

There Are Over 10,000 Great Reasons To Consider A JAN-PRO Franchise.

Welcome to JAN-PRO and the world of franchise commercial cleaning. We hear a lot of questions from people just like you as they decide whether buying a franchise is right for them. So we decided to put the most frequently asked questions together here, with our answers. We know you'll have other questions along the way, and we encourage you to ask them all. There are over 10,000 franchisees in the JAN-PRO system today, and we hope when all your questions have been answered, you'll want to join them!



Still Not Convinced? In That Case, Here Are A Few More Reasons To Choose JAN-PRO.

- **Join a rapidly expanding industry.**
- **Become part of a leading growth company in a rapidly expanding category.**
- **Learn and benefit from our training, our processes, our unique guarantee and our reputation.**
- **Invest and grow at a pace that suits you and your individual goals.**
- **Rely on JAN-PRO to take care of the business while you take care of your customers.**
- **Benefit from the regular recognition JAN-PRO receives as one of the fastest growing leaders in our industry.**
- **Build a financial future and security for yourself and your family.**

Fifteen Things You Should Know About Buying a Franchise



Q.1 What Is Franchising?

Franchising is an industry that creates, perfects and sells its business model to buyers (franchisees) who they then train and support in providing the same services to their respective clients.

Q.2 How Large Is The Franchising Industry?

- The franchising industry currently represents over \$2 trillion in economic activity. It supports over 825,000 U.S franchises and employs more than 20 million employees.
- Franchising represents over 14% of all U.S. GDP and represented over 2.5% of all job growth last year.
- Studies show that after seven years franchise businesses have a 70% better chance of survival than non-franchise businesses.

Q.3 Why Consider A Commercial Cleaning Franchise?

- It is a dynamic franchise industry segment valued at nearly \$50 billion.
- It has grown by 66% over the past ten years.
- It is typically a recession resistant business segment.

Q.4 Why Should I Choose JAN-PRO?

- JAN-PRO is one of the fastest growing U.S. and global commercial cleaning companies.
- JAN-PRO is the only national franchise cleaning company to guarantee its services, a sign of our quality standards.
- JAN-PRO offers the most comprehensive training in the industry.
- By buying a JAN-PRO franchise, you can become part of our remarkable success story.

Q.5 What Kinds Of Properties Will I Clean?

Typically, we clean offices, health clubs, medical buildings, banks, churches, restaurants and daycare centers.

Q.6 How Much Does A JAN-PRO Franchise Cost?

That depends on the franchise plan you choose, but we have plans beginning from as little as \$950* down. Your local JAN-PRO office will explain your investment and financing options.

Q.7 How Much Money Can I Make, And How Quickly?

Again, that is totally up to you, the franchise plan you buy and how hard you are willing to work to expand it.

*Plan costs may vary by state.

Q.8 Can I Begin Part Time And Build Up?

Because most commercial properties are cleaned after hours, you have the option of starting your JAN-PRO franchise as a second income stream. We will explain the many options you would then have to expand your business.

Q.9 Do I Need To Be Able To Sell?

Not necessarily. Your JAN-PRO office will provide your account customers for you, but if you also find customers of your own, we have a process for that too.

Q.10 What Training, Equipment And Supplies Will I Need?

JAN-PRO will thoroughly train you in all of our processes and guide you on the equipment and supplies you will need to get started. A JAN-PRO franchise does not require you to invest heavily in equipment.

Q.11 Will I Need To Rent Office Space?

No, in fact most of our over 10,000 franchisees operate their businesses from their home locations.

Q.12 Will I Need To Form My Own Company?

We strongly recommend that you consult with your accountant about the low-cost advantages of forming a business entity before you buy a JAN-PRO franchise.

Q.13 What Insurance Coverage Will I Need?

Again, your local JAN-PRO office will explain your insurance requirements and make available some options through our official providers.

Q.14 Can My Wife Or Other Family Members Work With Me?

Yes, in fact many of our most successful franchisees are trained husband and wife teams, and other family members.

Q.15 What Kind Of People Make The Best Franchisees?

Time and again we see those who are willing to learn, closely follow our model, who are prepared to work enthusiastically and energetically, respect their customers and associates almost always make the best franchisees.

