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Nits 'N Nats

Women's Equality Day commemorates 26th August 1920 when votes to women officially became part of the US constitution. Over the last century, the world has witnessed just what women are capable of achieving in the business and entrepreneurial arena, from the likes of Margaret Whitman, CEO, Hewlett-Packard; Anne Sweeney, President, Disney-ABC Television Group; Marissa Mayer, CEO, Yahoo; Rosalind Brewer, CEO, Sam's Club; Carly Fiorina, Former CEO, Hewlett-Packard; Sara Blakely, Founder, Spanx; Mary Kay Ash, Founder, Mary Kay Cosmetics; and Debbi Fields, Founder, Mrs Fields Cookies. The last century has shown more than ever what both women and men are capable of achieving, given the opportunity. Some interesting facts on Women in Business:

- More than 8.6 million women-owned businesses generate over \$1.3 trillion in revenues and employ nearly 7.8 million people in the United States.
- Between 1997 and 2013 the numbers of businesses in the United States increased by 41 percent while the number of women-owned businesses increased by 59 percent, 1.5 times the national average.
- Women-owned businesses exceed overall sector growth in eight of the 13 most populous industries.
- Women-owned businesses are highly concentrated in: health care and social assistance, educational services, other services, and administrative support and waste management services.

I'VE LEARNED... THAT OPPORTUNITIES ARE NEVER LOST; SOMEONE WILL TAKE THE ONE'S YOU MISS.

-Andy Rooney-

Franchise / Business Ownership...Your Window of Opportunity Won't Open Itself



Current Trends of Small Business Ownership



This month's SCORE infographic highlights the current trends of small business ownership. It also identifies the growing impact of female and Latino entrepreneurs on the economy and employment.

The number of women-owned businesses is growing 1.5 times faster than the national average.

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From 1997 to 2014, men-owned businesses showed a:

- 34.4% increase in number of companies
- 45.1% increase in revenues

During the same time period, women-owned businesses showed a:

- 67.8% increase in number of companies
- 72.3% increase in revenues

9.1 million women-owned businesses hire 7.9 million employees (other than the owners) and generate \$1.4 trillion in annual revenue. The highest industry concentration is in health care and social assistance, educational and other professional services.

...And more and more businesses are owned by women of color

Business ownership by women of color increased from 1 million in 1997 to 3 million in 2014. These businesses increased:

- 193% in number of companies
- 216% in revenue

The growth of Latino-owned businesses is up 43% since 2007.

Latinos open small businesses at a rate 2 times the national average. Number of Latino-owned businesses:

- 1.57 million in 2002
- 2.26 million in 2007
- 3.22 million in 2014

Are You a Millennial? If So, Do You Fit This Profile...?

Excerpt from Millennials Investing Where Boomers Won't

By Dwain Phelps

Millennials want to own a business. They don't believe in the "stable" career model of working at one company for 30 to 40 years because they witnessed that paradigm vanish. Instead, today's young professionals want flexibility and purpose, ultimately meshing their personal and professional lives in search of a better way to work.

And since technology has made it cheaper and easier to start a business, sometimes entrepreneurship is the way to go. A Bentley University report confers, finding that two-thirds of millennials want to start their own company.

"Millennials value mission and purpose over and above stability and a big salary. More than previous generations, millennials want who they are to align very closely with what they do," said Greg Smith,

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president at Bloom, a registered investment advisory firm. “They’ll have significantly more and different jobs in their lifetime than previous generations—partly because of this search for purpose.”

This all leads to millennials investing in business opportunities, often in the tech field. As recent studies note, they’re embracing entrepreneurship and optimistic about their prospects.

Life-time Employment Has Vanished From The Earth...Just Like The Dinosaurs

Chasing Corporate Employment Is, In Reality, A Bigger Risk Than Business Ownership.
So, Perhaps The Time Is Right For You!

Every year, thousands of people dream of owning a business and are drawn to the independence, flexibility and freedom of being self-employed. The job market as we have known it continues to change, so people are retooling their vision of how they will make a living in the years to come. This is driving people of all ages and career types to pursue self-employment options, including small business ownership as the “new” career of choice. Today, creating your own job has become the new path to job security.

Oliver Wendell Holmes once said, “The great thing in this world is not so much where you stand, as in what direction you are moving.” Are you allowing your professional life to wander aimlessly, or stand still? Do you dislike your corporate job, but don’t know how to find your real niche in life? A window of opportunity won’t open itself...

SOME PEOPLE WANT IT TO HAPPEN, SOME WISH IT WOULD HAPPEN, OTHERS MAKE IT HAPPEN.

-Michael Jordan-



“FEATURED” Concepts for August

The right franchise / business opportunity for you, may be one that you have never heard of and wouldn’t even guess.

There are thousands of franchise / business opportunities available today and cover just about everything from advertising to food services, home repair to laundry / dry cleaning, maid services to printing / copy services, real estate to weight control...from small to large and startups to nationally

recognized. These concepts have various investment ranges and include many different industry categories. And, since the company knows the business, they aren’t looking for owners with industry experience. They want prospective owners who possess a strong work ethic, customer service orientation, business and management skills, not technical expertise.

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If you are interested in additional information, company website, and / or have any questions regarding any of the concepts below, please call Larry Powell at 210-479-2491, if outside San Antonio, toll-free 1-888-479-2491, or send an email to franchisequest@sbcglobal.net with your name, phone number and a day(s) / time(s) to call you.

1. Light Manufacturing... Commercial Custom Signage and Graphics...Business Opportunity...Not a Franchise... This business produces a product that is needed by ALL businesses...commercial custom signage and graphics. Airplane, Bus, Car, Truck, Trailer, Window, and Building Wraps; Banners; Canvas Prints; Ceiling Tile Graphics; Window Graphics; Wall Graphics; Corporate Signs; Exterior Business Signs; Trade Show Displays; Point-of-Sale Signs; Large Format Displays; Interior Signs...98% of all signs are indoors. They are paper posters, cardboard, banners and thin plastic like materials. Most signs are thrown away every month and new signs ordered.

Drive down any street, walk into any business, notice vehicles of all sizes wrapped in pictures and graphics or visit a tradeshow and the opportunity for building a business in the sign industry will become very clear. Today, more than ever, small businesses to large are seeking ways to increase their visibility and make an impact through the use of signs.



Business is scalable...only need (1) location to grow a sizeable business. Every business is a potential customer. Provides growth opportunity at lower investment cost through one (1) unit. Attractive ROI. B2B operation, typically M-F, 9:00 to 5:00.

Manufacturing businesses have the highest resale value...build equity for retirement. When you are ready to retire, your business can sell for a greater multiple of cash flow than most businesses available, providing you maximum equity building potential. This start-up business opportunity has support and training, but it is not a franchise and has no royalty fees. The business has been successfully replicated in over 284+ locations in the U.S. and Canada. A 27 year history of growth and success. If you desire to own and manage a custom manufacturing business don't miss out on one of the best opportunities available. Investment: \$195,000

2. Tree Service... This franchise provides year around tree removal, pruning, land clearing, stump grinding and other tree care services to residential and commercial customers. The only tree care franchise in the United States and has a history of 6 years in building a successful and growing franchise model.

Tree Care is a \$2.5+ Billion industry and is still dominated by small, single-truck operators. While there are some larger companies, most work is still done by owner/operators who both manage the company and perform the work. Like so many industries before, tree care is ready for a branded, recognizable household name. As the only tree service franchise offering in North America, this franchise is poised to fill that void.

Franchise will normally have a Sales Arborist on staff.

We specialize in high-quality tree work, and differentiate ourselves with phenomenal responsiveness and professionalism that is currently lacking in an industry that is still dominated by small, local owner / operators. We offer:

- Complete Tree Removal

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- Elevating
- Dead wooding
- Thinning
- Stump Grinding
- Cabling and Bracing
- Hazardous Tree Assessment
- Land and Lot Clearing
- Tree and Shrub Pruning

This is an executive model. Owning this franchise isn't about working on trees, it's about growing a business and achieving personal goals. We are looking for people who can:

- execute a sales and marketing program
- Interact with Clients to provide top-notch Customer Service
- manage a blue-collar labor force
- understand that a business is a VEHICLE to achieve personal wealth and lifestyle
- envision incredible success and are willing to work hard

Ideal candidate: Business person, likely having no tree or greencare experience and is looking for a smart investment of time and money. Sales experience not required. Investment: \$121,000-\$242,000

3. Kitchen Remodeling and Cabinet Re-facing... This franchise is America's Premier Kitchen Remodeler. \$75B industry. This franchise pioneered the craft of re-facing older cabinets, giving homeowners a cost effective way to reuse existing cabinets by replacing the trim, doors and drawers. Today, cabinet re-facing remains their core business alongside installing new custom cabinets and complete kitchen remodels. Franchisees have helped more than 45,000 people nationwide turn their kitchens into rooms they are proud to have as the center of their homes. They have saved customers a lot of money along the way and given homeowners very attractive options for getting the kitchen of their dreams. Franchisees offer a full range of options to help give customers their dream kitchens. But the company's roots lie in kitchen cabinet re-facing. These roots give franchisees many options to offer for kitchen remodeling that few competitors can offer. Truly a "best solutions" service provider for kitchen remodeling.

- Can be operated as a home-based business.
- Cash business...no receivables
- Recently introduced an additional revenue stream...roll-out shelving systems installation
- No inventory
- Few employees

Investment: \$50,000 - \$85,000

4. Specialty Retail... Franchise is the premier specialty retailer of the world's finest oils, vinegars, spirits, and wine. We offer customers a unique and surprising Mediterranean experience of sampling and purchasing our wonderful products. Our franchisees strive to not only entertain our customers, but to educate them on the use and benefits of our unique artisanal products.

For the entrepreneur who loves food...wine ...and cooking...

Our partners (franchisees) **enjoy sharing their love of food and drink** through the sampling of our products, holding **educational tasting events and cooking classes**, and participating in local food events. The customer's "WOW" experience and excitement about the product provides a continuously rewarding environment. This is a concept partners are truly proud of owning. Investment: \$231,800+

Opportunity in the Vending Industry... the largest "all-cash" business in the world – the booming, \$42 Billion Dollar Vending Industry! In fact, every minute, over \$79,000 is put in vending machines in the United States alone. That's a whopping \$115 Million Dollars per day!

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There are numerous advantages to being involved in the vending machine business. The icing on the cake is that it is possible to reap those benefits quickly. Vending machines are a convenience for customers, especially vending machines that offer variety and accessibility. Credit-card acceptance and healthier food options are helping to keep this business poised for longevity. The use of credit cards actually increases revenues by 15-30%.

5. Healthy Snacks / Beverages Vending... Not a Franchise. A Turn-Key program offering Healthy Snacks and Beverages utilizing the latest technology in automated retail - Better known as vending.

The Company conducts weekly webinar to allow those who may be interested in this business opportunity to get a strong overview of vending as a business option, the program, investment, support and training. If interested, please contact Larry Powell for the webinar schedule and link to join the session.

Are you looking for...

- Flexibility
- Minimal Time Commitment
- Simple Operation
- Proven Business Model
- Passive Income
- No or Few Employees
- Home Based
- Scalable and Fast Ramp-Up
- No Territories
- No Royalties or On-Going Fees
- A Company with Longevity (over 28 year history)
- A Company with Solid Financial History
- Training and Support

Seize the opportunity of joining the Wellness Revolution by providing healthy snacks and beverages from your **Automated Retail Machines** – better known as vending. It's worth taking a look. For a solid overview attend one of the Company's weekly webinars.

Our machines are provided with the AirVend system which will allow you remote access anytime to see sales and inventory at the touch of a button. When it's time to service the machine, just refill the machine with the needed product and remove the cash. You can keep inventory on hand or pick up the items you need before you service the machines. Investment options range from \$20,000 - \$200,000. We can customize an investment to fit your needs.

6. Professional Medical Billing & Practice Management Consulting Service...Not a Franchise. When you become a Licensee, you'll enjoy access to the most comprehensive toolbox of revenue cycle management solutions on the market. We have solutions for every aspect of practice management and cash flow optimization including: claims filing, collections, payment services, electronic medical records (EMR), coding, automated marketing, digital records management, and audit services. No royalties or territorial restrictions and Licensees may offer their services anywhere in the U.S.

Everyone knows that doctors are busy people. How in the world can someone with little or no experience in the healthcare industry market healthcare business solutions to doctors? We can show you how. Our company has been marketing to doctors for 20 years and we have developed and perfected many different marketing methods that we teach our new licensees. We'll give you a step by step plan of action that you can take home after completing our 5 day live training class, and if you just follow the steps, you can get doctors interested in working with you! We do a lot on the back end to help you educate doctors and let them know that you aren't working alone. They will see that you have a solid team of people behind you (that's us!) and will be happy for you to take over some of the things not directly related to patient care that they fret about when they go home at night. A sample of all the things that we do for you when you become a licensee:

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- Live Training
- Provide educational materials to doctors
- Help you with doing practice analysis
- Billing/EHR system demos done for you
- Help with proposals
- Help with agreements/contracts
- Help with hiring/training sales reps/data entry
- Lifetime marketing and technical support at no cost
- Webinars
- Conference Calls

Investment: \$24,900

7. Hotel & Venue Cleaning and Revitalization Services... This franchise is the leading provider of hotel and other major venue cleaning and revitalization services. A provider primarily to the hospitality industry of comprehensive deep cleaning services of almost all indoor surfaces including carpets, drapes, upholstery, tile and grout, marble/natural stones, VCT, among others. Odor Removal...smoke...pet...flood. Also offer a mattress recycling service. We are a preferred vendor partner of a number of major hotels, including Marriott, Hilton, Hyatt, Best Western and Fairmont. Through our nearly 30 North American offices (and one overseas) we have a large footprint, which allows us to address both scheduled maintenance needs and short-term, emergency situations (such as floods, stains, VIP visits and QA inspections). Utilize our own private label line of "Green" chemicals and equipment. Low overhead. Home-based, or small office. Can be passive ownership. Ideal skill set for franchisee: Marketing orientation; proactive individual who can manage a small blue collar team(s); Likes to interact with people and desires to spend time building a successful business. Veterans: 10% discount on territory price.

Investment: \$125,600 - \$144,600, includes van and working capital.

8. Coffee Café / Coffee Concept... Not a Franchise. Coffee business specialists offering a complete, turnkey package to assist owners in opening their own Cafe. We are not a franchise, do not charge royalties and do not impose restrictions on how the business should be run. These Cafe's offer a warm and inviting atmosphere and offer specialty coffees, teas, blended drinks and light fare for breakfast and lunch. The typical Cafe size is 1200 to 1600 square feet, with seating for approximately 40 customers. Cafe's include a meeting room available for church groups, networking groups, etc. and quickly become the local gathering place in their community.

Features of business:

- Semi-absentee or owner-operated
- No royalties
- Low start-up costs
- Repeat, loyal customers
- Set your own hours of operation
- On-going operational support from vendors
- Co-branding potential
- Recession resistant
- Buying Co-Op

Company provided support: initial training, on-going 90 day support, help lines, field support, annual meetings, advertising, central purchasing etc. We work with owners through every phase to ensure a smooth opening. Pre-opening services include:

- Site selection assistance
- Cafe design and layout
- Third-party financing – attractive lease package in place w/national firm
- Ordering and coordinating shipment of all furniture, fixtures and equipment
- On-site assembly of Cafe
- Training on espresso/coffee equipment

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- Training for staff scheduling and re-ordering of product
- Customer loyalty program training
- Introduction to payroll vendor

Once opened, they have the option to participate in the Buying Co-Op, which provides on-going operational support such as:

- Access to proprietary roasters for specialty coffees and teas
- Access to preferred vendors
- On-line sales to Hard Bean customers for coffee/collectibles
- Store blog site
- On-line library to access re-order forms, etc.

Available for passive ownership. Investment: \$150,000

9. Specialty Retail...Health and Wellness... Franchise is the nation's largest specialty retailer of ergonomic and back care products providing solutions for the prevention and relief of back pain. Offering lifestyle solutions for Office, Sleep, Massage, Travel, Health and Fitness, A niche retail business offering a successful and satisfying lifestyle opportunity. Caters to the over age 35 growing population, including the 80% of the people who suffer with back and postural issues. A focused franchisor, provides nationally negotiated product prices and multiple unit potential.

- Health & Fitness is a \$112 Billion industry, and growing! Right business at the right time
- Stores operate at healthy gross margin
- High level of repeat and word-of-mouth customers
- Easy operating hours: 10:00 – 7:00
- Low employee count; 2-3, including owner

The common denominator between all our franchise owners is their passion to help people maintain a healthy and pain-free lifestyle. Our products enable people to live healthier lives and find relief from neck and back pain. Part of that effort involves partnering with health and wellness providers to help their patients be more comfortable and productive at home, at work and in transit. Investment: \$221,000 - \$371,500.

10. Body Sugaring... Home of the *New Smooth* — your destination for beautiful, smooth skin. Franchise offers a multitude of **body sugaring services** for members and guests. Sugaring can be done on bikini areas, facial skin (brow, lip, chin, full face), and all areas of the body (torso, underarm, arm, leg). Unlike a traditional Brazilian or hot wax process, we use a specially-formulated, all-natural sugar paste that goes on cooler and bonds only to hair, not to skin. Body sugaring is a safe, gentle, and effective process that has been used for centuries in other cultures. It extracts hair in its natural direction of growth – which eliminates breakage, unnecessary discomfort, irritation and ingrown hairs. The process also exfoliates dry skin cells, leaving skin smooth and refreshed.

The sugaring process *does*:

- Eliminate and prevent ingrown hair
- Treat skin problems ranging from keratosis and eczema to psoriasis
- Improve skin tone and texture
- Extract and treat all skin colors and types

The sugaring process *does not*:

- Burn your skin
- Damage cells
- Scar the follicle mouth
- Promote cross contamination

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Skin Care Products: Promotes and sells The Full Circle Skin Conditioning™ system, including four (4) products designed to keep skin looking and feeling its best.

Spray Tanning: Also offers spray tanning services to complement our hair removal and skin care line.

Allows for Passive Ownership. Investment: \$263,260-\$344,250

11. IT + REAL ESTATE = SMART HOMES + SMART BUILDINGS... This franchise buys REAL ESTATE in need of remodeling or renovations, then repairs and sells the property for a profit. Some franchisees will sell their property at a wholesale price if they receive a cash offer, can close quickly and sell the property without any repair or remodeling expenses. We build and renovate properties utilizing "GREEN TECHNOLOGY" to create LEED-BASED TOTAL HOME AUTOMATION "SMART HOME" AND BUILDING AUTOMATION systems. We also specialize in real estate development, energy management, monitored security & rental property management through turn-key IT-based design & implement Residential & Commercial solutions.
Investment: \$49,000 - \$499,250

12. Remodeling... B2C and B2B Surface Refinishing... The nation's largest surface refinishing organization. Our franchise network started over 35 years ago and we have 135 successful franchises across the country. In fact, we are larger than the next three largest refinishing franchises combined. **And We Validate!**

Franchise Business Review Franchise Satisfaction Ranking

#4 in Midsize Systems

Best In Category - Home Services

Ranked #11 in Best of the Best Overall Top 50

Ranked #18 for Top Low Cost Franchises

Ranked in Entrepreneur Magazine's Franchise 500 for over ten years

Ranked #1 in Home Services for three consecutive years by Franchise Business Review and Miracle offers franchisees profitability, leadership innovation and great value. We are devoted to helping franchisees:

- Improve their income
- Improve their lifestyle
- Improve their equity
- Better their future

We're specialists offering cost-saving bath and kitchen surface refinishing solutions to homeowners, hotels, apartments, hospitals, and colleges. Our proprietary refinishing process creates like-new surfaces for bathtubs, tile, showers, and even laminate countertops. Best of all, our refinishing is guaranteed on porcelain, fiberglass, acrylic, cultured marble, laminate and Corian surfaces.

Excellent Growth Opportunity and High Demand... Refinishing is a growth industry and uncluttered when compared to other businesses and demand for refinishing is growing. **Literally every home, hotel, apartment complex, college dormitory, nursing home and hospital is a potential customer.** Refinishing offers incredible savings of up to 75% of replacement cost of most bathroom fixtures and kitchen countertops.

- **Good profit potential!**
- **Family friendly work schedule:** A typical workweek is 8 am to 5 pm, Monday – Friday **and advance scheduling allows owners the flexibility to work when they want to!**
- **Scalability:** Sales and income multiply with each technician added. Expanding the business is predictable and manageable.

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- **Recession resistant:** Whether the economy is booming or receding, homeowners, property and hotel managers, colleges, nursing homes and hospitals are always looking for cost savings and value. Savings of up to 75% on bathroom and kitchen remodels will always have an appeal.
- **Low capital investment...** low up-front investment cost and a desirable net profit margin.
- **Business Type:** Home Based Investment: \$100,000 - \$125,000.

13. Health and Fitness... Premium Indoor Cycling... This unique fitness franchise is an inclusive and affordable experiential retail concept offering Premium Indoor Cycling classes. Indoor cycling has been a defined fitness platform for nearly 30 years. Our signature building blocks will lead you on a life changing journey, one amazing hour at a time. 200,000 individuals have been certified as spinning instructors over the years and 10,000 new instructors get certified every year. These numbers provide empirical evidence that demand and awareness exist in each and every market.

- Create a fun and accessible experience for riders of all ages and fitness levels.
- Ensure each ride is an unparalleled multisensory, intoxicating journey.
- Hire and retain the very best people.
- Fuel each ride with amazing music, energy-enhancing video graphics and rider-specific performance data in a state-of-the-art Rhythm Room.
- Deliver concierge-level service and an exhilarating experience that goes far beyond a great cardio fitness workout.
- Rock the ride, each and every time.

Allows for passive ownership. Investment: \$265,350 - \$599,000

14. Custom Storage Solutions-Residential & Commercial... This franchise is the merger of two great brands in the Home Organization (Closets and Garage) business. Primary focus is on helping home and business owners become more organized by designing and installing custom storage solutions in their closets, garages, pantries, home offices, laundry rooms and commercial facilities.

The real estate market is forcing many homeowners to downsize or remain in a home they may be outgrowing, and as a result the market for custom storage solutions is surging once again.

With low overhead, high margins, no inventory, and a large territorial footprint this business is great for candidates who want to be heavily involved with minimal employees as well as for the empire builder who wants a management role and growth potential.

Franchise profile ranges from small, two (2) person operations to large executive run organizations. In a smaller organization the owner may be involved in all aspects including marketing, sales, design and installation. As the staff grows the owner tends to focus mainly on management and marketing/lead generation. The majority of our franchisees do not install the product themselves.

Investment: \$106,000 - \$244,000

TO GET WHAT YOU'VE NEVER HAD, YOU MUST DO WHAT YOU'VE NEVER DONE.

-Thomas Jefferson-

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Franchise Quest provides free and no-obligation assistance to individuals nationwide, helping them identify franchise, business opportunity ("biz-ops"), or low-cost-of-entry home-based business options that align with their personal and professional goals and objectives, lifestyle needs, interests, and financial requirements. We have access to hundreds of franchise / business opportunities in a multitude of categories and investment ranges.

Franchise Quest is an affiliate of the Business Alliance, Inc., with more than 22 years' experience helping individuals like you find and own their own franchise business.

Franchise Quest is also an affiliate of the International Franchise Professionals Group.

Contact Larry Powell, Registered Franchise Consultant, at 210-479-2491, if outside San Antonio, 1-888-479-2491.

Email: franchisequest@sbcglobal.net

Skype Name: franchisequest

Note: Franchise Quest Library is intended to provide only general information about self-employment, franchises and business opportunities ("biz-ops") and it is not intended to be, nor should it be considered as tax, legal, or financial advice. It should not be considered as a franchise or business opportunity offering, or disclosure document. Information regarding franchises and business opportunities has been supplied by the respective companies and the accuracy has not been verified or validated by Franchise Quest. Prior to buying any franchise or business opportunity, a thorough due diligence should be conducted, including consultation with a CPA / Accountant and a Franchise Attorney.

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