



## Connecting Entrepreneurs, Franchisors & the Future of Business!

HOSTED BY : **Toni Harris Taylor**

22 November 2025 | [FranchiseConnectLive.com](https://FranchiseConnectLive.com)



VIP ATTENDEE WORKBOOK



# Welcome VIP!

Thank you for upgrading and choosing to be part of Franchise Connect Live at the highest level. That tells me you're serious about taking DRASTIC steps toward ownership, opportunity, and legacy.

This VIP Workbook is your guide to get clarity, capture insights, and make the connections that will move you from "thinking about franchising" to confidently taking action. Use these pages to evaluate brands, plan next steps, and stay intentional about the relationships you build today.

You made the powerful decision to be in the right room — and I'm excited to support you as you discover the franchise that fits your vision, your gifts, and your future.

***You made the powerful decision to be in the right room — and I'm excited to support you as you discover the franchise that fits your vision, your gifts, and your future.***

To your success and your legacy,

*Toni Harris Taylor*

## Franchise Connect Live 2025 Agenda

**\*Schedule subject to change**

Time*	Description	Speaker
9:00 - 9:10	Welcome, Housekeeping, Introduce Toni	Morgan Batiste Virtual Meeting Administrator
9:10 - 9:30	Why now is the time for franchising	Toni Harris Taylor
Home Services pt.1		
9:30 - 9:45	The Cleaning Authority	Rachel Poulin
9:45 - 10:00	A&P Paint and Flooring	Walter Nunez
10:00 - 10:15	Doody Calls	Chad Harrison
10:15 - 10:20	Break	
10:20 - 10:35	EatGatherLove	Dan Bish
10:35 - 10:50	Complete Pest Solutions	Anthony Farell
10:50 - 11:05	Q&A Breakout	Rachel, Walter, Chad, Dan, Anthony
11:05 - 11:30	A convo with MU/MB Franchisee	Clyde Rucker
11:30 - 11:35	Break	
Home Services pt 2		
11:35 - 11:50	Dryer Vent Wizard	LaVonna Williams
11:50 - 12:05	Junk King	Julie Davis
12:05 - 12:20	Mr. Handyman	James Calabrese
12:20 - 12:25	Break	
12:25 - 12:40	Homewatch Caregivers	Samantha Wallace
12:40 - 1:05	SBA Lending Requirements	Mike Dang
1:05 - 1:20	Q&A Breakout	Lavonna, TBD, James, Samantha, Mike
1:20 - 1:40	The Buyer Experience	Roy Quezada/Aaron Mullens
1:40 - 1:45	Break	
Youth Brands		
1:45 - 1:50	Best in Class Tutoring	Hao Lam
1:55 - 2:10	Fundraising University	Mike Bahun
2:10 - 2:25	Busy Bee Jumpers	Sal Longo
2:25 - 2:40	Gym Skills	Kenny Crump
2:40 - 2:55	Q&A Breakout	Hao, Mike, Sal, Kenny
2:55 - 3:05	Break	
Women & Food Brands		
3:05 - 3:20	Acai Brasil	Verena Arus
3:20 - 3:35	Bowl'd Masala	Pankaj Kumar
3:35 - 3:50	DivaDance	Jami Stigliano
3:50 - 4:05	Bee Organized	Kristen Christian
4:05 - 4:20	Q&A Breakout	
4:20 - 4:25	Break	
4:25 - 4:40	Legal	Earsa Jackson
4:40 - 4:50	Wrap Up/Conclusion	





## Contact Information

Email [territorycheck@thecleaningauthority.com](mailto:territorycheck@thecleaningauthority.com) for ALL Lead Introductions and Territory Checks!

### Your Franchise Brand Contacts

Franchise Development Managers:

- Rachel Poulin: (757) 532- 0478  
[rpoulin@authoritybrandsllc.com](mailto:rpoulin@authoritybrandsllc.com)

Authority Brands:

7120 Samuel Morse Dr. Suite 300  
Columbia, MD 21046  
(800) 496-9019  
[Authoritybrands.com](http://Authoritybrands.com)

Franchise Development Representative:

- Gabby Imperato: (410) 498-4860  
[gimperato@authoritybrandsllc.com](mailto:gimperato@authoritybrandsllc.com)

## Business Basics

Industry: Cleaning Services

Royalty: 4-6%

Year Business Started: 1977

Investment Range:

Enterprise Market Franchise Fee: \$20,000

Hometown Market Franchise Fee: \$15,000

Franchise Fee: \$15,000-\$20,000

Liquid Capital: \$50,000

Territory Fee: \$11,250-\$45,000

Net worth: \$225,000

SBA Registry? Yes

Available internationally? No

Offer Group Health Insurance? Third Party

Discounts? Diversity, Local Hero/First Responders

Year Started Franchising: 1996

# Company Units Open: 3

Franchise Units Open: 250+

In-house Financing? No

Sold out: ME, WV, WI, IA, AZ, WY, MT, ID

# Who We Are

## The Cleaning Authority Overview

The Cleaning Authority is a nationally recognized leader in residential cleaning services, known for its commitment to eco-conscious practices and exceptional customer care. This franchise offers entrepreneurs a turnkey opportunity backed by a trusted brand and a strong reputation in the home services industry.

Franchise owners benefit from a well-established business model designed for scalability and profitability. Comprehensive training programs, ongoing operational support, and advanced marketing strategies ensure that owners are equipped to thrive from day one. The Cleaning Authority also leverages cutting-edge scheduling and management technology to streamline operations, maximize efficiency, and deliver a superior customer experience.

What sets The Cleaning Authority apart is its dedication to sustainability and quality. By using environmentally responsible products and methods, franchisees not only meet growing consumer demand for green solutions but also make a positive impact in their communities. This combination of innovation, reliability, and social responsibility positions The Cleaning Authority as a premier choice for entrepreneurs seeking a business with purpose and long-term growth potential.

# Competitive Advantages

## Key Differentiators

**Marketing Program:** The Cleaning Authority's crafted marketing program is designed to drive customers to your doorstep.

**Comprehensive Support and Training:**

From a seasoned corporate team with extensive experience in running successful franchise locations, we help provide the tools and resources that you may need.

**Minimal Inventory:**

With less inventory to manage, you can streamline processes and improve overall operational efficiency.

**Scalability and Expansion Opportunities:**

The Cleaning Authority provides franchisees with a solid foundation to help support sustainable growth.

# Franchise Model

## The Cleaning Authority's Established Model

-Ambitious and targeted customer acquisition program(s): Franchisees meet potential customers for the first time only after that homeowner has received a marketing piece (more than 1.3 million demographically/ geographically targeted homeowners are hit each week), called us (our corporate call center takes thousands of these calls a week for our franchisees), is given an estimate (based on the particulars of that zee's costs, profit expectations, etc.) and has invited the franchisee out for the quote.

-Effective customer retention programs: Brilliant, deliberate, and simple to implement operations/ HR management tools

-Owner operator set up that leads to semi-passivity over time

-Sophisticated, real-time profit management: Franchisees can see their profitability to the penny live from any web-based system (I.e. iPhone, tablet, laptop) from anywhere in the world.

-Highest average unit revenue in the industry.

# Hooks and Hangers

## Key takeaways

- More ambitious, more sophisticated, yet fundamental and simple.
- Flexible, family-friendly schedule (M-F, 8-5)
- Highest Industry Average Gross Revenue
- Largest Single Territories in Industry
- Integrated Caller ID System for Tracking
- Unparalleled Customer Acquisition Program
- Exceptional Franchisee Validation
- Innovative Web-Based Computer System
- National Call Center
- Cash Business, No Receivables
- Each zee has individual micro web-site and local branding campaign, that they can personalize, built for them by our in-house marketing professionals and graphic artist.

## Sales Process

### Step-by-Step Process to Franchise Ownership

- Step 1: Introduction Call- Learn about The Cleaning Authority and share their goals.
- Step 2: Webinar Series- During this stage we will discuss Customer Acquisition (Marketing, Sales & Technology, Employees, Customers & Profitability, and more).
- Step 3: FDD & Territory Review- We will personally walk them through the FDD to ensure they have a good understanding of initial investment, ongoing requirements, territories, and financial potential moving forward.
- Step 4: Validation - Candidates will have the opportunity to understand the model and speak with different franchise owners to better understand the TCA experience.
- Step 5: MYTD / DD- Their opportunity to meet the people that will be supporting them moving forward. Also, our team's opportunity to meet the potential franchisee and give their input of approval.
- Step 6: Contracts: If approval has been given, we will send out franchise agreements for final signature and franchise fee payment.
- Step 7: Onboarding- Sales will pass newly added franchisee to operations team to begin onboarding and opening of franchise locations.





# A&P Franchise Opportunities – Built for Growth. Backed by Experience.



## Full Support from Day One

Receive a complete suite of business tools, systems, and hands-on training designed to help you hit the ground running.



## Real Growth, Real Returns

Benefit from 30–50% margins with opportunities for fast revenue and production growth in a high-demand industry.



## Low-Cost, High-Value Investment

Take advantage of our discounted entry costs, low monthly overhead, and the lowest material costs in the market—all while maximizing profitability.



## Protected Territory with Local Impact

Enjoy exclusive territory rights, priority referrals, and the ability to build strong community connections through local promotions and investments.



## A Trusted Brand Built on Results

Our reputation is built on affordable, high-quality service and a commitment to staying competitive in every market we serve.



## More Services, More Opportunities

Don't limit your potential—we offer painting, flooring, drywall, and more, giving you multiple revenue streams under one trusted brand.



## Who We Are: A Culture That Supports Your Success

At A&P, we lead by example—with a business model and leadership team built on accountability, integrity, and continuous growth.

As a franchisee, you'll be part of a family-friendly, supportive environment that values work-life balance just as much as business success.

We prioritize exceptional customer service and long-term client relationships, giving you the tools and reputation to thrive in your local market.

Join a culture where you're empowered to succeed, not just expected to perform.

## Cutting-Edge Technology for Seamless Operations

**100% Remote-Ready:** Manage your business from anywhere.

**Fully Automated CRM:** Streamlined customer management with ease.

**Lower Overhead Costs:** Minimized travel and estimation expenses.

**Microsoft 365 Integration:** Work smarter with full connectivity.

**Effortless Communication:** Reliable, user-friendly VoIP phone service

**Comprehensive Business Support:** Payroll, QuickBooks, social media, and back-office assistance—all handled for you.

Join the A&P franchise family and take the next step toward financial freedom, flexibility, and long-term success.

 **470-300-9060**



## Contact Information

Email [territorycheck@doodycalls.com](mailto:territorycheck@doodycalls.com) for all territory checks.

### Franchise Development Manager:

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### Franchise Development Representative:

Lester Kelley: (941) 315-2128  
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### Franchisor:

Authority Brands

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 Columbia, MD 21046

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[www.authoritybrands.com/](http://www.authoritybrands.com/)

## Business Basics

<b>Total Investment:</b>	\$76,450 - \$93,850	<b>Single:</b>	Yes
<b>Liquid Capital:</b>	\$25,000	<b>Multi-Units:</b>	Yes
<b>Net Worth:</b>	\$100,000	<b>Area Developer:</b>	No
<b>Office Space:</b>	None Required / Home Based	<b>Franchising Since:</b>	2004
<b>Financing:</b>	3rd Party Lender	<b>Corporate Territories:</b>	0
<b>Minimum Market Size:</b>	100,000 households	<b>Franchisee Territories Awarded:</b>	111
<b>Average # of Employees:</b>	2-4	<b>SBA Registry:</b>	Yes
<b>Royalty:</b>	7.5%	<b>Veteran Discount:</b>	30% off territory fee
<b>Ad Fund:</b>	1.5%	<b>Passive/Management Franchise:</b>	Owner/Operator or Semi-Absentee

DoodyCalls is the nation's leading pet waste management service for dog owners and their communities since being founded in 2000!

### How to Present DoodyCalls:

- We scoop over 10 million doggie deposits annually.
- Reoccurring Revenue – commercial and residential opportunities are available.
- Animal waste never stops, offering higher demand than other industries.
- Nationwide Call Center to field leads and schedule services
- Two Ownership Model Options: Owner-Operator (Full-time) – CEO of the Franchise Semi-Absentee (Part-time)
- Manage your technicians and the numbers in the business.
- Advanced Technology Systems –Utilize our software system to streamline your business.



# Who We Are

## Business Description

DoodyCalls is the nation's leading pet waste management service for homeowners and their communities. The company scoops over 10 million doggie deposits annually. DoodyCalls was founded in 2000 by Jacob and Susan D'Aniello in the Northern Virginia suburbs of Washington DC. In 2004, the company began franchising its pet waste removal business nationwide and established corporate headquarters in Charlottesville, VA (aka. Doo'Ville).

### Our Services

- Residential Pooper Scooper Service
- Pet Waste Station Sales & Service
- Pet Waste Bag Sales
- Commercial Common Area Cleanup
- Doody Fresh- Deodorizing and Sanitizing
- Yard Deodorizing Service
- Pet Waste Station Repairs and Maintenance

### For Dog Owners

- DoodyCalls offers year-round twice weekly, weekly, bi-monthly, monthly, or one-time pooper scooping services for yards of all sizes. Our friendly and professional technicians will be there to answer nature's call and clean up after your pet, leaving you with a safer and cleaner lawn for your family to enjoy.

### For Communities

- DoodyCalls is the industry leader in managing pet waste for communities, offering common area clean-up and pet waste station set up and maintenance. We even provide waste station setup and supplies, including dog poop bags, bag dispensers, and dog waste bins.

# Competitive Advantages

## What Makes Us Different

### DoodyCalls Difference:

- Over 2 decades of industry experience and national brand recognition
- Advanced Business Management Software
- Call center to field customer interactions
- Affordable pricing, zero contracts
- Insured, uniformed, professional technicians who are trained to walk the yard twice and use disinfected tools between each yard
- We give back to the communities we serve

### Industry Overview:

- There are 89 million dogs in the USA
- Dogs poop 66 million pounds of poop per day
- Dog poop is a "dangerous environmental pollutant" according to the Environmental Protection Agency - Pet waste removal services are needed regardless of economic changes

### Ideal Candidate:

DoodyCalls is a great franchise opportunity for anyone who wants to be more involved in their local community and wants to earn a strong reoccurring income. It's perfect for first time entrepreneurs or experienced business owners alike.

### Our ideal candidate:

- Has strong management and communication skills
- Enjoys interacting with people and building teams
- Values quality customer service

# Mission and Values

## More Than Scooping

Our mission is to put our customers first while solving pet waste problems for the planet using our unmatched industry expertise. Our vision is to make the world a happier and healthier place for people and pets.

### Our Values:

- High Integrity and Ethical Leadership
- Servant Leadership
- Humility
- Respect
- Be Kind
- Bound Together
- Driven

DoodyCalls keeps these core values as the focus of our franchise. Our franchise owners resonate with our mission and values and use them to drive new growth in their businesses.

# How It All Started

## Founders Story

Commuting home from work one evening in late 1999, Jacob D'Aniello was listening to a popular radio talk show when on came an interview with a man singing praises about his wonderful career scooping dog poop. Jacob almost changed the channel, but then it clicked. He realized that this guy loved his job, earned a good living (claimed, in fact, to be making more than D'Aniello was earning at the time), worked his own hours, said his clients loved him, and didn't have to commute anymore. Granted, it wasn't rocket science or brain surgery, but it got him thinking. His future wife, Susan, thought he was crazy... until he gave her the pitch – then she too jumped on board.

The following week the young entrepreneurial couple started placing classified ads in local papers for DoodyCalls. Shortly thereafter, the phone started ringing. It all started with a housewarming gift. Their first client responded to an ad and wanted to buy the service for six months for a friend who had just purchased a new home and, as one can imagine, needed that special gift. His pet, it seemed, had left far too many "presents" in the yard for him to get off to a good start.

Jacob and Susan were soon leading double lives, scooping in the mornings before going to work and changing clothes in their cars in the parking lot. But calls started coming in during business hours from people wanting to sign up. Success, they discovered, has its own timeline and does not always follow a steady growth curve.

In 2004, Jacob and Susan left their jobs to focus on DoodyCalls full time. The company established headquarters in Charlottesville, Virginia, and began franchising nationwide. Since then, DoodyCalls has grown to over 100 territories in 23 states and has been the subject of news stories in hundreds of publications, including two recognitions as the number-one pet waste removal franchise in the United States by Entrepreneur Magazine's annual Franchise 500 list.

Put plainly – DoodyCalls is cleaning up!

## Sales Process

### What To Expect

We have created a detailed step-by-step investigation to ensure every candidate has the necessary information to make an informed decision on DoodyCalls. Our discovery process is thorough and efficient. You will be kept fully up to date as your candidate moves through the steps. The process can be completed in 4-7 weeks if the candidate can meet with us for at least 1 hour per week.

We guide candidates through an interactive education process via online presentations, email communication, and by phone. We get to know the candidate personally, including motivations for starting a business, and understanding their long-term objectives.

Here are the sales stages developed for your candidates:

- Introduction Call
- Discovery (Candidate Objectives & Business Economics)
- FDD Review Call
- Due Diligence & Territory Review (Grow Your Knowledge Base)
- Meet Your Team Day (Meet the Support Team via Zoom)
- Decision Making
- Signing Day

We follow up with the consultant after each step to keep them informed of the candidate's progress and to ensure the process is followed.





## What Makes EGL a Smart Choice for Anyone Ready to Build a Legacy?

### Big Benefits in Brief

#### Refacing is a Game Changer:

- Offering kitchen refacing first drastically lowers homeowner resistance: it's faster, less invasive, and more affordable than full remodels
- Refacing is an “easy yes” for hesitant customers; once trust is built, it naturally opens the door to larger projects—including full kitchen remodels
- Proven, Turnkey Franchise

#### Profitable, Lean Model:

- High-margin jobs; efficient vendor partnerships ensure outstanding discounts and premium materials.
- Low overhead—no costly showroom required

#### How EGL Works (And Wins Customers)

- Fast, High-Impact Upgrades
- Projects typically completed in 3–5 days
- Minimal disruption; customers rave and refer—building a solid reputation and local demand

#### Reliable Cash Flow:

- Large up-front deposits, quick final payment—financially sound for owners
- Lifetime Customer Pipeline
- Satisfied refacing customers often return for larger work. Creates up-sell and long-term business, not just one-off jobs
- The business model turns “tire kickers” into loyal fans and bigger buyers
- Ideal Add-On for General Contractors & Kitchen Designers



### **General Contractors:**

- Add a new, high-margins division that requires fewer resources and little inventory
- Win business other GCs ignore; create a feeder path to full remodels as relationships develop

### **Kitchen Designers:**

- Offer more solutions to customers (from budget-friendly make-overs to major remodels), increasing your service range and profits
- Refacing services bring in clients who would never consider a full remodel up front
- Niche Defended from Big GC Firms
- Targets the under-served “fast, affordable kitchen upgrade” market
- Larger firms usually dismiss small refacing projects—leaving this lucrative lane wide open

### **Why Franchise Instead of Go Solo?**

- Done for you proven operating system
- Experts in the niche supporting you at every step
- Effortless marketing that works again and again
- Ongoing support & plugging into a network of successful operators
- A team that knows business, knows franchising, knows kitchens

### **Advanced Technology:**

- Franchise Management System (FMS): quotes jobs on the spot, manages leads, and keeps you focused on sales, not paperwork
- Know where you stand at all times with your business info dashboard
- Proven by millions in kitchen sales, thousands of kitchen installs
- \$527 Billion home improvement sector

### **Who Succeeds with EGL?**

Anyone who's ready to run a branded, professional local business. No trade experience necessary - just a desire to provide exceptional customer service!

#### **CONTACT DAN BISH**

[dan.bish@eatgatherlove.com](mailto:dan.bish@eatgatherlove.com)

888-820-0780

[EatGatherLove.com/Franchising](http://EatGatherLove.com/Franchising)





## 2 Minute Drill

<b>Year Business Started</b>	2008	<b>Year Started Franchising</b>	2020
<b>Number of Company Units Open</b>	15	<b>Number of Franchise Owners</b>	8
<b>Franchise Units Open</b>	13	<b>Additional Franchise Units In Development</b>	0
<b>Franchise Fee</b>	\$60K	<b>Investment Range</b>	\$80,900-\$139,350
<b>Franchise Fee Discount</b>	Multiple units half off after initial territory, also Veteran Discount 15,000.00	<b>Item 19</b>	Very extensive, explosive financial strength and growth. An exact breakdown will be shared on the unit economics call, to include P&L information for every category.
<b>Required Liquid Capital</b>	\$150k	<b>Required Net Worth</b>	\$400k
<b>States with Operating Locations</b>	Ohio, Pennsylvania, Massachusetts, Georgia, Florida, North Carolina, Idaho Falls, ID	<b>State Registration Intentions</b>	All filing and Non Registration States

<b>On the SBA Registry?</b>	Yes	<b>Royalty</b>	6%+3%
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### **"OUR STORY"**

Although Complete Pest Solutions was founded in 2008, the roots of the family owned business reach back into the middle of the twentieth century. Anthony Farrell marked the third generation of his family to launch his own pest control company after growing up working in his father's business. Like a cherished family recipe with a fresh twist, Complete Pest Solutions combines decades of refinement with technological innovation and a modern perspective.

### **Brand Description**

Complete Pest Solutions franchisees don't have to choose between three lucrative branches of the pest control industry. While most businesses offer services for just one, Complete Pest Solutions positions its franchisees for success in any region and climate by providing comprehensive services for general pest control, mosquito control, and wildlife control.

### **BUSINESS FEATURES:**

1. *Recession/Pandemic Proof*
2. *Industry Continuity*
3. *Abundance of Services*
4. *Low start up cost*
5. *Low overhead*
6. *High profit margin*
7. *Owner Operator or Semi Absentee Models*
8. *Contracted ongoing services*
9. *Growth potential unlimited*

### **ELEVATOR PITCH:**

Buying a Complete Pest Solutions franchise is like buying three businesses in one. More services means more customers and higher potential revenue. With opportunities for contracts with residential, commercial, industrial, and government clients, a diversified portfolio leads to increased customer retention and significant recurring revenue.



## **Brand Differentiators and Competitive Advantages for our Customers:**

- 1. 3 Businesses in 1 (Pest/Wildlife/Specialty Pest)*
- 2. Essential to Public Health, Grew 55% during Pandemic*
- 3. Outside Sales Team*
- 4. Google LSA Marketing*
- 5. Community Involvement*

## **Current Industry Conditions, Advantages, and Projections:**

The Pest Control industry is on an upward trend. We saw during Covid that we were an essential business and the entire world could come to a halt, but not the pest control industry. We not only stayed active, but we grew by 55% company wide. The advantages with Complete Pest, we offer more solutions than our competitors. We offer insect extermination, wildlife control, and all specialty pest services like mosquitos or wood destroying insects. There is no stopping this industry, only growth on the horizon.

## **TARGET CUSTOMER:**

Complete Pest Solutions offers a great opportunity for both first- time business owners and seasoned investors alike. Anybody with a customer-first mindset has the potential to be a good fit in a Complete Pest Solutions franchise.

### **Item 19:**

Very extensive, explosive financial strength and growth. An exact breakdown will be shared on the unit economics call, to include P&L information for every category. Broken down 1st year income of \$310,000, profit \$117,000 which is a 38% profit on average.

### **HOW DO WE COMPARE:**

	Franchise Fee <i>\$60K</i>	Initial Investment <i>\$80,900K-\$139,380K</i>	Item 19	Sales to Investment Ratio <i>\$60K-\$150K</i>
<i>Complete Pest Solutions</i>		<i>,350K</i>		
<i>Orkin</i>	<i>\$100K</i>	<i>\$84,975 - \$231,200</i>		
<i>Terminix</i>	<i>\$55K</i>	<i>\$68K-\$176K</i>		

### **TRAINING DETAILS:**

4 week training schedule. 2 weeks field training, 2 weeks remote training, and when they open they get 3 days of sales training with the director of sales, with them, in their territory.

### **Potential Objections and how to Overcome Them:**

The "Ick" factor - people don't want to do the job because it grosses them out or they are afraid of bugs/critters. Overcome, hire someone to do it while you handle the administrative side of the business.

Weather changes may be an issue - bugs are seasonal, so are critters, winter time there might not be a lot of bugs, but there are definitely critters trying to get into homes/businesses, so you have the wildlife side of the job to thrive on.

# THE BEST KEPT SECRET IN HOME SERVICES



Founded in 2004, Dryer Vent Wizard® has grown to become the leading company specializing in residential and commercial dryer vent cleaning, repair, and installation in the United States. We are committed to helping customers keep their homes and businesses safe from the threat of dryer vent-related fires and free from lint-related issues with dryers and clothes.

## Benefits of Ownership

### Executive Ownership Model

- You will be encouraged to lead, not perform the services
- **Available back office resources so you can focus on** leading the team and developing the business

### Low Investment, Scalable Model

- Relatively low-complexity business model with low startup **and overhead costs**
- Ability to add service professionals and equipment as business grows

### Limited Competition

- Niche industry in an underserved market
- Growing demand due to lint in poorly designed dryer vents

### Recurring Revenue

- Business model encourages recurring cash flow from repeat customers

### Multiple Revenue Streams

- Potential year-round income from multiple services
- Diverse customer base including both residential homeowners and commercial opportunities
- Additional income opportunities among businesses with high-volume laundry facilities including pet groomers, spas, fitness centers, and more

### Community Oriented

- Delivers valuable service that helps protect families and properties
- Focused on helping others and providing excellent customer service to community members
- Gives you access to supportive networks of mentors, coaches, and fellow franchise owners to help you succeed

## The Neighborly® Advantage

With over 40 years of experience, 30+ home services brands, 5,500+ locations, and \$4.1B in systemwide revenue, Neighborly offers franchise business owners an unparalleled advantage through its established systems, scale, and performance.

## Initial Investment Overview

Our ownership model involves a low cost of investment.

**\$82,900–\$159,400**

**estimated initial investment range<sup>1</sup>**

**Ask us about available financing options.**

\$30,000 in available liquid capital

\$150,000 minimum net worth

✓Veterans may qualify for 20% off initial territory fee

✓via VetFran and a 10% discount for qualified paid firefighters<sup>2</sup>

## Strong Revenue Potential

The Dryer Vent Wizard business model is delivering excellent business results.

**\$240,386**

**Average Annual Gross Sales  
for Single-Unit Operators<sup>3</sup>**

**\$685,846**

1. Table provides an estimate of your initial investment and the costs necessary to begin operating the franchise. Actual costs will vary for each franchise location, depending on a number of factors. Refer to Item 7 of the 2025 Dryer Vent Wizard Franchise Disclosure Document for full details. 2. Refer to Item 19 of the 2025 Dryer Vent Wizard Franchise Disclosure Document for complete details. 3. Single-Unit figures represent 2024 average annual gross sales for 79 Franchised Businesses (Single-Unit) that operated a total of 58 Reporting Businesses open full 12 Months in 2024. Of the 24 reporting Franchisees that operated a total of 58 Reporting Businesses open full 12 Months in 2024, 27 or 34% achieved or exceeded this average. Multi-Unit figures represent 2024 average annual gross sales for 24 Franchisees that operated a total of 58 Reporting Businesses open full 12 Months in 2024. Of the 24 reporting Franchisees that operated a total of 58 Reporting Businesses open full 12 Months in 2024, 27 or 34% achieved or exceeded this average. Refer to Item 19 of the 2025 Dryer Vent Wizard SPV LLC Franchise Disclosure Document for complete details. New franchisees' individual financial results may differ from the results stated herein.

**Average Annual Gross Sales  
for Multi-Unit Operators<sup>3</sup>**



**Reach Out to Learn More**

**LaVonna Willaims**

**254.327.1680**

**LaVonna.Williams@nbly.com**

**franchise.dryerventwizard.com**



# DEPENDABLE JUNK HAULING SERVICES

Founded in 2005 by Michael Andreacchi and a friend, Junk King® has been a trusted partner in providing dependable junk hauling services for both home and business. Junk King has rapidly grown into the second-largest and fastest-growing junk removal service in North America. Our continued success has been fueled by our recycling-based junk removal business model and our reputation for consistently providing world-class customer service.

## How the Ownership Model Works

With Junk King, franchise owners enjoy the benefits of business ownership without going it alone.

**Executive Ownership Opportunity:** You're here to lead, not haul junk. We point you to resources that help you hire and train your own staff.

**Proven Business Model:** We'll give you a roadmap and the systems you'll need to hit the ground running. Leverage our proven models for generating revenue and minimizing costs.

### Control Over Your Own Destiny

Set a family-friendly schedule and find your own work-life balance while leveraging our National Account Team, call center, and powerful proprietary Junkware software to manage your business.

**Multiple Revenue Streams:** With increasing demand for services you'll have the opportunity for multiple income streams, allowing customers to mix and match services from Hauling, Dumpster Rentals and Dumpster bags.

**ProTradeNet® Buying Power:** Price breaks from 250+ suppliers; over \$8.5M in annual rebates in 2023\*.

**Neighborly® HUB:** The secret sauce is the network of owners, validation, referrals, and support from Neighborly, the global leader in home services.

## The Neighborly Advantage

With over 40 years of experience, 30+ home services brands, 5,500+ locations, and \$4.1B in systemwide revenue, Neighborly offers franchise business owners an unparalleled advantage through its established systems, scale, and performance.



### Low Investment, High Potential

**\$125,400–  
\$300,000**

**estimated initial investment range<sup>1</sup>**

**Ask us about available financing options**

- \$50,000 in available liquid capital required
- \$250,000 minimum net worth
- Veterans may qualify for 15% discount off the initial franchise fee via VetFran.2

### Strong Revenue Potential

2024 reported annual gross sales for units in business

**\$2,805,138**

Highest Annual Gross Sales<sup>3</sup>

**\$553,959**

Average Annual Gross Sales<sup>3</sup>

**\$435,663**

Median Annual Gross Sales<sup>3</sup>

**\$81,223**

Lowest Annual Gross Sales<sup>3</sup>

1. The Junk King estimated initial investment range includes the Initial franchise fee; however, the initial franchise fee may vary depending on the size of the Territory purchased. Refer to Items 5 & 7 of the 2025 Junk King SPV LLC Franchise Disclosure Document for additional information. 2. See Item 5 of the 2025 Junk King SPV LLC Franchise Disclosure Document for full details. Discounts cannot be combined. 3. Refer to Item 19 of the 2025 Junk King SPV LLC Franchise Disclosure Document. Figures represent the average, median, highest and lowest Gross Sales Data for continually operated businesses for the 2024 calendar year. New franchisees' individual financial results may differ from the results stated herein.



**Reach Out to Learn More**

**Julie Davis**

254.327.1828

[Julie.Davis@nbly.com](mailto:Julie.Davis@nbly.com)

[franchise.junk-king.com](https://franchise.junk-king.com)



# Build a Business and Your Future



Founded in 1996, Mr. Handyman® has grown from its first location in Boston, MA — to now being part of the Neighborly® family — to being named the best overall handyman services brand<sup>1</sup>. Today, we're continuing to focus on two key niches:

1. Being the modern-day handyman and home improvement solution that truly improves people's lives through a broad range of services — catering to Baby Boomers, coming-of-age Gen Xers, and every maintenance-minded home and small business owner in-between.
2. Providing a results-oriented franchise opportunity with over 365 franchises led by dedicated individuals/partners, all looking to improve their lives through local business ownership.

## Proven Franchise Model Benefits

In addition to having a recognizable name in the handyman industry, our owners value the results-driven, transparent structure of the Mr. Handyman franchise business model:

**Recession-Resistant:** Regardless of the season or economy, homes require repairs

**Marketing-Driven:** Direct-to-consumer, no cold calling

**Prime territories:** Room to grow with designated territories nationwide

**Work/life balance:** Family-friendly workweek, no on-call or emergencies

**Differentiated advantage** to serve the senior community:

Many franchises certified as a Senior Home Safety Specialist by Age Safe® America/Canada

**ProTradeNet® Buying Power:** Price breaks from 250+ suppliers; \$98M in upfront savings and \$8.7M Neighborly-wide annual rebates given for the full year 2023

## The Neighborly Advantage

With over 40 years of experience, 30+ home services brands, 5,500+ locations, and \$4.1B+ in systemwide revenue, Neighborly offers franchise business owners an unparalleled advantage through its established systems, scale, and performance.

## Low-cost, high-potential return

Owning a Mr. Handyman franchise involves a low cost of investment relative to the revenue potential.

# \$143,150–

# \$179,600

estimated initial investment range

Ask us about available financing options

- \$50,000 in available liquid capital
- \$250,000 minimum net worth
- 15% off initial franchise fee for qualified Veterans<sup>2</sup>

## Average gross sales<sup>3</sup> by job in 2024

# \$684

Average gross sales<sup>4</sup> by number of units in 2024

**1-Unit - \$763,264**

**2-Unit - \$1,144,897**

**3-Unit - \$1,379,962**

**4-Unit - \$1,740,430**

**5-Unit - \$2,248,084**

1. "The Best Handyman Services of 2023" by Bob Vila. 2. Refer to Item 5 of the 2025 Mr. Handyman SPV LLC Franchise Disclosure Document (FDD) for full details. 3. Of the 151 reporting franchisees, 57 or 37.1% achieved or exceeded the average gross sales per job. Refer to Item 19 of the Mr. Handyman SPV LLC Franchise Disclosure Document for full details. New franchisees' individual financial results may differ from the results stated herein. 4. Of the 56 reporting single unit franchisees, 19 or 34% achieved or exceeded the average gross sales. Of the 60 reporting 2-unit franchisees, 25 or 42% achieved or exceeded the average gross sales for 2 unit owners. Of the 18 reporting 3-unit franchisees 9 or 50% achieved or exceeded the average gross sales. Of the 8 reporting 4-unit franchisees 3 or 38% achieved or exceeded the average gross sales. Of the 9 reporting 5-unit franchisees, 4 or 44% achieved or exceeded the average gross sales. Refer to Item 19 of the 2025 Mr. Handyman SPV LLC Franchise Disclosure Document (FDD) for full details. New franchisees' individual financial results may differ from the results stated herein.

## Reach Out to Learn More

**Greg Jones**

469.334.2231

Greg.Jones@nbly.com

franchise.mrhandyman.com

# What Is Franchising and Is It Right for You?



A Quick Guide for Future Homewatch CareGivers Franchise Owners  
*Franchising is more than fast food or retail. It's a clear path to business ownership with support.*

## FRANCHISING IS:

- ✓ A way to start your own business with brand support
- ✓ An established model with training & resources
- ✓ A partnership - not a job
- ✓ A chance to build something meaningful in your community

## FRANCHISING IS NOT:

- ✗ Just for restaurants or retail
- ✗ A guarantee of success without effort
- ✗ Only for people with prior business experience

## Who Thrives in Franchising?

*You don't need industry experience - just the right mindset. Successful franchise owners are:*



Motivated to build something of their own



Open to learning and following a system



Comfortable leading a team and serving their community



Financially prepared to invest in their future

## Ready to Take the Next Step?

*Exploring franchise ownership is exciting. Here's how Homewatch CareGivers supports you from interest to ownership:*

- 1 **Connect with Our Team:** Learn about Homewatch CareGivers & share your goals
- 2 **Review Our FDD & Validation:** Understand the model & speak with current owners
- 3 **Meet Your Team Day:** Meet your support network at Homewatch CareGivers
- 4 **Signing Day:** Sign your franchise agreement & secure your territory
- 5 **Start Onboarding:** Launch your business with support & confidence

## ▶ Want to Dive Deeper? Watch Our Franchise Insights Series

Explore short videos covering the Homewatch CareGivers franchise opportunity, business model, support resources, and more: [Watch the Playlist on YouTube.](#)







Small Business Finance  
part of the **momentus capital** family.

# SBA COMMUNITY ADVANTAGE

AVAILABLE FOR START-UP AND  
EXISTING BUSINESSES



**Mike Dang**  
408.410.6364  
[mdang@cdcloans.com](mailto:mdang@cdcloans.com)



Download digital  
business card for  
Mike Dang

## Loan Amount

\$30,000 - \$350,000

## Terms

Up to 10 year term

25-year term for real estate

Rates starting at Prime + 2.75%

Variable rate (based on Wall Street Journal)

## Features

Available for start-up and existing businesses

SBA guarantee allows us to provide financing at a competitive rate

Affordable capital compared to other nontraditional loans

Funds can be used for working capital, operating expenses, tenant improvements, equipment, business acquisition, and refinancing of business debt

Complimentary business counseling

No prepayment penalties if real estate not involved

## Requirements

Creditworthiness based on historical repayment instead of FICO score

Capital investment: start-ups and business acquisitions 10%

Show sufficient cash flow to make payments

Projections reviewed for early-stage businesses and start-ups

Flexibility to waive some requirements for businesses in low-moderate income communities

## Areas Served

Across the country with a focus on our primary footprint in California, Arizona, Nevada, as well as the metro areas of Dallas-Fort Worth, Washington D.C., Miami, Detroit, and Atlanta.

The nation's leading nonprofit small business lender | [www.cdcloans.com](http://www.cdcloans.com) | Spanish speaking representatives available

## Offering a Continuum of Lending, Investment, and Advising Solutions

Across the Momentus Capital branded family of organizations, we offer solutions for entrepreneurs, community-based organizations, & local leaders at every growth stage - from inception to expansion. We can provide you with the capital & opportunities you deserve.



**Small Business  
Lending**



**Commercial  
Real Estate**



**Community  
Development  
Real Estate**



**Community  
Development  
Working Capital**



**Impact  
Investments**



**Business  
Advising  
&  
Training**

**US.**

**momentus  
capital.**



**CAPITAL  
IMPACT  
PARTNERS**



**Small  
Business  
Finance**

**MOMENTUS  
SECURITIES**

\*Investment banking & transaction advisory services provided by Momentus Securities, an SEC-registered broker-dealer, MSRB-registered, & a FINRA/SIPC member.

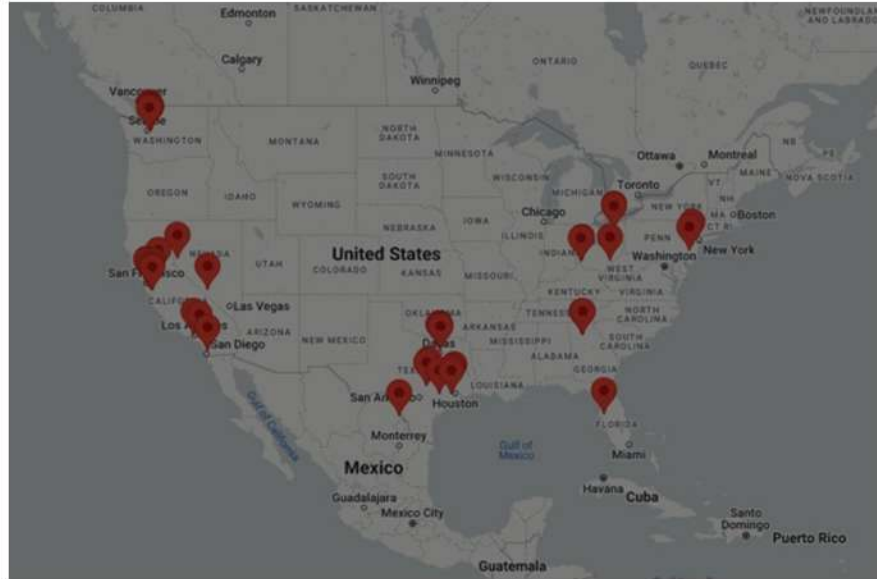


## 2-Minute Drill

<b>Industry</b>	Education, Tutoring	<b>Year started franchising</b>	2011
<b>Year business started</b>	1995	<b>Franchise units open</b>	45
<b>Number of company units open</b>	0	<b>Investment range</b>	\$84,375 to \$146,750
<b>Initial franchise fee</b>	1st Center: \$45,000 2nd Center: \$40,000 3rd or more: \$35,000 \$200,000	<b>Required liquid capital</b>	\$50,000
<b>Required net worth</b>		<b>Royalty</b>	12%
<b>Marketing fee</b>	2-4%	<b>Technology fee</b>	\$2,000 implementation + \$8 per student per month
<b>Item 19 2023</b>	Highest Revenue: \$421,719		
<b>Industry size</b>	Tutoring: A projected \$201.8 billion industry by	<b>Available internationally</b>	No

	2026  Enrichment: A growing \$23.5 billion industry		
<b>SBA registry</b>	No	<b>VetFran/Minority Fran</b>	Yes, \$5k marketing credit for veterans and educators
<b>Group Health Insurance</b>	No	<b>In House Financing</b>	No, but we do have funding referrals
<b>Franchise Buyer Motives</b>	Values education, seeking a business with flexible hours, has young children who can participate in business OR are retired, lifestyle business, extremely low COGS business, can scale to multiple locations. We work well with E2 visa candidates.		
<b>Target Markets</b>	Many territories available throughout the US. Texas, Florida, and the Carolinas are top choices. Metro areas over 150k population with culturally diverse demographics are strong markets.		
<b>Territory Description</b>	Unlike competitors, we offer an exclusive protected territory of at least 15,000-18,000 students.		
<b>Number, type of employees</b>	10 employees, typically college students or semi-retired former educators.		
<b>Current Locations</b>			





[Find a Center](#)



# WHY FUNDRAISING UNIVERSITY?



[WWW.FUNDRAISINGU.NET](http://WWW.FUNDRAISINGU.NET)



# ABOUT US



FUNDRAISING UNIVERSITY  
CELEBRATING 15 YEARS IN SCHOOLS

Fundraising University is a fundraising company that helps team organizations and high school sports teams raise money quickly and efficiently. We offer a variety of fundraising efforts that allow your teams to raise money quickly and efficiently. We are a profitable company dedicated to helping teams and students run profitable, effective, and fast-paced fundraisers designed to raise the most money in the shortest amount of time and reach their fundraising goals.



**NAMED AS  
TOP FRANCHISE OF 2022, 2023 & 2024  
IN ENTREPRENEUR MAGAZINE!**

Fundraising University has been named as the "Top Franchise of 2022 & 2023, 2024 respectively" by Entrepreneur Magazine, solidifying our position as a leader in the fundraising industry.

This prestigious recognition is a testament to our unwavering commitment to excellence, innovation, and unparalleled support for our franchisees. Over the years, Fundraising University has continued to redefine the standards of success in the franchise world, empowering individuals and organizations to achieve their fundraising goals with ease and efficiency.

Our dedication to providing cutting-edge fundraising solutions, coupled with our comprehensive training programs and ongoing support, has enabled our franchisees to thrive in their respective markets. Whether it's through our innovative product offerings, strategic marketing initiatives, or personalized coaching and mentorship, we are committed to helping our franchisees succeed every step of the way.





# WHY US?

Choosing Fundraising University as your partner in fundraising is a decision rooted in a wealth of compelling reasons, each tailored to ensure your success and satisfaction as a coach or franchisee. Here's why Fundraising University stands out:

- 1. Proven Success:** With a track record of excellence spanning years, Fundraising University has consistently delivered results for coaches and franchisees across various markets. Our tried-and-tested fundraising programs have helped countless individuals and organizations achieve their financial goals with efficiency and ease.
- 2. Comprehensive Support:** At Fundraising University, we believe that your success is our success. That's why we offer unparalleled support every step of the way, from initial training and launch assistance to ongoing coaching and mentorship. Our dedicated team is committed to providing the guidance and resources you need to thrive in your fundraising endeavors.
- 3. Innovative Solutions:** We pride ourselves on staying at the forefront of fundraising innovation, continually developing new and creative solutions to meet the evolving needs of our clients. From cutting-edge product offerings to cutting-edge technology, we provide you with the tools and resources necessary to stand out in the competitive fundraising landscape.
- 4. Flexible Opportunities:** Whether you're a coach looking to supplement your income or an entrepreneur seeking a lucrative business opportunity, Fundraising University offers flexible options to suit your needs. With multiple options available, you can choose the path that aligns best with your goals, interests, and lifestyle.
- 5. Community Impact:** By partnering with Fundraising University, you're not just building a business—you're making a difference in your community. Our fundraising programs empower individuals and organizations to support causes they care about, fostering a sense of unity, purpose, and positive change.
- 6. Recognition and Prestige:** As evidenced by our accolades, including being named "Top Franchise of 2022 & 2023, 2024 respectively" by Entrepreneur Magazine, choosing Fundraising University is a mark of distinction and prestige. Joining our network signals your commitment to excellence and positions you as a leader in the fundraising industry.

## DREAM BIG

GET NEW EQUIPMENT, TAKE THAT TRIP, AND FULFILL YOUR TEAM'S DREAMS.

## RAISE MORE

WE'LL HELP YOU RAISE MORE MONEY FOR YOUR TEAM THAN YOU EVER HAVE BEFORE.

## WORK LESS

YOU'LL HAVE LESS TO DO SINCE OUR COACHES TAKE THE REINS AND LEAD THE FUNDRAISERS.



## WE ARE LEADERS

Fundraising University is a team of former athletes and coaches who know the pain points that come with funding sports programs. We launched in 2009 and have raised over \$300 million for teams across America.



# LEARN MORE



Click the image above to  
HEAR FROM A NEBRASKA  
franchise owner, Colin  
Shockey.



Click the image above  
to watch a fundraiser.

## JOIN OUR MISSION

IF YOU SEEK A VENTURE CHARACTERIZED BY A HIGH EBITDA, A ROBUST RESIDUAL RATE, AND A PREDICTABLE SCHEDULE, ALONG WITH THE FLEXIBILITY OF A WORK-FROM-HOME MODEL, EXTENSIVE INVESTMENT, AND WORLD-CLASS TRAINING BACKED BY OVER 80 YEARS OF COMBINED EXPERIENCE, ALL CENTERED ON PERSONAL DEVELOPMENT AND COMMUNITY IMPACT, WE INVITE YOU TO JOIN OUR MISSION!







# BUSY BEE JUMPERS

## FRANCHISE SYSTEMS



## TURN **FUN** INTO **PROFITS**

This turnkey event rental franchise opportunity allows you to help create joy in your community while operating a successful business known for reliability, customer service, and fun!

### Market Size



CURRENTLY  
**\$5.6  
BILLION**

2025

EXPECTED  
TO REACH  
**\$12.6  
BILLION**

2032

### 2024 Gross Sales



**\$5,569,283**

### Low Initial Investment



**1 \$161,925 - \$400,200 2**



**120 Days Launch Timeline,  
from Signing to Go-Live**



**Fully Turnkey, Proprietary  
Technology Stack**

Visit our website to hear directly from Busy Bee CEO Sal Longo and his team to learn more about this opportunity!

[busybeejumpers.com/franchise](https://busybeejumpers.com/franchise)



1. See Item FDD Item 19 for financial information. The above Gross Sales represents combined gross sales for our original corporate outlet that operates in 13 territories.  
2. See FDD Item 7 for Estimated Investment Information. This estimate is for a single territory.







## This Unique Busy Bee Jumpers Franchise Opportunity Gives You Access to:

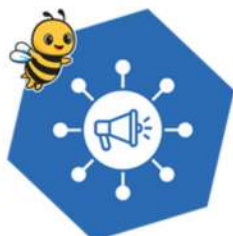
- ✓ Timeless service offering, built on a proven business model with 25 years of success and expertise
- ✓ Hands-on, personalized training and mentoring
- ✓ Cutting-edge technology and refined operational processes



**Robust  
Ongoing Support**



**Best In  
Class Training**



**Expert  
Marketing**



**Proprietary  
Logistical Platforms**



**Long-Term  
Substantial  
Vendor Relationships**

## Industry-Leading Opportunity Awaits with Your Busy Bee Franchise



**LEADERSHIP**



**INDEPENDENCE**



**BE A COMMUNITY HERO**

This franchise opportunity is perfect for you if you want to fulfill your entrepreneurial aspirations without starting a business from scratch. If you are hardworking, self-motivated, and hands-on, this opportunity will allow you the freedom and flexibility of controlling your earnings and work schedule.

**DON'T WAIT!**

**Jump on this  
Opportunity Today!**



[busybeejumpers.com/franchise](https://busybeejumpers.com/franchise)  
[franchising@busybeejumpers.com](mailto:franchising@busybeejumpers.com)  
800-794-5480





**Become a Gym Skills Franchise Owner. Do something you love that makes a true impact by empowering the youth through sports. Save time and money through our proven turnkey concept and receive high cash flow through multiple revenue streams.**



## ABOUT US:

Here at Gym Skills, we prioritize the safety, fun, and education of our athletes. Through our motto "Get Active. Be Healthy.", we work to carry out our mission of teaching children how to live a healthy and active lifestyle in both body and mind. Our vision is to leave a legacy and positively shape future generations in our communities. We value the dedication and passion our team has for the classes they lead, the students they teach, and the futures they are shaping. And here is our story.

## WHY GYM SKILLS?

- Growing Industry
- Multiple Revenue Streams
- Customizable Programming for Your Location
- Adds Value to Community
- Ongoing Support From Our Team

## 2 FRANCHISING MODELS

### BRICK AND MORTAR LOCATION



Our brick and mortar locations serve as vibrant community hubs, hosting all of our programming and events. These facilities are ideal spaces for kids to enjoy themselves, parents to socialize, and diverse groups of people to come together.

### MOBILE GYM



Our Mobile Gym allows children to enjoy an age-appropriate, hands-on introduction to a wide range of activities in a fun, safe and non-competitive environment. We offer a variety of enrichment classes for Schools, Childcare Centers, Church Daycares, and Rec Centers.



**Connect With Us**



(614)-571-1220



franchising@gymskills.com



@GymSkills



# AÇAÍ BRASIL STORY

Everything started in 2014 with a simple question:  
*"Is there açai in Houston like the one from Brazil?"*  
The answer was clear: **no.**

That's when a dream was born: **to bring the authentic taste of Brazil to the United States.**  
With a lot of research, testing, participation in fairs, and deliveries made by car, we took our first steps.

***The public fell in love!***



In a short time, the first store was opened.  
What started small kept growing through passion, hard work, and authenticity.

**Açaí Brasil became a local favorite!**



- **2021:** We moved to a larger, more structured store.
- **2023:** The big leap transforming the brand into a franchise.

**In the first year of franchising,  
11 stores were sold! Today, Açaí  
Brasil is a reference in Houston.**





# WHY AÇAÍ BRASIL?

- HANDS ON SUPPORT
- PROFITABLE PROVEN STORES
- LOW START-UP COST
- INCOMPARABLE QUALITY

## INVESTMENT OVERVIEW

- FRANCHISE FEE: **\$35K**
- ROYALTIES: **6%**
- MARKETING FEE: **1%**

**INVESTMENT STARTING AT \$155K**

**REQUEST A PRESENTATION TODAY**



**(832)528-7118**



**franchise@acaibrasilusa.com**



**WWW.ACAIBRASILUSA.COM**



**@ACAIBRASIOFFICIAL**







## Bowl'd Masala Franchise Opportunity

Bowl'd Masala offers a modern, scalable fast-casual franchise built on simple operations, low labor, and a compact, efficient footprint. Our prep-light system, bold Indian flavors, and health-focused bowls attract a wide and loyal customer base. With comprehensive training, hands-on onboarding, and ongoing support, franchisees can confidently grow in the high-demand world of globally inspired, healthy fast-casual dining. Bowl'd Masala is a strong, profitable opportunity for entrepreneurs seeking a fresh, on-trend restaurant concept.





## Bowl'd Masala – Investment Information

**Cash Investment Range: \$25,000 to \$75,000**

**Total Investment Range: \$50,000 to \$250,000**

(Varies based on format: food hall, kiosk, Mall, railway station, service stations, university cafeteria, Airport)

**Minimum Net Worth: \$250,000**

**Franchise Fee : \$30,000**

**Royalty Fee: 5%**

**Brand Development Fund (Ad Fund): 1%**

**Local Marketing Requirement: 1%**

**Technology Fee: Up to \$500/month**

**Average Number of Employees:**

**2–4 employees at maturity, plus a manager / Franchisee owner (Labor-efficient, prep-light fast casual model)**

**Item 19: NO**

**E-2 / EB-5 Visa Candidates: Accepted**

**Passive Ownership: Yes ( 3 Stores )**

**Semi-Passive Ownership: Yes**

**Owner-Operator: Yes Preferred.**

**Home-Based Model: No**

**B2B Model: No**

**Master Franchise Opportunities: Yes**

(Available for qualified groups and international partners)

**Veterans Discount: Yes 10% on Franchise Fee**



# DIVADANCE

**A DANCE COMMUNITY  
FOR ALL ADULTS**

*5678, let's  
get started!*



**CLASSES**

**PARTIES**

**PERFORMANCE  
OPPORTUNITIES**

**54 LOCATIONS ACROSS  
NORTH AMERICA**

**PREMIUM TERRITORIES  
STILL AVAILABLE**

**Inclusive & Fun Experience:** Classes are designed for all levels, all ages of adults and all life experiences - focusing on confidence and community.

**Comprehensive Training & Support:** From business planning to launch marketing, we've got you covered. We can support you in building your staff and community to ensure that you are set up for success with a strong culture.

**Flexible Model Options:** You have the opportunity to own your own dedicated studio, rent space from partner studios, or both!

**Growing Network:** Join a franchise family that's expanding across the U.S. and internationally!

**Strong Business Ethos:** We have established essential principles for you to follow like tracking key metrics and fostering a strong team culture to ensure long-term success.

candidates require at least \$150k of net worth plus a 680+ credit score and \$25k liquid capital

***the initial investment for a single territory starts at \$56,000***



DISCLAIMER: THIS ADVERTISEMENT IS NOT AN OFFER TO SELL A FRANCHISE. A FRANCHISE OFFERING CAN ONLY BE MADE THROUGH EACH BRAND'S FRANCHISE DISCLOSURE DOCUMENT (FDD) AND, IF REQUIRED, ONLY AFTER THEY HAVE REGISTERED OR QUALIFIED IN THE APPLICABLE STATE.





BEE ORGANIZED  
*Simplify Your Hive*

Creating a path for individuals to follow their passions and thrive personally, professionally, and financially.

## Investment

Investment Range  
\$41,000-\$66,000

Franchise Fee

\$28,500 for first territory

\$19,500 for second territory\*

## Model

- Scalable Business
- Low Barrier of Entry
- High Profitability
- Quick Start-Up
- Home Based
- Thriving Industry
- Meaningful Impact
- No Inventory



\*Second territory has to be purchased at same time as first for discounted fee

Home & Business  
Organization

Moving & Life  
Transitions

Concierge  
Service

[beeorganized.com](http://beeorganized.com)

913.485.0882



BEE ORGANIZED  
Simplify Your Hive

# Industry



American homes are 20% larger today, while household sizes are the smallest they've been in 80 years.



12% of people live in North America and Western Europe but drive 60% of global consumption.

An industry valued at \$12.62 billion.



The U.S. has 76.4 million Baby Boomers, with about 11,200 turning 65 each day.



# Opportunity

\$75K



Annual Avg. Revenue  
Per Market within the first  
year



Unique Workforce  
Hourly/Part Time  
No required skills



beeorganized.com

913.485.0882



# Franchise & Licensing

Whether an entrepreneur is starting their first company or an established business is expanding into a new market, achieving success depends on sound legal advice. Clark Hill's Franchise and Licensing attorneys play a key part of growth ventures and provide experienced counsel across many industries. Our team represents clients involved in all aspects of franchising, licensing, dealership, and direct selling for the distribution of goods and services, both domestically and internationally.

## SERVICES WE OFFER TO FRANCHISE CLIENTS:

- ❑ Franchise Structuring & Development
- ❑ Franchise Disclosure & Registrations
- ❑ Franchise Agreements
- ❑ Expansion & Territory Planning
- ❑ Licensing Agreements
- ❑ Co-Branding & Strategic Partnerships
- ❑ International Licensing
- ❑ Investment & Capital Raises
- ❑ Regulatory Compliance & Securities Law
- ❑ Mergers, Acquisitions, & Transfers
- ❑ Dispute Resolution & Litigation
- ❑ Entity Structuring
- ❑ Lease Review



Earsa Jackson helps companies expand successfully - whether through franchising or navigating complex business disputes - with clarity, strategy, and confidence.

As a Certified Franchise Executive, she counsels both emerging and established brands on how to scale through franchising. Her approach is hands-on, practical, and tailored to each client's growth goals. Earsa enjoys partnering closely with business owners, leadership teams, and franchise executives to build strong, compliant, and sustainable franchise systems. Clients value the energy and enthusiasm she brings to every matter, along with her ability to simplify complex issues and offer solutions that are both strategic and actionable.

In addition to her franchising practice, Earsa handles complex business and commercial litigation, helping companies protect their interests and resolve disputes efficiently.

She also contributes actively to the advancement of the franchise industry. Earsa serves on the Governing Committee of the American Bar Association Forum on Franchising and was the Co-Chair of the 47th Annual Forum on Franchising (2024). Previously, she served as Director of the Litigation and Dispute Resolution Division and currently serves as the Diversity Officer for the Forum. Earsa is proud to serve on the Board of the International Franchise Association.

If you're looking to grow your franchise system, strengthen your legal foundation, or resolve a complex business challenge, Earsa would love to connect.



**Earsa Jackson**

Member

[ejackson@clarkhill.com](mailto:ejackson@clarkhill.com)

214.651.2394

Connect with Earsa

# EXCLUSIVE LIMITED TIME OFFER FOR ATTENDEES OF FRANCHISE CONNECT LIVE

Offer expires December 22, 2025

## Franchisee Offering - Franchise Disclosure Document Review: \$2500 (single unit offering)

- Includes up to one hour consultation with attorney
- Additional services available on an hourly rate basis
- Subject to Clark Hill PLC's standard conflicts check

## Franchisor Offering - 30 Minute Legal Consultation: \$500

- Available to companies with at least three years of operating experience
- Minimum revenue per existing location of \$750,000
- Includes 30-minute Zoom session with Earsa to discuss your planned franchise offering
- Subject to Clark Hill PLC's standard conflicts check

**Contact Earsa to schedule.**



**Earsa Jackson**

EJackson@clarkhill.com

214.651.2394







## Your Connection to Your Right-Fit Franchise™

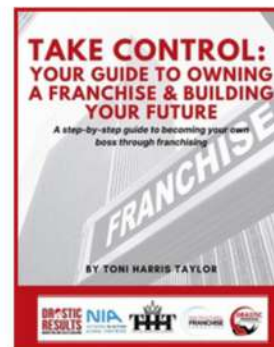
**Drastic Franchise Matchmakers (DFM)** is more than just a consulting service—it's a life-changing opportunity for aspiring entrepreneurs to step into business ownership with expert guidance and confidence. With access to over 800+ franchise opportunities across various industries, Toni and her team help individuals navigate the complex world of franchising and find the perfect business model that aligns with their goals, skills, and lifestyle. As a **certified franchise consultant**, Toni provides a personalized, hands-on approach to franchise matchmaking, ensuring that every candidate is equipped with the knowledge and support needed to make an informed decision.

### NO COST HELP FOR YOU...

- ✓ **Expert Franchise Matching** Based on your interests, skills, investment level and goals.
- ✓ **Consultations** Helping individuals explore franchise options risk-free.
- ✓ **Industry Connections** Access to top franchise brands and insider insights.
- ✓ **Ongoing Guidance** From discovery to ownership, we are with you every step of the way!

### Why Work with Drastic Franchise Matchmakers?

Many aspiring entrepreneurs hesitate to explore franchising due to a lack of knowledge, fear of risk, or uncertainty about where to start. DFM removes these barriers by offering expert consultation at no cost to the franchisee. Toni believes that business ownership should be accessible to everyone, and she's committed to helping professionals transition from corporate careers or self-employment into successful franchise ownership. If you've ever dreamed of being your own boss but didn't know how to start, Drastic Franchise Matchmakers is your answer! **Download your FREE ebook:** [DrasticFranchise.com](http://DrasticFranchise.com)



**Are you ready to explore franchising?  
Let's connect and take drastic steps toward success!**

### LET'S TALK FRANCHISING!

✉ **Email:** [Toni@ToniHarrisTaylor.com](mailto:Toni@ToniHarrisTaylor.com)  
 🌐 **Website:** [ToniHarrisTaylor.com](http://ToniHarrisTaylor.com)  
 ☎ **Phone:** (832) 479-2088



**SCHEDULE A  
CALL TODAY!**



### Meet Your Coach

Toni Harris Taylor is a franchise consultant, franchisee and marketing coach who helps entrepreneurs grow through bold networking and strategic connections. As the founder of Drastic Results Marketing & Sales Coaching, Drastic Franchise Matchmakers, and the visionary for Multicultural Franchise Connectors, she empowers professionals to take drastic steps toward success in business and franchising.







# MULTICULTURAL FRANCHISE CONNECTORS (MFC)

*Connecting Multicultural Communities to the World of Franchising!*

**OUR MISSION** Multicultural Franchise Connectors is a 501c(3) organization dedicated to educating underserved multicultural communities about franchising by providing them with the essential knowledge, resources, and connections to explore franchising opportunities confidently. Our mission is to increase multicultural representation in the franchising industry, focusing on economic empowerment within diverse communities.

## WHAT WE DO:

- Educate diverse communities on franchising opportunities
- Connect aspiring franchisees with industry experts
- Offer mentorship and support to multicultural entrepreneurs
- Provide networking platforms for franchise professionals

 **LEARN MORE:** [MulticulturalFranchise.org](https://MulticulturalFranchise.org)



**Join our community!**  
[Skool.com/mfc](https://Skool.com/mfc)

## FOUR PATHS TO FRANCHISING

- 1 BECOME A FRANCHISOR**  
Support and guide successful business owners in franchising their operations.
- 2 BECOME A FRANCHISEE**  
Provide education and resources for potential franchisees interested in purchasing and operating franchise units.
- 3 SUPPLY SERVICES TO THE FRANCHISE INDUSTRY**  
Support and guide business owners to niche their services in franchising.
- 4 WORK FOR A FRANCHISE BRAND**  
Assist individuals to secure employment opportunities within franchise brands.

## The organization focuses on:

-  Provide resources and support for aspiring franchisees from multicultural communities.
-  Advocate for multicultural representation in the franchising industry.
-  Create a network of multicultural franchisees, franchisors, and franchise employees.
-  Encourage multicultural business owners to explore franchising their successful businesses.
-  Support corporate employees in transitioning to franchise brand employment.