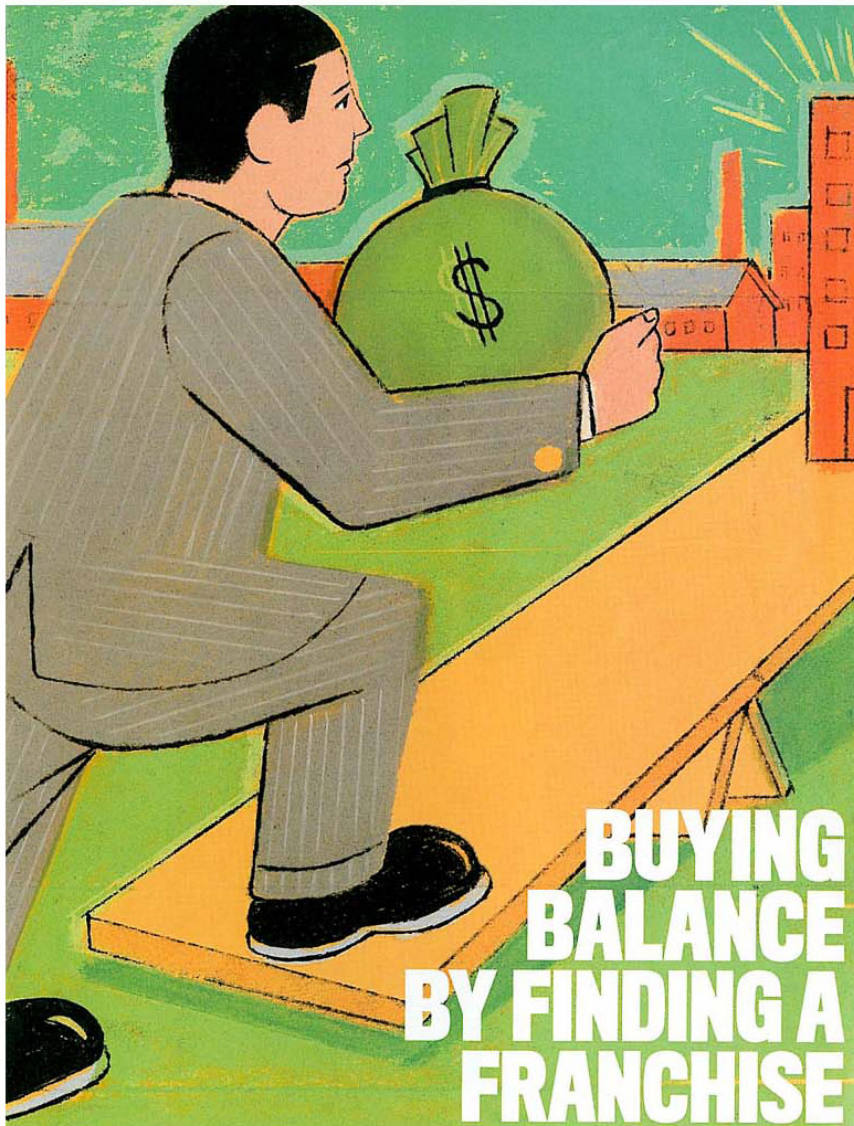


SUCCESS

"I WANT ANOTHER BUSINESS!"
HOW ABOUT A FRANCHISE?
OUR GETTING-STARTED GUIDE



BUYING BALANCE BY FINDING A FRANCHISE

WHAT'S HOT

One of the most challenging steps toward owning your own franchise is narrowing down the staggering array of choices. To give you a running start, we asked the International Franchise Association to give us their list of top-performing franchises in eight key categories. These eight industry categories were selected because they are the hottest segments of franchising right now, with new industries often overtaking older, more traditional ones. The individual franchises were chosen based on proven success and steady growth, and are all members of the International Franchise Association.



1. IN-HOME, NON-MEDICAL HEALTHCARE

According to the Census Bureau, 13% of the population will be over the age of 65 by 2010. That figure jumps to nearly 20% in 2030. Companies like Synergy HomeCare, Interim HealthCare, ComForCare Senior Services and Home Instead Senior Care are thriving.

SYNERGY HOMECARE

www.synergyhomecare.com // Gilbert, Ariz. Synergy HomeCare provides non-medical, personal assistance and caring to people in their homes. **FRANCHISE FEE:** \$35,000 **ROYALTIES:** 7% **YEARS IN BUSINESS:** 4 **LOCATIONS AVAILABLE:** Florida; nationwide

INTERIM HEALTHCARE, INC.

www.interimhealthcare.com // Sunrise, Fla. Interim HealthCare is the nation's oldest proprietary national organization providing health care personnel at all skill levels in all settings. **FRANCHISE FEE:** \$5,000-\$30,000 **ROYALTIES:** 5% **YEARS IN BUSINESS:** 41 **LOCATIONS AVAILABLE:** Nationwide

COMFORCARE SENIOR SERVICES

www.comforcare.com // Bloomfield Hills, Mich. ComForCare Senior Services is a premier provider of private duty non-medical home care. **FRANCHISE FEE:** \$19,500 **ROYALTIES:** 3-5% of gross sales **YEARS IN BUSINESS:** 11 **LOCATIONS AVAILABLE:** Nationwide

HOME INSTEAD SENIOR CARE

www.homeinstead.com // Omaha, Neb. Home Instead Senior Care is the world's largest and most trusted provider of comprehensive companionship and home care services for seniors. **FRANCHISE FEE:** \$21,500 **ROYALTIES:** 5% **YEARS IN BUSINESS:** 13 **LOCATIONS AVAILABLE:** Nationwide and internationally



2. CHILD-CENTRIC FRANCHISES

There are 41 million U.S. children between the ages of 5 and 14, representing a vast market for franchisors catering to kids. And after years spent toiling in the corporate world, many find working with children via a variety of fast-growing franchise systems a refreshing change.

MATH MONKEY

www.mathmonkey.com // Miami, Fla. Math Monkey teaches kids to do calculations quickly, with great accuracy, and without the use of pencil, paper, or calculators. **FRANCHISE FEE:** \$27,500 **ROYALTIES:** 6% **YEARS IN BUSINESS:** 2 **LOCATIONS AVAILABLE:** Nationwide and internationally

COMPUTER EXPLORERS

www.computertots.com // Cypress, Texas Computer Explorers provides software, curriculum, technology certified teachers and staff, as well as continuous and up-to-date training and real-life, hands-on education. **FRANCHISE FEE:** \$35,000 **ROYALTIES:** 8% **YEARS IN BUSINESS:** 25 **LOCATIONS AVAILABLE:** Nationwide (except North and South Dakota)

JUMPBUNCH

www.jumpbunch.com // Annapolis, Md. JumpBunch is a highly effective business model that brings sports to young children in a fun, engaging way. **FRANCHISE FEE:** \$40,000 **ROYALTIES:** 8% **YEARS IN BUSINESS:** 10 (franchising for 5) **LOCATIONS AVAILABLE:** Major cities such as Miami, New York, Chicago, Philadelphia, Los Angeles, Minneapolis, San Francisco, and Dallas

FUTURE STARS SPORTS PHOTOGRAPHY/PEGASUS SCHOOL IMAGES

www.future-stars-sp.com // Stoneycreek, Ontario, Canada Future Stars provides youth sports organizations with high quality innovative photographic products and

unparalleled service. **FRANCHISE FEE:** \$12,500-\$35,000 **ROYALTIES:** none **YEARS IN BUSINESS:** 20 **LOCATIONS AVAILABLE:** Nebraska, Arizona, and Ohio currently have franchises running, but they are open to all states



3. NEW FOOD CONCEPTS

Fast food is a far cry from the days of having to choose between McDonald's, Wendy's, and Burger King. Today, a host of more upscale fast food concepts have joined the fray, and they're grabbing market share fast. Companies in this category include upscale sandwich chain New York NY Fresh Deli, gourmet hamburger chain The Counter, and an increasing number of ethnic offerings like Dino's Gyros Restaurants, and Teriyaki Experience.

NEW YORK NY FRESH DELI

www.nynyfreshdeli.com // Mesa, Ariz. Fresh Deli's goal is to offer the best New York style hot subs in its restaurants that money can buy. **FRANCHISE FEE:** \$17,500 (additional franchises are \$15,000) **ROYALTIES:** 6% (weekly) **YEARS IN BUSINESS:** 6 **LOCATIONS AVAILABLE:** Nationwide

THE COUNTER

www.thecounterburger.com // Los Angeles, Calif. Ushering in a fresh era of industrial decor, today's music, cold beer, unique wines, cocktails, and burger options are limited only by your imagination. **FRANCHISE**

FEE: \$40,000 **ROYALTIES:** 6% **YEARS IN BUSINESS:** 4 **LOCATIONS AVAILABLE:** Nationwide

DINO'S GYROS RESTAURANTS

www.dinosgyros.com // Falcon Heights, Minn. Begun at an outdoor festival in Minneapolis 30 years ago, today Dino's aims to deliver the best-tasting sandwich around. **FRANCHISE FEE:** \$25,000 **ROYALTIES:** 4%, and 12% royalties on advertising **YEARS IN BUSINESS:** 31 **LOCATIONS AVAILABLE:** Minneapolis, Minn., and the surrounding areas

TERIYAKI EXPERIENCE

www.teriyakixperience.com // Ontario, Canada Made in Japan. Teriyaki Experience is a Japanese fast food franchise operating in food courts and busy plazas. **FRANCHISE FEE:** \$25,000 **ROYALTIES:** 6% **YEARS IN BUSINESS:** 21 **LOCATIONS AVAILABLE:** Georgia, Florida, Western New York, and California



4. BUSINESS-TO-BUSINESS

Staffing and human resource services are on the rise. According to the Bureau of Labor Statistics, staffing services will be one of the fastest-growing industries over the next five to ten years. Businesses that provide these services, like Express Personnel, are in high demand, especially as the pool of talented workers shrinks. Other hot B-2-B business services franchises that allow small businesses to

outsourcing their needs for everything from signage to IT services include Signs By Tomorrow, PostNet, Alphagraphics and Valpak.

EXPRESS PERSONNEL
www.expresspersonnel.com // Oklahoma City, Okla. Express Personnel's mission is to help people find jobs and help client companies find good employees. **FRANCHISE FEE:** \$27,000 **ROYALTIES:** 8-9% **YEARS IN BUSINESS:** 24 **LOCATIONS AVAILABLE:** Nationwide

SIGNS BY TOMORROW
www.signsbytomorrow.com // Columbia, Md. Signs By Tomorrow's commitment to innovation ensures that each store is equipped with the industry's state-of-the-art

sign-making technology. **FRANCHISE FEE:** \$34,500 **ROYALTIES:** 6% on in-store production, 3% on subcontracted work, and a 1% development fund fee **YEARS IN BUSINESS:** 21 **LOCATIONS AVAILABLE:** Nationwide

POSTNET
www.postnet.com // Denver, Colo. PostNet is a leading office supplies and services franchise, catering to the needs of the consumer and small business owner. **FRANCHISE FEE:** \$29,900 **ROYALTIES:** 5%, with 2% for national advertising **YEARS IN BUSINESS:** 14 **LOCATIONS AVAILABLE:** Nationwide

ALPHAGRAPHICS
www.alphagraphics.com //

Salt Lake City, Utah At AlphaGraphics, we do more than just design, copy and print—we help our customers communicate. **FRANCHISE FEE:** \$25,900 **ROYALTIES:** 1.5%-8% **YEARS IN BUSINESS:** 37 **LOCATIONS AVAILABLE:** Nationally and internationally

VALPAK
www.valpak.com // Largo, Fla. With its money-saving coupons that you can print for free, Valpak.com is the largest local savings site on the Web. **FRANCHISE FEE:** \$15,000 **ROYALTIES:** none **YEARS IN BUSINESS:** 38 **LOCATIONS AVAILABLE:** Syracuse, NY, Akron/Canton, OH, Youngstown/Warren, OH



5. HOME IMPROVEMENT

The slow down of the real estate market means business is booming for home improvement companies, as homeowners focus inward. Franchises in this category include Floor Coverings International, Outdoor Lighting Perspectives, Spring-Green Lawn Care, and PremierGarage.

FLOOR COVERINGS INTERNATIONAL
www.floorcoveringsinternational.com // Smyrna, Ga. Floor Coverings International provides consultation and installation for beautiful floor coverings. **FRANCHISE FEE:**

\$40,000 **ROYALTIES:** 5% **YEARS IN BUSINESS:** 17 **LOCATIONS AVAILABLE:** Nationwide

OUTDOOR LIGHTING PERSPECTIVES
www.outdoorlightings.com // Matthews, N.C. Outdoor Lighting Perspectives expands living space and the beauty of clients' homes through landscape and architectural lighting. **FRANCHISE FEE:** \$29,000-\$89,000 **ROYALTIES:** 7% **YEARS IN BUSINESS:** 12 **LOCATIONS AVAILABLE:** Central NJ

SPRING-GREEN LAWN CARE
www.spring-green.com // Naperville, Ill. Spring-Green provides lawn care the way you would do it, if only you had

time. **FRANCHISE FEE:** \$30,000 **ROYALTIES:** 6-9% **YEARS IN BUSINESS:** 30 **LOCATIONS AVAILABLE:** Indianapolis, Atlanta, North and South Carolina

PREMIERGARAGE
www.premiergarage.com // Phoenix, Ariz. PremierGarage utilizes state-of-the-art technology and high-quality materials to turn garages into beautiful finished spaces. **FRANCHISE FEE:** \$35,000-\$75,000 **ROYALTIES:** None (but there is an annual fee) **YEARS IN BUSINESS:** 8 **LOCATIONS AVAILABLE:** California cities, and Cleveland, Philadelphia, Boston and Fort Worth



6. ECO-FRIENDLY

FRANCHISES
Going green means more than recycling your soda cans. For many, it's a lifestyle that they want to continue in the business they own. Franchises helping the environment include Martinizing Dry Cleaning, an eco-friendly dry cleaner, Rapid Refill Ink, an ink cartridge remanufacturer, and PROSHRED, which shreds and recycles confidential information.

MARTINIZING DRY CLEANING
www.martinizing.com // Loveland, Ohio Martinizing is one of the oldest and most recognized brands in the dry cleaning industry. **FRANCHISE FEE:** \$293,500 **ROYALTIES:** 4.5% of sales **YEARS IN BUSINESS:** 64 **LOCATIONS AVAILABLE:** Nationwide

RAPID REFILL INK
www.rapidrefillink.com // Chanhassen, Minn. Rapid Refill Ink provides low-cost, environmentally-friendly printer cartridge refills. **FRANCHISE FEE:** \$81,000-\$199,000 **ROYALTIES:** 6% **YEARS IN BUSINESS:** 5 **LOCATIONS AVAILABLE:** Nationwide

PROSHRED
www.proshred.com // Toronto, Ontario, Canada PROSHRED is a service-driven security company solely dedicated to on-site shredding. **FRANCHISE FEE:** \$293,500 - \$489,500 **ROYALTIES:** 6.5% **YEARS IN BUSINESS:** 21 **LOCATIONS AVAILABLE:** Florida, New Jersey, California



7. HOME MEAL PREPARATION AND/OR ANYTHING THAT SPEEDS UP DINNER

Companies that help busy working parents prepare a week or more of food in a couple of hours are booming, thanks to ever more demanding schedules. These companies include Sociale Make & Take Gourmet, My Girlfriend's Kitchen and Super Suppers. Similarly, take-and-bake pizza companies, like Figaro's Pizza, remain hot because they save consumers precious prep time.

SOCIALE MAKE & TAKE GOURMET
www.socialegourmet.com // Minneapolis, Minn. Sociale Make & Take Gourmet is the nation's premier meal preparation service, providing convenient gourmet dinner solutions. **FRANCHISE FEE:**

\$30,000-\$190,000 **ROYALTIES:** 7% **YEARS IN BUSINESS:** 7 **LOCATIONS AVAILABLE:** 4 Midwest, East coast

MY GIRLFRIEND'S KITCHEN
www.mygirlfriendskitchen.com // Salt Lake City, Utah My Girlfriend's Kitchen takes care of all the shopping, planning, preparation, and cleaning, so you can just stop in, cook an exciting meal, and take it to go with no stress. **FRANCHISE FEE:** \$35,000 **ROYALTIES:** 2% **YEARS IN BUSINESS:** 4 **LOCATIONS AVAILABLE:** Continental US

SUPER SUPPERS
www.supersuppers.com // Fort Worth, Texas Super Suppers handles the shopping, chopping, and mopping of making dinner, letting you just relax and cook—or order a meal and carry it home. **FRANCHISE FEE:** \$55,000 **ROYALTIES:** 4% **YEARS IN BUSINESS:** 4 **LOCATIONS AVAILABLE:** Nationwide

FIGARO'S PIZZA
www.figaros.com // Salem, Ore. Figaro's Pizza was a pioneer of the Take & Bake pizza business, with a recently refreshed brand. **FRANCHISE FEE:** \$101,000-\$374,450 **ROYALTIES:** 5% **YEARS IN BUSINESS:** 25 **LOCATIONS AVAILABLE:** Nationwide



8. SERVICE BUSINESSES

These are not the most glamorous businesses, but the potential profits are huge. Companies in

this segment include Pirtek, FiltFry, Sparkling Image, and Relay Express, all of which aid with industrial needs.

PIRTEK
www.pirtekusa.com // Rockledge, Fla. Pirtek is the only on-site hydraulic hose service provider in the country. **FRANCHISE FEE:** \$48,000 **ROYALTIES:** 4% (and 1.5% marketing fee) **YEARS IN BUSINESS:** 9 **LOCATIONS AVAILABLE:** Nationwide, markets of a half-million or more people

FILTAFRY
www.filtafry.com // Orlando, Fla. FiltA Fry provides a mobile onsite service for the microfiltration of cooking oil, vacuum-based cleaning of deep fryers, and full fryer management. **FRANCHISE FEE:** \$62,700 **ROYALTIES:** \$450/month after 3 months (no percentage) **YEARS IN BUSINESS:** 4 **LOCATIONS AVAILABLE:** Nationwide

SPARKLING IMAGE
www.sparkling-image.com // Cincinnati, Ohio Sparkling Image specializes in corporate restroom deep cleaning. **FRANCHISE FEE:** \$19,500-\$39,500 **ROYALTIES:** 7% **YEARS IN BUSINESS:** 5 **LOCATIONS AVAILABLE:** Nationwide

RELAY EXPRESS
www.relayexpress.com // Fairfield, Ohio Relay Express is a courier service that promises on-time delivery of packages. **FRANCHISE FEE:** \$30,000 **ROYALTIES:** 5% **YEARS IN BUSINESS:** 21 **LOCATIONS AVAILABLE:** Midwest