

Double Check

Dublcheck holds a 19-year track record of getting sales for franchisees

INVESTMENT LEVEL: £14,000-£190,750



Joanne Bennett

Dublcheck is the franchise where you don't need to do any selling unless you want to. The company obtains all the business for franchisees, so they know exactly what turnover to expect and can concentrate on looking after their customers instead of where the sales are going to come from. "It's like a brick-building business. Once you have one contract you keep building so you know exactly what you are going to invoice every month," says Carol Stewart-Gill, founder and chairman of Dublcheck.

Commercial cleaning is one of the most secure industries to join; the market is more robust and recession-resistant than many others. Dublcheck now has more than 100 franchisees and is looking for people to join and benefit from the proven and successful business model.

"There is nothing quite like commercial cleaning. This is a really exciting opportunity for franchisees because the growth and profit potential can be maximised using the experience, knowledge and systems we at Dublcheck have developed," says Carol.

Franchisee Joanne Bennett says: "I never felt on my own with Dublcheck. I was interested in working in a personal, and local, environment [and] once I met the Dublcheck team I found the concept of commercial cleaning very appealing."

"After working in the financial services for more than 20 years I knew that franchising would provide me with the benefits of being my own boss. I looked for a business I could operate from home to fit in with my family commitments. Dublcheck was very appealing

and did what it says on the box. I attended a week's training course at the head office in Chester which covered everything I needed to know about the commercial cleaning industry

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then ongoing I had a mentor to support and advise me. The support I get from Dublcheck in running my business is second to none. I thoroughly enjoy running my Dublcheck franchise meeting new clients and providing a top quality service and would recommend it to anyone."

Franchisees can start small with the minimum turnover package of £14,400 per annum for those who want to run their business and start small while retaining the security of their current job. Or a purchase of up to £500,000 of annual turnover, with no upper limit, is available to those who want to run a substantial managed business. The variable investment levels offered by Dublcheck allow franchisees the flexibility to run either a hands-on business, a partly managed venture with some hands-on duties, or a wholly managed business depending on their skills, ambitions and lifestyle.

Franchisee Mujeeb Sayeed invested in a turnover package of £120,000. He says: "As you learn the business, Dublcheck builds up the sales for you at your own pace." He and his wife Maureen have adopted full managerial

positions and employ a team of cleaning staff. They were so pleased with their investment they recommended the Dublcheck opportunity to other family members who also invested in a franchise.

Julie Berry, franchisee, felt distinctly deskbound at her role in a regional office with Aldi: "I also had two children and balancing that with a full-time job wasn't working out," she says. "I really wanted something that would work better around my family commitments."

The main thing that attracted Julie to Dublcheck was the fact that the company provides all the initial clients to the franchisees. "Getting clients is the hardest bit," says Julie. "Knowing that I'd have a guaranteed income really swung it for me. The fact they only deal with commercial enterprises also appealed. Business premises will always need to be cleaned, often on a daily basis."

Dublcheck franchisees are equipped with the tools and knowledge they need to uphold the values of the Dublcheck brand, which has resulted in a 90 per cent client-retention rate.

The initial investment covers a training course, ongoing training and support, access to branded uniforms, products, sales and marketing tools, and stationery. All invoicing and cash collection is managed electronically by Dublcheck, allowing the franchisees to concentrate on developing lasting client relationships.

Mujeeb confirms: "Everything is handled by an internet-accessed database, which deals with all aspects including invoicing, documentation, debt management, sale history and general communications. This makes managing the business that much easier and allows you to concentrate on dealing with staffing, customers and suppliers."

Carol asserts: "With our experience and track record we can safely say that if you put in the effort and follow the system, the rewards with Dublcheck are there for everyone to see." ■



Founder
Carol Stewart-Gill

DUBLCHECK

WEBSITE: www.dublcheck.co.uk
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PHONE: 0800 317 236
CLASSIFICATION: Commercial cleaning services

Investment: From £10k-£20k