
**Startup Investment: $49,500 - $99,900**
**Cash Requirement: $250,000**
**Domestic Franchises: 48**
Repicci's Italian Ice franchise program is designed for investors of all sizes. A professional concept, exclusive territories, comprehensive initial training, ongoing field sales assistance, and continuous management consultation are all part of our function. Our new mobile concept for 2013 will add convenience and expanded revenue opportunities and include our gelato, gelati, and coffee products.

### Biggby Coffee
**Startup Investment: $175,850 - $340,100**
**Cash Requirement: $70,000**
**Domestic Franchises: 142**
BIGGBY® COFFEE was based on the founding principle that coffee-lovers and the coffee-curious alike would benefit from a less pretentious approach to the standard gourmet café paradigm. With low start-up costs and proven systems, BIGGBY® COFFEE has grown at a rate that far exceeds others in the industry.

### Donatos Pizza
**Startup Investment: $370,000 - $681,900**
**Cash Requirement: $500,000**
**Domestic Franchises: 106**
After nearly 50 years in the pizza business, Donatos Pizza has developed a unique combination of advantages that set us apart and provide our Franchise Partners clear advantages through our premium-quality products, a battle-tested operations platform, and highly committed franchise professionals. Our company culture is grounded in our mission to promote goodwill through our products, service, principles, and people. We're seeking like-minded restaurant professionals who want to grow with a brand they can be proud of. **For more information on Donatos Pizza opportunities, call (614) 416-7772 or visit www.donatospizzafranchise.com.**

### Barberitos
**Startup Investment: $109,800 - $544,025**
**Cash Requirement: $109,800 - $544,025**
**Domestic Franchises: 24**
Barberitos' mission is to become the market leader in the quick-serve burrito industry. We are committed to serving the freshest and highest quality food, in a prompt, efficient manner with great customer service. Barberitos offers single and multi-store deals with a discount on multi-units. We offer top-level support to franchisees including lowering food and labor costs, site selection, design, construction, marketing, management, six-week training, and on-site training. Barberitos' year-to-date same-store sales are up by 11.28%. Barberitos' year-to-date system-wide sales are up by 25.09%.

### McAlister's Deli
**Startup Investment: $650,000.00**
**Cash Requirement: $30,000 - $35,000**
**Domestic Franchises: 266**
McAlister's Deli provides fresh quality products with uncompromising service that is sure to please the most price-conscious consumer. At McAlister's Deli, we provide our franchisees with the systems and resources needed to operate their restaurant. Our support services include training, research and development, marketing and advertising, and operation services. **For more information on McAlister's Deli opportunities, call (601) 952-1120 or visit www.mcalistersdeli.com.**

### Nothing Bundt Cakes
**Startup Investment: $361,754 - $412,076**
**Cash Requirement: $100,000**
**Domestic Franchises: 63**
Nothing Bundt Cakes is a smart, simple retail bakery concept offering delectable bundt cakes that can be decorated for any occasion. We offer 10 different flavors and 4 different sizes including the bite-sized bundtini, individual-sized bundtlet, 8-inch and 10-inch cakes. This is a family friendly business that brightens any community and offers clever gift-giving ideas to business clientele.



### MOOYAH
**Startup Investment: $334,950 - $529,700**
**Cash Requirement: $250,000**
**Domestic Franchises: 50**
MOOYAH Burgers, Fries & Shakes has a fresh, fun, and vibrant atmosphere with excellent guest service and a contagious amount of energy. The menu is as simple as it gets, focusing on burgers, fries, and, to satisfy the occasional sweet tooth, thick and frosty shakes. Every MOOYAH burger is made to order with 100% fresh American beef and freshly baked in-house buns. From the moment the guests enter the door, their five senses are overwhelmed with the "MOOYAH" experience. MOOYAH will never be all things to all people. Instead, we're a celebration of all things burger. Because even if you can't quite explain it, you'll know it when you take that first bite. MOOYAH burgers are just better. And that's just what we're going for. **For more information on MOOYAH opportunities, visit www.mooyah.com.**

### HuHot Mongolian Grill
**Startup Investment: $777,000 - $967,000**
**Cash Requirement: $300,000 - $500,000**
**Domestic Franchises: 33**
HuHot is a bold, exciting oasis in a desert of boring restaurant concepts. HuHot Mongolian Grills opened its first store in Missoula, MT, in 1999 and opened its first franchise location in 2002. Business strategies include focus on internal business operational optimization and differentiated growth by emphasizing fast, fresh, healthy, customer-oriented, full-service restaurants.


Enjoy Success with Significance. Own a Right at Home Franchise.

As a Right at Home franchisee, your caregivers will provide services such as meal preparation, companionship and medication reminders for people needing assistance with everyday tasks, enabling them to remain in the place they are most comfortable...Right in their own home.

Our business model is tested, reliable and high performing. No medical experience is required, but the will and drive to succeed is.

A Right at Home franchise offers

- Low start up cost
- Be up and running in as little as 120 days
- Extensive training
- Strong business model
- Essential business in a fast growing market
- Average sales per office in 2011: $1,000,000*‡
- Average yearly sales increase: 16.7%**‡

If you're ready to make a difference in your life and the lives of others call 877-697-7537 or visit rightathomefranchise.com





Right at Home In Home Care & Assistance

Right At Home Inc., 6464 Center St. Suite 150, Omaha, NE 68106. MN# F-4053. This information is not intended as an offer to sell, or the solicitation of an offer to buy, a franchise. It is for information purposes only. Please consult your financial advisor before making any investments. *Net Billings in 2011 for 191 Offices open one year or more as of December 31, 2011. 66 or 35% of these Offices attained or surpassed the represented level of financial performance. **Based on Average Net Billings Percent Increase from 2010 to 2011 of 191 Offices open one year or more as of December 31, 2011. ‡There is no assurance that your Franchised Business will do as well as those Offices referenced above. Actual results vary from business to business.


### Bruegger's Bagels
**Startup Investment: $389,600 - $591,600**
**Cash Requirement: $450,000**
**Domestic Franchises: 104**
Bruegger's Bagels, a leader in the fast-casual restaurant segment, has over 300 Bruegger's bakeries in North America with 104 of those operated by franchisees. Renowned for its award-winning bagels, Bruegger's offers a wide variety of freshly prepared breakfast and lunch options made with high quality, simple ingredients served with its unique brand of hospitality. Bruegger's Bagels is dedicated to the communities it serves and supports charitable causes locally and nationally. BEI's parent company, Groupe Le Duff, SA, is the world's second largest company in the café-bakery sector. Founded in 1983, BEI is headquartered in Burlington, VT. **For more information on Bruegger's Bagels opportunities, call (866) 660-4104 or visit brueggers.com/become-a-franchisee/.**

### Uno Chicago Grill
**Startup Investment: $1,500,000 - $2,500,000**
**Cash Requirement: 500,000 - $1,000,000**
**Domestic Franchises: 49**
Uno draws its identity and inspiration from the artisan heritage of the original deep dish pizza restaurant at the corner of Ohio & Wabash. Each restaurant still makes their deep dish pizza fresh, from scratch every day. **For more information on Uno Chicago Grill opportunities, call (617) 218-5271 or visit www.unos.com.**

### Quaker Steak & Lube
**Startup Investment: $1,150,000-$4,300,000**
**Cash Requirement: $1,150,000-$4,300,000**
**Domestic Franchises: 41**
Quaker Steak & Lube has been a successful food concept for over 35 years. The unique motorsports-themed décor, including race cars suspended from the ceilings, motorcycles, Corvettes and gas station memorabilia, combined with the crave-able food and high-octane events, have created a cult-like following for The Lube. With a focus on servicing both the guest and franchisee alike, the brand management team is committed to assisting with each restaurant's success.

### Kilwin's Chocolate and Ice Cream
**Startup Investment: $307,897 - $496,293**
**Cash Requirement: $125,000 - $130,000**
**Domestic Franchises: 83**
Since 1947, Kilwin's has been a celebrated part of America having earned a reputation for providing high quality products and excellent service. Our hand-crafted chocolates, hand-paddled fudge, and original recipe ice cream are kitchen-made fresh from premium ingredients and original recipes. Enjoy best-in-class store sales, excellent training, strong support, and a proven business mode that works!

*Food & Beverage continued on page 28*

## Zoup!

**Startup Investment: $327,500 - $563,000**
**Cash Requirement: $150,000**
**Domestic Franchises: 41**

Founded in 1998, Zoup! is the leading fast-casual soup concept restaurant that is defining the category with its premium and proprietary soups and other recipes. A dining experience that features 12 always-rotating soup varieties each day in an environment that focuses on comfort, satisfaction, and convenience. With the same "Everything Matters" philosophy that ensures quality, satisfaction, and convenience for customers, Zoup! has created the infrastructure, systems, and support programs that give franchisees the tools they need to build their own successful businesses. In addition to the opportunity to own a one-of-a-kind, exciting business that has a proven record of success, Zoup! franchisees enjoy a strong niche positioning consistent with consumer preferences, and availability of great territories. **For more information on Zoup! opportunities, call (800) 940-9687 or visit www.zoupfranchise.com.**

## Great Wraps

**Startup Investment: $125,000 - $335,000**
**Cash Requirement: $70,000**
**Domestic Franchises: 76**

Great Wraps: The NEW American Sandwich is wowing crowds everywhere with their unique and healthy hot wraps and grilled sandwiches. Great Wraps franchisees share tremendous passion and pride in serving a hot sandwich menu that is fresher and tastier than the traditional subs and sandwich. Our business formula includes everything you'll need, and the operation is so simple to learn, you don't even need prior food experience.

## Genghis Grill

**Startup Investment: $450,000 - $750,000**
**Cash Requirement: $500,000 - $1,000,000**
**Domestic Franchises: 88**

The Genghis Grill system is successful because of its unique energy and its commitment to some of the highest operating standards in the industry. The advantages to owning a Genghis Grill franchise are as numerous as the "khanbinations" available in our restaurants. Genghis Grill provides assistance through every phase of the development process, from site selection and design to training and hosting your grand opening. Since the inception of this fun and interactive concept, Genghis Grill has carefully built an experienced team of franchise and restaurant professionals to assist you. **For more information on Genghis Grill opportunities, call (214) 673-0670 or visit www.genghisgrill.com/franchising.php.**

## Straw Hat Pizza

**Startup Investment: $237,000 - $511,000**
**Cash Requirement: $60,000 - $80,000**
**Domestic Franchises: 56**

For over 50 years, Straw Hat Pizza has taken pride in building strong relationships within our communities by supporting schools, nonprofits, and youth sports programs. Straw Hat Pizza serves up fresh products and natural ingredients with an emphasis on "slow food"—finding the best quality produce within 100 miles of our stores and customers.

## Hurricane Grill & Wings

**Startup Investment: $297,000 - $847,000**
**Cash Requirement: $250,000**
**Domestic Franchises: 50**

We at Hurricane Grill & Wings are experiencing phenomenal demand for our franchises nationwide, and the growth of our brand and our business is matching that demand on a daily basis. Hurricane Grill & Wings has been able to increase our average unit volumes to over $1.5 million and an unmatched 3:1 sales to investment ratio. Much of our success is based on the strength of our concept and our business model.

### HEALTH & BEAUTY

## Palm Beach Tan

**Startup Investment: $554,725 - $821,375**
**Cash Requirement: $250,000**
**Domestic Franchises: 140**

At Palm Beach Tan, our 20-year track record of success comes from delivering what appearance-conscious customers want. With salons coast-to-coast, we are the established, nationally recognized market leader in the indoor tanning market.

## European Wax Center

**Startup Investment: $292,200 - $374,897**
**Cash Requirement: $200,000 - $400,000**
**Domestic Franchises: 429**

European Wax Center is the nation's leader in comfortable, healthy waxing. It is determined to position itself as a key player in the world of franchising. In developing its franchise opportunity, European Wax Center wanted to understand the real concerns of potential franchisees. For this reason, European Wax Center values the opinions and insights of its existing franchisees and utilizes their knowledge to establish a business model that meets the needs of the team.



### The Woodhouse Day Spas
**Startup Investment: $392,750 - $510,000**
**Cash Requirement: $200,000**
**Domestic Franchises: 28**
The demand for the spa experience is stronger than ever due to the aging boomer population. With our years of experience and a growing brand, The Woodhouse Day Spas stands out when it comes to our concept and the way it is positioned in the marketplace. The power of The Woodhouse Day Spas' business model and its use of technology make us not just another neighborhood day spa. In addition, the company's core values—all steeped in honesty, integrity, and trust—permeate the entire culture from the home office team to the franchisees and ultimately is passed on to each individual guest. That is what makes The Woodhouse Day Spas different.

### Sport Clips
**Startup Investment: $156,000 - $200,000**
**Cash Requirement: $100,000**
**Domestic Franchises: 960**
At Sport Clips, our motto is "It's good to be a guy." That's because we've created a place where guys get more than a great haircut. They get a great experience. But not just customers are having a winning experience. Our franchisees are, too. That's because, for aspiring business owners, we are committed to offering more than just a franchise. We offer a business opportunity with reasonable start-up costs, a huge untapped customer base, and many levels of support to help ensure your success. Sport Clips is one of the easiest-to-execute, most-fun segments in the multi-billion dollar hair care industry! Most new businesses require you to become an owner operator, but when you become a Sport Clips franchisee, we recommend you keep your career! Our proven, manager-run business model lets you maintain your current position while you build your wealth. And you need no previous industry experience whatsoever.




### The Salon Professional Academy
**Startup Investment: $800,000 -$1,000,000**
**Cash Requirement: $350,000**
**Domestic Franchises: 26**
Our focus on excellence in education translates into the franchise opportunities we offer. Our qualified graduates are tomorrow's leading salon and spa professionals. As a TSPA owner you have instant access to these graduates through our networking events and by scheduling interviews. **For more information on The Salon Professional Academy opportunities, call (888) 478-6856 or visit www.specfranchise.com.**

### Massage Heights
**Startup Investment: $224,100 - $818,150**
**Cash Requirement: $136,000 - $365,000**
**Domestic Franchises: 86**
Massage Heights began in San Antonio in 2004. Today, we have dozens of locations open with aggressive growth planned throughout the U.S. Our mission is to help all types of people incorporate convenient, high-quality, rejuvenating massage into their healthy lifestyles.

**HOME SERVICES**

### CertaPro Painters
**Startup Investment: $129,000 - $154,000**
**Cash Requirement: $75,000**
**Domestic Franchises: 405**
In business, reputation is king. Our customers have made the CertaPro brand the most trusted, most referred and most reliable in the $40-billion painting industry. Our name is synonymous with excellence, a position we've earned due to our hardworking franchisees and their commitment to redefining the home service industry. Recognized as a category leader by Entrepreneur magazine, as well as Franchise Business Review and the Canadian Franchise Association, for outstanding franchisee relations and support, CertaPro leverages the experience of nearly 20 years of leadership to start growing your own business. **For more information on CertaPro Painters opportunities, call (800) 689-7494 or visit www.certapro-franchise.com.**

### Miracle Method Surface Refinishing
**Startup Investment: $85,000 - $125,000**
**Cash Requirement: $67,500 - $107,500**
**Domestic Franchises: 130**
The nation's largest surface refinishing franchise, Miracle Method offers onsite services to homeowners, hotels, colleges, and property managers as a money-saving alternative to removal and replacement of bathtubs, tile, fiberglass, and kitchen countertops. We don't just teach refinishing; we train franchisees on how to operate a highly successful and profitable business whose services are in big demand. Consistently ranked in the top five of FBR's Top 50 for Franchisee Satisfaction, Miracle Method's 15 days of training, and ongoing administrative, marketing, and technical support assures you the greatest opportunity for success.

### Budget Blinds
**Startup Investment: $89,000 - $187,000**
**Cash Requirement: $74,950**
**Domestic Franchises: 750**
Budget Blinds was founded in 1992 and currently boasts over 800 franchise territories serving nearly 4,000 cities throughout the United States and Canada. The company offers customers a full line of quality window coverings and provides free in-home consultations as well as measuring and installation services. Budget Blinds has been recognized as a leader in the franchise industry by organizations such as Entrepreneur, AllBusiness, and Franchise Business Review. With a strong vendor alliance program and growing product portfolio, Budget Blinds is the clear franchising leader in the multi-billion-dollar window coverings market.

*Home Services continued on page 30*

## WOW 1 DAY! Painting

**Startup Investment:** $90,000
**Cash Requirement:** $90,000
**Domestic Franchises:** 20

WOW 1 DAY! Painting is the world's first painting company that guarantees to paint homes or businesses in a single day. This exciting franchise opportunity is breathing new life into the stagnant painting industry and is founded by Brian Scudamore, the same entrepreneur behind the massively successful 1-800-GOT-JUNK? franchise system. **For more information on WOW 1 Day! Painting opportunities, call (866) 475-6842 or visit www.wow1daypainters.com.**

## Surface Specialists Systems

**Startup Investment:** $46,000 - $75,500
**Cash Requirement:** $25,000
**Domestic Franchises:** 45

By offering a much greater variety of service options than any other franchise in the bathroom and kitchen repair and refinishing industry, and capitalizing on our 30 years of experience, Surface Specialists' reputation as "The Repair & Refinishing Experts" is not just a slogan or a tagline. It is a proven fact. We are looking for self-motivated individuals who possess blue collar skills and an executive mindset and who also believe in the importance of top quality workmanship and being the best in their field. **For more information on Surface Specialists Systems opportunities, call (866) 239-8707 or visit www.surfacespecialists.com.**

## Five Star Painting

**Startup Investment:** $55,000 - $75,000
**Cash Requirement:** $45,000
**Domestic Franchises:** 90

Five Star Painting is the clear leader in the painting franchise industry. We have revolutionized the painting industry through "complete" marketing including a state-of-the-art call center, online lead generation, and franchisee support tools to allow our franchisees to scale and grow in one of America's largest industries. Contact us to find out more.

## ASP - America's Swimming Pool Company

**Startup Investment:** $49,200 - $89,500
**Cash Requirement:** $25,000
**Domestic Franchises:** 113

ASP – America's Swimming Pool Co., the Southeast's most respected swimming pool maintenance and repair franchise, was established in 2001 by Stewart Vernon of Macon, Ga. The company was built on the belief that providing the highest-quality pool maintenance with competitive pricing and a high level of dependability would attract customers.




*Photo courtesy of MOOYAH*

## HouseMaster

**Startup Investment:** $59,200 - $89,200
**Cash Requirement:** $45,000
**Domestic Franchises:** 365

HouseMaster has been helping entrepreneurs from all educational and business backgrounds realize their dreams for the past 33 years, and has collectively performed over 2 million inspections. It is our motto to go above and beyond in supporting our franchisees, providing training, comprehensive business planning, marketing and operations support, resources, and coaching in all areas of the business. Franchisee and customer satisfaction alike, along with the highest level of quality service, are why HouseMaster continues to be the recognized authority on everything home inspection. **For more information on HouseMaster opportunities, call (800) 526-3939 or visit www.housemaster.com.**

## Pillar To Post

**Startup Investment:** $30,700 - $42,750
**Cash Requirement:** $14,900
**Domestic Franchises:** 362

Pillar to Post is the largest and leading home inspection company in North America. If you're ready to make your next move in life, why not consider a home-based business that allows you to make a difference in your customer's lives. Pillar to Post is a low startup cost franchise with 18 years of proven success. We provide the solid technical training and support you need to take your business to the next level.

## The Glass Guru

**Startup Investment:** $27,190 - $113,990
**Cash Requirement:** $15,000 - $75,000
**Domestic Franchises:** 58

The Glass Guru is the fastest growing franchise in the window market segment. Glass Guru's Entrepreneur Magazine rankings move up annually: now #273 - Top 500 List, #12 - Top 50 New Franchises and #50 - Top Low-Cost Franchises(generally less than $50k). Their cutting-edge moisture-removal "Micro-Vent" technology is patent-pending, money-saving, and a "green" technology—saving energy and reducinglandfill waste. Offering new solutions to common problems, it's no wonder Glass Guru franchisees keep growing, and gaining market share. Glass Guru franchisees, overall, are quickly generating positive cash flow—some within the first quarter of operations—and have a closing ratio over 2x greater than the industry average.

## ShelfGenie

**Startup Investment:** $70,000 - $125,000
**Cash Requirement:** $45,000
**Domestic Franchises:** 120

As a ShelfGenie franchise owner, you'll be part of a dynamic company with well established standards and procedures. We have meticulously planned everything down to the last detail, and you'll enjoy countless advantages. You'll be able to offer an extraordinary product with numerous potential revenue opportunities throughout a customer's home, as well as in commercial installations. You'll also have the opportunity to benefit from our experience, having installed thousands of projects, plus our ongoing research and development of the ShelfGenie brand, with new products introduced on a regular basis.



*Photo courtesy of ASP - America's Swimming Pool Company*

### Bath Fitter
**Startup Investment: $190,000 - $270,000**
**Cash Requirement: $250,000 - $350,000**
**Domestic Franchises: 220**
Bath Fitter has revolutionized the way people remodel their bathrooms—and now you can be a part of the exciting bathroom renovation industry. As North America's largest manufacturer of acrylic bathtubs, tub surrounds and replacement showers, we take pride in having transformed millions of bathrooms in private homes, hotels, motels, apartment complexes, dormitories, and military bases. With more than 200 rapidly growing locations—and more being added every year—Bath Fitter has become the recognized bathroom remodeling industry leader.

### Closets By Design
**Startup Investment: $124,900 - $278,400**
**Cash Requirement: $124,900 - $278,400**
**Domestic Franchises: 32**
With a proven business model, Closets by Design Franchising provides its franchisees with a unique business opportunity in a growing industry that is both fun and rewarding. If you believe you are the right candidate to own, operate, and grow a successful business then call today to learn more about joining the leading franchise system. At Closets by Design we put you in business for yourself but not by yourself.

### HandyPro Handyman
**Startup Investment: $68,000 - $107,000**
**Cash Requirement: $125,000**
**Domestic Franchises: 18**
We are an alternative to the other side of senior care and have a great duel business density niche by incorporating home maintenance (our Honey Do List) with home modifications, creating a larger dense return referral for up to 10 years. (Home modifications are about making the existing residence fit the loved ones needs as well as generational family aspect through modifications such as stair lifts, safe patient transferring, bathing solutions, etc.).

### Screenmobile
**Startup Investment: $74,900 - $112,700**
**Cash Requirement: $50,000**
**Domestic Franchises: 85**
Screenmobile offers a home-based business franchise opportunity that specializes in window, door, and patio porch screen products. A national franchise with nearly 100 locations and growing, Screenmobile is positioned to be a dominate force in the home improvement industry.


Our Town America is the Nation's Premiere Welcoming Organization.

Since 1972, we've been providing new movers with traditional hospitality by mailing warm gifts from neighborhood businesses in a premium gift certificate package. Thousands of satisfied business owners throughout the United States attest to the success and effectiveness of our program, while dozens of locally owned Our Town America franchises validate our success as a viable business opportunity.

The Our Town America Franchise program includes start-up training with a comprehensive 5-day training course at the corporate office (Saint Petersburg, FL or an approved franchisee training facility) with on-going support including weekly conference calls, Regional Director assistance, where applicable, intranet and our conventions. This can be a home-based business or larger office based, and we offer $10,000 off our franchise fee for honorably discharged veterans.




Our Town America
A FRANCHISING CORPORATION

1-800-497-8360 | franchising@ourtownamerica.com

## PET SERVICES

### G'Day Pet Care
**Startup Investment: $23,850 - $72,100**
**Cash Requirement: $10,500 - $12,500**
**Domestic Franchises: 25**
Americans love their pets! They now spend more than $51 billion on them, with annual spending increasing year-over-year. G'day! Pet Care is the only nationwide pet-care provider to offer specialized services in three categories: Pet Care, Premium Pet Food with FREE Home Delivery, and Home Care. All services are customized to clients' needs and delivered by Red Cross Pet First Aid-certified Pet Care Professionals. With exclusive territories, specialized training, customized marketing programs, and ongoing business support, G'day! offers franchise owners a low-investment, scalable, home-based business with recurring customers and multiple revenue streams.

### Sit Means Sit
**Startup Investment: $21,125 - $93,850**
**Cash Requirement: $15,000**
**Domestic Franchises: 71**
You receive a lot more than just learning how to effectively train dogs; you learn how to make a living in the dog training business. There is a big difference. As a Sit Means Sit franchisee, you receive all the training protocols, business support, and knowledge developed over years of success. In addition to becoming a Sit Means Sit dog trainer, the franchise system includes branding, advertising and marketing help, sales training, add-on products, and more.

## REAL ESTATE

### Sotheby's International Realty
**Startup Investment: $194,050 - $619,500**
**Cash Requirement: $50,000 - $100,000**
**Domestic Franchises: 346**
Founded in 1976 to provide independent brokerages with a powerful marketing and referral program for luxury listings, the Sotheby's International Realty Affiliates LLC network was designed to connect the finest independent real estate companies to the most prestigious clientele in the world.

### Better Homes and Gardens Real Estate
**Startup Investment: $62,470 - $511,550**
**Cash Requirement: $100,000**
**Domestic Franchises: 237**
Better Homes and Gardens Real Estate launched in 2008 with an innovative value proposition: to be the industry's preeminent lifestyle real estate brand. We are dedicated to maintaining long-term customer relationships and building strategic partnerships with leading real estate companies, and we pride ourselves on keeping technology leadership and service innovation at the core of our business. Our business values—passion, authenticity, innovation, growth, and excellence—have fueled our rapid and strategic growth.

### United Country Real Estate
**Startup Investment: $15,000 - $25,000**
**Cash Requirement: $12,500**
**Domestic Franchises: 519**
United Country Real Estate is the largest, fully integrated network of conventional and auction real estate professionals in the U.S. We've been innovators in real estate marketing since 1925, specializing in properties in America's small cities, towns, and recreational areas. When you join our family of nearly 550 offices, you profit from our comprehensive marketing program that includes one of the largest portfolios of property marketing websites (more than 3,000 separate sites and traffic of approximately 3 million visitors per month), multiple United Country Real Estate catalogs with international distribution, an extensive buyer database and national advertising of local properties that reaches more than 90 million homes per week.

### G.J. Gardner Homes
**Startup Investment: $70,000 - $100,000**
**Cash Requirement: $109,700 - $115,200**
**Domestic Franchises: 24**
Joining G.J. Gardner Homes means we put systems and procedures in place so the franchisee's time is used to their best advantage. We ensure that people are trained in our systems so the office runs effectively and efficiently. This means that once the franchise is up and running effectively the franchisee can have a manager take their place and run the business on a day-to-day basis and leave the franchisee to just oversee the business and focus on doing the things they are passionate about. **For more information on G.J. Gardner Homes opportunities, call (858) 309-2545 or visit www.gjgardner.com.**

### Coldwell Banker
**Startup Investment: $169,970 - $495,550**
**Cash Requirement: $75,000 - $150,000**
**Domestic Franchises: 1,660**
Coldwell Banker is the oldest national real estate brand, which currently consists of nearly 82,000 agents in approximately 3,100 offices in 50 countries. Coldwell Banker is known for its legacy dating back to 1906, its commitment to industry-leading innovation and its network of trusted agents. Aligning with Coldwell Banker Real gives you all the technology, resources and brand recognition you need to attract new business and the best talent, so you're always ahead of the competition. **For more information on Coldwell Banker opportunities, call (973) 407-7567 or visit www.coldwellbanker.com/join/franchise.**




### Rapid Realty NYC

**Startup Investment:** $90,000 - $150,000
**Cash Requirement:** $110,000
**Domestic Franchises:** 60

Rapid Realty NYC is the nation's first rental-based real estate franchise system. Rapid's unique, team-based approach to real estate makes it easy to start earning right away in a fun, cooperative environment. We grew from one location to 60 in just three years. Call us to find out what all the buzz is about. **For more information on Rapid Realty NYC opportunities, call (917) 577-0261 or visit www.rapidnyc.com/franchise.**

### HomeVestors of America

**Startup Investment:** $41,300 - $338,250
**Cash Requirement:** $50,000 - $200,000
**Domestic Franchises:** 280

We're America's #1 home buyer, instantly recognized across the country as the "We Buy Ugly Houses" company. This strong brand awareness, together with our powerful marketing strategy, generates a steady stream of leads. We offer financing for buying and rehabbing houses and world-class training and support. HomeVestors offers a full-service franchisee as well as an associate franchise, which is targeted to individuals and investors who want to work part-time in the business. **For more information on HomeVestors of America opportunities, call (800) 704-6992 or visit www.homevestorsfranchise.com.**

### Help-U-Sell

**Startup Investment:** $25,000 - $60,000
**Cash Requirement:** $17,500
**Domestic Franchises:** 103

At Help-U-Sell Real Estate, we pride ourselves on efficiency, affordability, and satisfaction, for our franchisees and their clients. As one of our franchisees, you will receive support every step of the way—from one-on-one coaching to weekly training sessions. Your technology tools will include a free website, a lead-generation management system, a new mobile application, and in-house tech support. Plus, your low set-fee business model will attract sellers in today's equity-challenged market. It has never been a better time to join the Help-U-Sell family. We invite you to speak with us today.

### Showhomes Home Staging

**Startup Investment:** $43,800 - $75,500
**Cash Requirement:** $10,000
**Domestic Franchises:** 65

Join Showhomes, a home staging business with a twist. One of the top 50 franchise companies in the U.S., and one of the top 30 low-investment franchises, Showhomes is growing and helping solve the housing crisis by staging one home at a time. If you love real estate and looking at homes and enjoy working with people, discover how a Showhomes franchise could be a great fit for you!



*Photo courtesy of McAlister's Deli*

**RETAIL**




### Rhea Lana's

**Startup Investment:** $16,050 - $33,050
**Cash Requirement:** $8,000 - $10,500
**Domestic Franchises:** 62

Rhea Lana's is a national children's consignment franchisor, founded in 1997. Rhea Lana franchises host seasonal events while building meaningful relationships in the communities in which they serve. As the leader in the industry, Rhea Lana's offers trusted, upscale consignment opportunities to families across America. Rhea Lana's trademarked and innovative software provides real-time tracking of sales for consignors and complete management tools for franchise owners. Rhea Lana's focus on superior customer service and Golden Rule leadership has allowed the company to grow with 100 percent franchise success in four years of franchising. **For more information on Rhea Lana's opportunities, call (501) 499-0009 or visit www.rhealana.com/franchise-opportunities.**




### Wild Birds Unlimited

**Startup Investment:** $95,273 - $161,837
**Cash Requirement:** $25,000 - $35,000
**Domestic Franchises:** 280

Wild Birds Unlimited owners are their local communities' backyard bird feeding specialists and a premiere source for nature information as well as quality products. But who we are goes far beyond the items we sell. It's our owners' commitment to their customers that distinguishes them from other retailers, a fact that makes us very proud. Wild Birds Unlimited owners enjoy helping their customers understand birds and nature, swapping stories about the latest bird sightings and seeing other people share their excitement. **For more information on Wild Birds Unlimited opportunities, call (888) 730-7108 or visit www.wbufranchise.com.**

### Just Between Friends

**Startup Investment:** $24,500 - $32,500
**Cash Requirement:** $12,900
**Domestic Franchises:** 129

Just Between Friends is the nation's leading children's and maternity consignment sales event franchise. Just Between Friends franchises lead the market through use of proprietary point-of-service software with backend internet software and support, and professional branding through targeted marketing materials.

*Retail continued on page 34*

### Aaron's
**Startup Investment:** $233,870 - $607,580
**Cash Requirement:** $15,000 - $50,000
**Domestic Franchises:** 622
Our owners receive the most professional and unrivaled support that you'll find in the industry. From pre-opening assistance, detailed training, traffic-generating marketing initiatives, and inventory financing to volume purchasing, we know of no other franchisor that provides the breadth and depth of support like Aaron's.

### Brilliant Sky Toys & Books
**Startup Investment:** $196,000 - $424,000
**Cash Requirement:** $100,000
**Domestic Franchises:** 15
Brilliant Sky Toys & Books stores focus on providing the highest quality playthings, the finest books, and enjoyable events in an interactive atmosphere to offer value and enlightenment to the families of our communities. Brilliant Sky is more than just an exceptional retail concept—it's a growing national brand, a state-of-the-art business system, and a world-class franchise opportunity.

### Mainstream Boutique
**Startup Investment:** $43,650 -$129,500
**Cash Requirement:** $25,000
**Domestic Franchises:** 25
Mainstream Boutique is an exciting retail fashion franchise concept that sells the fashion world's most unique clothing, accessories, and giftware at franchise-owned retail boutiques across the country. Mainstream's proven business model and commitment to our franchises has made starting a successful business a very rewarding experience!

### FAST-FIX Jewelry & Watch Repairs
**Startup Investment:** $75,000 - $125,000
**Cash Requirement:** $100,000
**Domestic Franchises:** 155
For over 28 years FAST-FIX has delivered a much needed service nationwide. Offering professional jewelry and watch repairs while customers shop in high traffic shopping malls. No jewelry experience is necessary; our owners come from a wide variety of backgrounds. FAST-FIX performs ring sizing, chain repair, watch repair, watch batteries, eyeglass repair, engraving, cell phone repair, and much more! High margins and a turnkey operation have made us a franchise that has stood the test of time.

### Big Frog Custom T-Shirts
**Startup Investment:** $175,000 - $185,000
**Cash Requirement:** $75,000
**Domestic Franchises:** 49
Big Frog Custom T-Shirts offers a new unique turnkey light manufacturing retail franchise concept with a reasonable investment level driven by new state-of-the-art green technology in a multi-billion-dollar recession-resistant industry. Some of the many benefits of Big Frog franchise ownership include: requires only 2 employees; designated territory; fun, full comprehensive training; fantastic ongoing support; cash-based business; small inventory; super marketing tools; and ability to own more than one location. If you have the drive, ambition, and desire to own your own business, Big Frog may be the opportunity for you.

### Sears Hometown & Outlet
**Startup Investment:** $177,500 - $1,013,500
**Cash Requirement** $125,000 - $350,000
**Domestic Franchises:** 127
Franchisor of three unique retail concepts: Sears Home Appliance Showrooms, Sears Appliance and Hardware and now Sears Outlet Stores! All three franchises offer new and existing opportunities in major metropolitan markets across the U.S. No upfront inventory costs, no royalties, and up to 80% financing available.

### Kid's Closet Connection
**Startup Investment:** $10,000 - $17,000
**Cash Requirement:** $10,000
**Domestic Franchises:** 40
Our kids' clothing consignment business model has proven itself profitable in markets across the country, and our franchise owners enjoy owning a recession-proof business. In good and bad times, moms are always looking for ways to stretch their budgets so selling and buying gently used kids clothing is a thriving business.

### NYS Collection Eyewear
**Startup Investment:** $13,580 - $97,148
**Cash Requirement:** $13,580 - $97,148
**Domestic Franchises:** 50
NYS Collection offers the latest in today's eyewear without the high price tag typically associated with premium sunglasses. Founded in 1996 by two young entrepreneurs, Sal Babbino and Marc Behar, the company started with one retail location at the World Trade Center in New York City. Today, NYS Collection sunglasses are sold in more than 10,000 retail locations worldwide. We stand by the quality of our workmanship and offer a lifetime guarantee on all our sunglasses.





Year-round demand.
Proven performance.



· $71 billion, recession resistant industry
· High-demand, need-based services
· Tremendous growth potential
· Best-in-class training and support
· Established brand name
· In business since 1966

2013 Franchisee Satisfaction Awards
FranchiseBusinessREVIEW

Franchise Registry

TOP 200

# What are you waiting for?

Even in a down economy, Paul Davis Restoration and Paul Davis Emergency Services are thriving. Our franchisees provide rapid response water and fire damage cleanup, structural drying, mold removal and more – needs that can arise anytime, anywhere.

**Find out how a Paul Davis business can change your life. Don't miss this opportunity!**

**1-800-722-5066**
**pauldavisbusiness.com**

PAUL DAVIS℠ Emergency Services

PAUL DAVIS® RESTORATION

### Pro Image
**Startup Investment: $250,000**
**Cash Requirement: $75,000 - $100,000**
**Domestic Franchises: 100**
Pro Image Franchises has been the largest sports franchise in the nation for 23 years. Our stores have developed a strong following from customers that know we are the place to go for authentic and licensed sporting goods they cannot find anywhere else. If you are one of thousands dying for a chance to work in sports, this is the business opportunity you've been waiting for. Now is the time for you to own a sports franchise and work in an environment where you talk, sell, and live sports! Pro Image Franchises is a great option for entrepreneurs looking for a low-risk, steady growth business with a relatively low investment requirement.

## SENIOR CARE

### Home Instead Senior Care
**Startup Investment: $53,334 - $69,470**
**Cash Requirement: $41,000**
**Domestic Franchises: 640**
The Home Instead Senior Care family network of locally owned franchise offices was developed with a passionate desire to be your trusted source in helping your family keep your aging mother, father, grandparents or friends in their home as they grow older.

### Visiting Angels
**Startup Investment: $59,335 - $81,085**
**Cash Requirement: $31,950 - $39,950**
**Domestic Franchises: 450**
Visiting Angels has established over 450 senior home care franchises (non-medical) in 47 states across the U.S. We advertise and market nationally for homecare client leads, and we distribute thousands of homecare client leads every month to our franchisees! Visiting Angels has been ranked by Franchise Business Review as #2 in the homecare industry and #10 in the Top 50 Best of the Best. **For more information on Visiting Angels opportunities, call (800) 365-4189 or visit www.livingassistance.com.**



*Photo courtesy of FirstLight HomeCare*

### Homewatch CareGivers
**Startup Investment: $73,500 - $125,000**
**Cash Requirement: $50,000**
**Domestic Franchises: 197**
Homewatch CareGivers was founded in 1980 on the principle of delivering high-quality and compassionate care to people who need home health care services. Today, this vision lives on in the hearts of our franchisees, who on a daily basis witness the power of care—from providing the assistance that helps people age or recover at home; to providing peace of mind for clients and their families; to leaving a lasting impact on their communities. **For more information on Homewatch CareGivers opportunities, call (800) 472-2290 or visit www.homewatchcaregivers.com/franchise.**

### Home Care Assistance
**Startup Investment: $114,000 - $214,000**
**Cash Requirement: $150,000 - $250,000**
**Domestic Franchises: 57**
Home Care Assistance awards some of the largest territories in franchising with a focus on highly lucrative client cases. It differentiates itself by building a strong consumer brand in each market, marketing directly to affluent customers and referral sources. Home Care Assistance offers a robust on-site and remote training and support program, including web-based applications that automate and simplify the day-to-day of the business.

### Right at Home
**Startup Investment: $64,900 - $111,600**
**Cash Requirement: $100,000**
**Domestic Franchises: 287**
Right at Home, a leading franchisor of in-home care and assistance for seniors and others, is looking for individuals with a strong business ethic, great management skills, and a desire to run their own businesses. We provide the proven concept, training, tools, and support; you provide the passion to serve those in your community with one of the fastest growing franchises in the nation. **For more information on Right at Home opportunities, call (877) 697-7537 or visit www.rightathomefranchise.com.**

*Senior Care continued on page 36*

### Nurse Next Door

**Startup Investment: $118,350 - $164,150**
**Cash Requirement: $125,000**
**Domestic Franchises: 65**

Nurse Next Door is one of the fastest growing home care franchise systems and is dedicated to building the premier home care brand in North America. With over 60 franchise locations across North America, this exciting business opportunity has proven to have a recipe for success. This unique business opportunity offers prospective franchise partners the chance to build a business with a heart. Truly making a difference in the lives of seniors in their own neighborhoods is the number one reason why our franchise partners love what they do.

### Stay at Home

**Startup Investment: $65,900 - $88,900**
**Cash Requirement: $95,000**
**Domestic Franchises: 11**

Stay at Home was built on a legacy of service dating back two generations. By focusing on providing compassionate, seasonal professionals the opportunity to write the next chapter of their lives, the Stay at Home legacy of service positively impacts communities, one business at a time. "Compassion is not what we sell, it's what we stand for; it is our legacy," John Batcheller, President & CEO.

### BrightStar

**Startup Investment: $90,378 - $165,676**
**Cash Requirement: $100,000**
**Domestic Franchises: 261**

BrightStar Care is a unique franchise, providing the full range of in-home healthcare and medical staffing services. With multiple revenue streams, the BrightStar opportunity can create greater opportunities for our franchise owners. We provide homecare for individuals of all ages from infants to seniors, as well as staffing and support services for individuals, families and healthcare facilities. We are looking for people who have strong management/marketing/sales backgrounds. A background in healthcare is NOT necessary. Contact us today and find out how BrightStar can change your life! **For more information on BrightStar opportunities, call (877) 689-6898 or visit www.brightstarfranchise.com.**

### Caring Senior Service

**Startup Investment: $55,000 - $70,000**
**Cash Requirement: $35,000**
**Domestic Franchises: 35**

With 20 years of senior homecare experience, we offer a proven business model designed with your success at the forefront. Our comprehensive start-up, training, and ongoing support will set your business on the right track. Caring Senior Service offers a complete solution to help you hit the ground running after our robust training program. We are also your business resource center so you can focus on what is really important—growing your business. Please contact us to discover how you can Grow With Us. Care With Us. Change Lives With Us. **For more information on Caring Senior Service opportunities, call (866) 528-7905 or visit www.caringfranchise.com.**

### FirstLight HomeCare

**Startup Investment: $74,146 - $88,889**
**Cash Requirement: $75,000**
**Domestic Franchises: 76**

Designed from the ground up, FirstLight HomeCare is the new service leader in non-medical care franchises. With an unmatched approach for client satisfaction, caregiver retention, technology platform efficiencies, web marketing, extensive training and support "in the field," an unparalleled track record of success, and much, much more, FirstLight HomeCare is now the fastest-growing senior care franchise offering. No healthcare experience necessary, just strong presentation and communication skills with a desire to help others. Our foundation: Extraordinary People..... Exceptional Care. In appreciation of your service, we offer a Veteran Discount as well. If you or someone you know are extraordinary and desire to join the service leader in senior care, call or email today. **For more information on FirstLight HomeCare opportunities, call (513) 677-7789 or visit firstlightfranchise.com.**

### Synergy HomeCare

**Startup Investment: $54,200 - $141,700**
**Cash Requirement: $50,000**
**Domestic Franchises: 140**

Synergy HomeCare is one of the fastest growing franchisors in the nation's $84-billion-a-year non-medical home care industry. The concept boasts a perfected system for delivering competitively priced, premier non-medical home care services to clients of all ages catering to the explosive growing baby boomer population. **For more information on Synergy HomeCare opportunities, call (888) 659-7771 or visit www.synergyhomecarefranchise.com.**

### CarePatrol

**Startup Investment: $45,000 - $72,000**
**Cash Requirement: $45,000**
**Domestic Franchises: 44**

CarePatrol was designed to help families find safe assisted living and in-home care options while creating an explosive potential business for our franchisees. Get into the senior care franchise industry without having the hassle of hiring and supervising hundreds of caregivers. Our franchisees get paid handsomely each time one of our elderly clients moves into one of our contracted assisted living facilities. We offer national contracts and support from pioneers in the senior placement industry. Making a good living while helping others may be the perfect opportunity for you.



*Photo courtesy of Nothing Bundt Cakes*

SERVICES

### Precision Concrete Cutting
Startup Investment: $130,000 - $144,500
Cash Requirement: $80,000
Domestic Franchises: 26
Precision Concrete Cutting (PCC) franchises fulfill the federally mandated need to maintain sidewalks and public walkways. Additionally, you help municipalities, property managers, and companies increase safety and bring the sidewalks into Americans with Disabilities Act compliance. Anywhere there is concrete, there is a need for our service. PCC is the market leader in both technology and price using its proprietary system and methods. As a franchise owner, you have the industry's best solution, recurring revenues from renewable clients, unlimited support, and a great network of other franchise owners. **For more information on Precision Concrete Cutting opportunities, call (877) 224-0025 or visit www.pccfranchise.com.**

### Weed Man
Startup Investment: $40,000 - $60,000
Cash Requirement: $60,000
Domestic Franchises: 411
The Weed Man franchise system provides homeowners with reasonably priced, fully guaranteed lawn care services. Weed Man offers entrepreneurs a successful system to build high-margin recurring revenues with minimal capital investment and limited exposure to recession in an industry whose strong growth is fuelled by the demographic trends of dual-income families and aging baby boomers. Through proven systems, unparalleled support, and marketing know-how, these franchise owners have grown Weed Man one customer at a time. Today, more than 399 unit territories exist across North America, reporting more than $110 million in combined annual revenues.

### Truly Nolen of America
Startup Investment: $25,000 - $280,000
Cash Requirement: $25,000 - $280,000
Domestic Franchises: 25
The Truly Nolen Four Season Approach plan fights pest invasion with common sense techniques and materials geared toward sending those pests packing. "Truly-Scape Lawn Care" offers a year-round program designed to take the guesswork out of insect control, fertilization, fungus, and weed control.

### Two Men and a Truck
Startup Investment: $173,000 - $578,500
Cash Requirement: $150,000 - $600,000
Domestic Franchises: 202
Two Men and a Truck offers a full range of home and business moving services and has grown both domestically and internationally. The company strives to exceed customers' expectations every time it makes a move. Two Men and a Truck also sells boxes and packing supplies. F**or more information on Two Men and a Truck opportunities, call (800) 345-1070 or visit www.twomenandatruckfranchising.com**.

### The Traveling Photo Booth
Startup Investment: $27,200 - $45,150
Cash Requirement: $25,000
Domestic Franchises: 15
The Traveling Photo Booth is a franchised business that is fun and profitable. We rent our top-of-the-line proprietary photo booths to private parties and take beautiful photo strips. The greatest photo booth in the galaxy helps make good events become amazing.

*Services continued on page 38*

FROM DOWN-SIZED TO RIGHT-SIZED



Dennis Gallagher - Wayne County East, MI: "I knew for years I wanted to own my own business but when I was downsized, I dove into the wide world of franchising. I looked at several concepts including restaurants and oil changing stations before settling on TWO MEN AND A TRUCK®. The system support combined with the philanthropic reputation of the organization were the right fit for me."

It's not all boxes and moving trucks in the moving industry. It's really about moving people forward, to the next step in life. You can be a part of that momentum by opening your own franchise.

Start a franchise with TWO MEN AND A TRUCK®

**Contact a Franchise Development team member:**
888.884.1114
franchiseinfo@twomen.com
twomenandatruckfranchising.com

## Window Genie

**Startup Investment:** $75,000 - $128,600
**Cash Requirement:** $40,000
**Domestic Franchises:** 119

The Window Genie team is a tight-knit group of business men and women; all Window Genie Franchise Partners have the benefit of being in business for themselves, but not by themselves. By buying into a proven franchise system, on-going training systems and support are always just a phone call away. **For more information on Window Genie opportunities, call (800) 700-0022 or visit www.windowgeniefranchise.com.**

## 1-800-GOT-JUNK?

**Startup Investment:** $90,000
**Cash Requirement:** $90,000
**Domestic Franchises:** 180

1-800-GOT-JUNK? is the world's largest junk removal franchise with 200 locations throughout the United States, Canada, and Australia. 1-800-GOT-JUNK? has revolutionized standards of customer service and professionalism in an industry that once operated without set rates, price lists, or receipts. Our brand's success is based on the quality of people we invite into the system. Our most successful Franchise Partners are strong leaders, results-oriented and excited about long term growth. In February 2008, 1-800-GOT-JUNK? founder and CEO Brian Scudamore was named the International Franchise Association's Entrepreneur of the Year. This prestigious award and countless others demonstrate that 1-800-GOT-JUNK? is the best system available in the franchise service industry today.

## A All Animal Control

**Startup Investment:** $10,750 - $41,615
**Cash Requirement:** $5,000
**Domestic Franchises:** 36

As a national leader in wildlife management for over 17 years, A All Animal Control provides unique solutions to human/wildlife conflicts. By using a niche business model, an in-depth training program, and a support team to guide you every step of the way, you will be well-equipped to enjoy and profit from this fascinating career field. If you have been seeking an outdoor career that is filled with daily challenges, you owe it to yourself to learn more about this opportunity.

## Signal 88 Security

**Startup Investment:** $85,000 - $105,000
**Cash Requirement:** $60,000 - $85,000
**Domestic Franchises:** 97

Signal 88 Security Group, the leading security service franchisor, was founded in 2003, in Omaha, Neb., where "signal 88" is police code for "situation secure." Signal 88 Security was created to bridge the gap between the large inefficient security company and the small, local security shop. Signal 88 Security provides a superior security services offering through the utilization of the latest technology and a management process with intrinsic efficiencies and capabilities powered by this technology—none of which is available to or utilized by the competition. This approach is unique in the industry and provides a competitive edge for the success of all Signal 88 Security franchises.




*Photo courtesy of HandyPro Handyman*

## Fish Window Cleaning Services

**Startup Investment:** $75,000 - $135,000
**Cash Requirement:** $75,000 - $135,000
**Domestic Franchises:** 230

Fish Window Cleaning provides service to commercial and residential customers nationwide. They specialize in cleaning: ground-level storefronts; one-, two-, and three-story office buildings; restaurants; banks; churches; schools; and homes. Whether at work or at home, they offer a variety of services such as exterior windows of all types, storm windows, construction clean ups, screens, mirrors, chandeliers, ceiling fans, gutters, and skylights. **For more information on Fish Window Cleaning Services opportunities, call (877) 707-3474 or visit www.fishwindowcleaning.com.**

## Pop-A-Lock

**Startup Investment:** $30,000 - $120,000
**Cash Requirement:** $45,000
**Domestic Franchises:** 289

Pop-A-Lock is a lucrative service business with a time-tested, proven business model and the best initial and ongoing support and training. Pop-A-Lock is the only franchise system offering a complete range of leading-edge technology and traditional mobile locksmith, credential, and security services for all commercial, automotive, and residential customers. This includes many national and regional customers who have locations in cities all across the country and around the world. The efficiency aspect of one reliable point of contact is one of many dominate differences for a Pop-A-Lock franchisee.

## Linc Service Network

**Startup Investment:** $211,475 - $320,265
**Cash Requirement:** $65,000 - $75,000
**Domestic Franchises:** 132

Since 1979, the mission of Linc Service Network has been to provide preventive HVAC service and energy solutions to commercial, industrial, and institutional buildings. We are able to help clients worldwide through our international network of more than 150 independent and company-owned mechanical contractors. Linc Service is a franchise brand of ABM Franchising Group, LLC, an operating unit of ABM (NYSE:ABM). **For more information on Linc Service Network opportunities, call (724) 514-8974 or visit www.lincservice.com.**

### Boulder Designs
**Startup Investment: $54,725 - $65,675**
**Cash Requirement: $40,000**
**Domestic Franchises: 46**
Boulder Designs is an uncomplicated franchise system coupled with low cost of entry and minimal inventory requirements and best of all, very fun to do. Boulder Designs trains you around our simple system to create custom boulders that can be used for name or address rocks, memorials, business signage, ranches, schools, parks, subdivisions—anywhere that signage is desired or needed. Our products are earth-friendly and are often allowed by local zoning regulations where other signage is not. If you love to work with others and are looking for a rewarding career, then Boulder Designs may be what you're looking for.

### Critter Control
**Startup Investment: $12,250 - $80,500**
**Cash Requirement: $11,000 - $47,000**
**Domestic Franchises: 106**
Critter Control is the world's leading wildlife control firm having over 100 franchise locations. Critter Control's advantages are many—including a distinctive and easily recognized brand name, a top-ranked web presence, qualified and certified personnel, mentor networking opportunities, marketing support, group purchase discounts, comprehensive training, on-going training, and more. **For more information on Critter Control opportunities, call (734) 453-6300 or visit www.critterfranchise.com.**

### U.S. Lawns
**Startup Investment: $48,500 - $75,300**
**Cash Requirement: $30,000**
**Domestic Franchises: 262**
Commercial landscape management is one of the most sustainable new businesses you can start. Grass and plants grow every day, commercial property landscape must be maintained year round, and annual contracts produce recurring revenue. U.S. Lawns is the landscape industry's leading commercial landscape management franchise. We provide full service landscape services to commercial customers throughout the U.S. **For more information on U.S. Lawns opportunities, call (866) 781-4875 or visit www.uslawnsfranchise.com.**

### Zippy Shell
**Startup Investment: $457,505 - $882,620**
**Cash Requirement: $204,450 - $399,000**
**Domestic Franchises: 15**
Zippy Shell portable moving and storage containers have changed the way home and commercial business owners pack things up and securely store them away. Zippy Shells combine both a patent-pending technology and operating system, with a cost-efficient model designed to serve the mobile self storage market. We offer a low investment and competitive entry into the market!




### Paul Davis Restoration
**Startup Investment: $179,464 - $239,774**
**Cash Requirement: $150,000**
**Domestic Franchises: 209**
Want to be part of a $70-billion industry that isn't subject to the ups and downs of the economy? A business with tremendous growth potential? Paul Davis provides rapid response cleanup, restoration, and reconstruction services for properties damaged by flood, fire, smoke, mold, and natural disaster. In business since 1966, we have a trusted brand name in the insurance restoration category and work with most of the top insurance companies in the United States. This is a need-based industry with year-round demand, not a trend or a fad. Find out how a Paul Davis business can change your life. **For more information on Paul Davis Restoration opportunities call (800) 722-5066 or visit pauldavisbusiness.com.**

### Complete Music
**Startup Investment: $50,000**
**Cash Requirement: $30,000**
**Domestic Franchises: 200**
The Complete Music franchise system has led the market in the event entertainment/wedding industry with over 200 franchises in the U.S and Canada. Last year, in the U.S, $50 Billion was spent on the wedding industry, and there is no indication of the industry slowing down. Complete is ideal for entrepreneurs who like the entertainment industry and the independence of owning their own business in a growing market.

### FRSTeam
**Startup Investment: $32,000 - $644,500**
**Cash Requirement: $25,000 - $35,000**
**Domestic Franchises: 47**
FRSTeam was founded in 2005 to provide a national, customer service focused fabric restoration solution to the insurance industry. For the past three consecutive years, FRSTeam has been recognized by Entrepreneur Magazine in both its Annual Franchise 500 rankings and in its Top New Franchise rankings.

*Services continued on page 40*

### Creative Colors International
**Startup Investment: $79,600 - $107,250**
**Cash Requirement: $50,000**
**Domestic Franchises: 79**
Creative Colors International offers the motivated entrepreneur the opportunity to operate a proven business, which provides immediate income and unlimited potential for growth. You will be in business for yourself but not by yourself. CCI helps establish your client base so your franchise is generating revenues immediately. Franchisees receive intensive four weeks of training and ongoing consultation services to keep your business at peak performance. Our Start-Up Program includes an equipment package for operator convenience. With modest start-up costs, a complete training program, and support, we can put tremendous growth potential at your fingertips. Act quickly because each franchise is awarded its own exclusive territory. Let CCI help create a successful opportunity for you! Go into business with a business on the go. It may be your vehicle for a rewarding future.

### 101 Mobility
**Startup Investment: $110,000 - $148,000**
**Cash Requirement: $150,000**
**Domestic Franchises: 30+**
101 Mobility recognizes that 80 million baby boomers are entering retirement, double that of the previous generation. This innovative franchise is leading the marketplace with 58 territories awarded since mid-2010. 101 Mobility commands brand dominance among an unorganized group of competitors in an industry poised for growth.

### College Hunks Hauling Junk
**Startup Investment: $100,000 - $150,000**
**Cash Requirement: $100,000**
**Domestic Franchises: 39**
College Hunks Hauling Junk is a franchise opportunity with an established and award-winning junk removal business seeing rapid growth. Our focus is on capturing both residential and commercial clients' attention and securing their loyalty. College Hunks offers a complete franchise system for growing your business in a very hot and highly fragmented industry. We grant large exclusive territories so you can provide greatly needed services to commercial and residential clients in your community.

### 1-800 Water Damage
**Startup Investment: $100,000 - $150,250**
**Cash Requirement: $50,000**
**Domestic Franchises: 70**
1-800 WATER DAMAGE is a low overhead, recession-resistant, and simple to operate restoration franchise with a focus on the high margin segments of water damage and mold. A majority of the jobs we perform are emergency service and are most often paid for by the insurance industry. Insurance companies prefer to professionally dry out a water-damage-related mess to avoid future mold mitigation. And, when water/moisture isn't dealt with in a timely manner, we do mold remediation to save the day.

### Ram Jack
**Startup Investment: $121,536-$241,993**
**Cash Requirement: $121,536-$241,993**
**Domestic Franchises: 18**
Whether it's the science behind our piles or the honest approach we take with customers, Ram Jack believes in doing things right. We give franchisees a respected brand with recognized value, the security of a proven system and continuous business support, and a network of more than 50 nationwide locations with over 40 years of experience.

### Paul Davis Emergency Services
**Startup Investment: $40,784 - $147,624**
**Cash Requirement: $50,000**
**Domestic Franchises: 101**
Paul Davis Emergency Services is engineered as a modern, lean, technologically advanced business that can be run from your home and vehicle. With an average gross margin of 64.5%, you're looking at the potential for real financial success! Paul Davis Emergency Services provides rapid response water and fire damage cleanup, structural drying, and mold removal using the latest technology and procedures. Paul Davis has been in business since 1966 in what is now a $70-billion, need-based industry that is recession-proof and in consistent demand. The business model can be easily scaled to meet demand as you grow and succeed. **For more information on Paul Davis Emergency Services opportunities, call (800) 722-5066 or visit pauldavisbusiness.com.**

### Mosquito Squad
**Startup Investment: $30,000 - $60,000**
**Cash Requirement: $75,000**
**Domestic Franchises: 120**
Mosquito Squad is a proven, effective, and dependable treatment solution that kills mosquitoes, ticks, and other outdoor pests, helping you fight the spread of West Nile Virus, Lyme Disease and Encephalitis in your community. Starting with our proprietary insect treatment program and an innovative marketing plan, you can be up and running in 30 days.

### Rapid Recovery
**Startup Investment: $150,000**
**Cash Requirement: $100,000**
**Domestic Franchises: 34**
Rapid Recovery is made up of a dedicated group of 30+ franchise partners. These owners strive to provide high quality, cost-effective refrigerant abatement solutions. If you are hardworking, self-motivated, and looking for a growing business opportunity, you need to consider if this is the right one for you. A Rapid Recovery franchise is an excellent way to be in business for yourself, but not by yourself, because we provide the systems and support to always be there to help. Our franchise system provides a method of doing business that has been tested for over 10 years in the marketplace. This system provides its expertise, experience, and continuous marketing support to enable you to grow your business along with ours.

### Precision Door Service
**Startup Investment: $60,579 - $332,274**
**Cash Requirement: $50,000**
**Domestic Franchises: 69**
Precision Door Service has been providing quality garage door repair service to homeowners and businesses across America since 1997. Since then, we have become a national leader in the garage door industry with over 70 locations nationwide. The Precision Door Service system flourishes best through hands-on management by its franchise owners. Our franchise owners consist of men and women who come from many walks of life. Most of our successful franchise owners had no previous garage door experience. Through the extensive support and training provided, they are now leaders in the garage door industry. **For more information on Precision Door Service opportunities, call (321) 225-3500 or visit www.precisiondoor.net.**

### Bin There Dump That
**Startup Investment: $65,000 - $75,000**
**Cash Requirement: $75,000**
**Domestic Franchises: 55**
The ideal entrepreneur understands that what matters most is not what the business necessarily does, but what the business does for you. If you are comfortable following a system, a road map for success, and are excited about growing a brand, you could be the perfect Bin There Dump That franchise owner. What stops most people is fear and a lack of knowledge. At Bin There Dump That, we believe that knowledge dispels fear. With Bin There Dump That, what follows next is a simple six-step guided investigation to help you decide if this opportunity is for you. This is the underlying core of what makes franchising so successful—the system. Using a system-based approach doesn't start when you become a franchise operator, it starts now with your due diligence. It begins as you perform a structured investigation into Bin There Dump That called "due diligence." By the end of this exploratory process, you will know if Bin There Dump That is the right franchise for you.

## SPORTS & RECREATION

### American Poolplayers Association
**Startup Investment: $17,080 - $20,150**
**Cash Requirement: $11,300 - $20,150**
**Domestic Franchises: 293**
Today, the APA has grown to more than 270,000 members and boasts more members than all other "national" leagues combined. The league is administered locally by a network of franchise operators. League play is conducted weekly with both 8-ball and 9-ball team formats offered.

### Kampgrounds of America/ KOA
**Startup Investment: $17,080 - $20,150**
**Cash Requirement: $10,000 - $14,500**
**Domestic Franchises: 485**
Kampgrounds of America is the world's largest system of franchised family campgrounds, with locations throughout the U.S. and Canada. Founded in Billings, Mont., in 1962, KOA provides travelers and vacationers with a quality camping experience, while also providing entrepreneurs with a successful small, medium or large family-based business model.

### Pinot's Palette
**Startup Investment: $74,700 - $172,000**
**Cash Requirement: $80,000**
**Domestic Franchises: 11**
Pinot's Palette is an upscale, entertainment art studio based in Houston, Texas, which combines the appreciation of art and wine through guided, step-by-step painting classes by a trained local artist. Today, 13 studios host hundreds of painters each week, and the company has become one of the fastest-growing Paint and Sip franchises in the country.

### Sky Zone
**Startup Investment: $789,900 - $1,843,600**
**Cash Requirement: $500,000**
**Domestic Franchises: 95**
As the creator of the world's first all-trampoline, walled playing court, Sky Zone was awarded a U.S. Patent and opened its first park in 2004. Today, over 30 Sky Zone parks exist throughout the United States and Canada. Not only is Sky Zone the largest indoor trampoline park business, but it truly is the original!

## TECHNOLOGY

### TeamLogic IT
**Startup Investment: $130,000**
**Cash Requirement: $50,000**
**Domestic Franchises: 50**
TeamLogic IT franchisees provide computer support and state-of-the-industry managed services solutions to small and medium-sized businesses. Franchise owners serve as the CEOs of their businesses and hire the IT staff to perform the work. The candidate for a TeamLogic IT business is a person who wishes to work in a business environment, likes technology, and enjoys working with other business professionals. **For more information on TeamLogic IT opportunities, call (949) 582-6300 or visit www.franserv.com/teamlogicit.**




*Photo courtesy of Zoup!*

### Computer Troubleshooters
**Startup Investment: $17,200 - $37,900**
**Cash Requirement: $50,000**
**Domestic Franchises: 52**
Computer Troubleshooters provides a full range of computer and technology solutions to small businesses and home users. Computer Troubleshooters specialists are fully trained and are experts at diagnosing and implementing a broad range of technology solutions.

## TRAVEL

### Cruise Planners
**Startup Investment: $495 - $9,995**
**Cash Requirement: $10,000**
**Domestic Franchises: 900+**
Cruise Planners/American Express is a low investment, home based, business opportunity that yields high returns with no travel experience required. Americans have trusted the brand name American Express above all others in travel for over 150 years. We are an American Express Travel Service Representative agency, which lends instant credibility to our new franchise owners with a trusted, well-recognized brand.

### CruiseOne
**Startup Investment: $4,575 - $9,800**
**Cash Requirement: $9,800**
**Domestic Franchises: 825**
Celebrating our 20th year in business, CruiseOne is the nation's largest seller of cruise vacations, as part of World Travel Holdings (WTH). We maintain the position as the premier vacation supplier providing millions of people access to the world's most fascinating destinations. Beyond our growing clientele base, we have mastered the art of unrivaled buying power, innovative marketing programs, and dedicated franchise support. Undoubtedly, our franchise owners stand out above the rest!

### Expedia CruiseShipCenters
**Startup Investment: $140,000 - $200,000**
**Cash Requirement: $90,000**
**Domestic Franchises: 175**
Backed by the #1 brand in travel and our proven turn-key system, Expedia CruiseShipCenters Franchise partners enjoy a rewarding business and a great lifestyle. Our comprehensive training and 80+ member support team provides the knowledge and support you need to succeed—even if you're new to the travel industry! We're committed to meeting the needs of our franchisees with our "Stronger. Together" culture, massive buying power, award-winning marketing and industry-leading technology. Find out how you can get onboard with the fastest growing segment in travel through a self-guided, virtual tour of our franchise opportunity.

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**#1 Fast-Food Sandwich by ZAGAT in 2012**

**#1 Brand in Sandwich Category of Nation's Restaurant News' Consumer Picks Edition**

**#1 in Franchise Business Review's 2012 and 2013 Food Franchisee Satisfaction Awards**

**#1 by Technomic in Taste and Flavor of Food**

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