



Big business

With Dublcheck's 21-year track record of getting sales for franchisees, this is your opportunity to join a huge industry worth more than £3billion. Here's what a few Dublcheck franchisees have to say

INVESTMENT LEVEL: £14,000 – £190,750

Dublcheck is the franchise where you don't need to do any selling unless you want to. Dublcheck obtains all the business for franchisees, so they know exactly what turnover they are going to get. This enables franchisees to concentrate on looking after their customers, instead of wondering 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.

The UK commercial cleaning sector is worth more than £3billion and Dublcheck has seen a substantial increase in turnover, despite the 'doom and gloom' climate. Why? Because everywhere you look buildings need cleaning. The Dublcheck

system puts its new franchisees on the road to success by actually getting the business for them. Commercial cleaning is one of the best industries to join because the market is more robust and recession-resistant than many others.

Founded in 1993 and having been awarded the 20th Fastest Growing Private Company in the UK, according to Richard Branson's Virgin Fast Track One Hundred and The Sunday Times, Dublcheck now has more than 100 franchisees and is looking for more capable and motivated people to join the national network 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.

Dublcheck franchise owner Graham Hey (previously managing director of a manufacturing business) joined Dublcheck on a £48,000 turnover package and is now turning over £400,000, increasing turnover in the last 12 months by 30 per cent.

Franchisee Joanne Bennett says: "I decided to leave my job because my position in the bank became too big. I was operating at an international level and was interested in working within a personal and local environment. Once I met the Dublcheck team, I found the concept of commercial cleaning very appealing."

Sonal and Mitesh Patel went for the £26,000 package. Mitesh says: "Sonal and I can't believe a year has past since we decided to join this great franchise. We both wish we had done this years ago."

Stuart Weatherill, previously a self-employed salesman, joined on a turnover

package of £24,000 per annum, which had quadrupled in 12 months. Stuart is now on £160,000 per annum. Stuart says: "The support from head office appealed because it meant in the first few months I could focus on getting to grips with running the business and managing my staff instead of finding contracts. The best thing

"The Dublcheck system puts its new franchisees on the road to success by actually getting the business for them"

about being your own boss is that you are the architect of your own destiny."

Franchisee Ken Holland says: "I decided franchising was the way to go when I was made redundant from my job in agriculture in 1998. I wanted to get involved in a repeat business industry that would provide a sensible income. Contract cleaning met my requirements and after investigating a number of cleaning franchises I recognised Dublcheck offered the best package. I am now at the point where my mortgages are almost paid off and my monthly income requirements are dropping so I can plan to do the things I have always wanted to do, such as going to Australia."

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 you can purchase up to £500,000 of annual turnover (with no upper limit) if you 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 life balance requirements.

Franchisee Len Donnelly, previously a retail manager, says: "Since I became a franchisee, the work-life balance is great."

Franchisee Mujeeb Sayed invested in a guaranteed turnover package of £120,000, which Dublcheck achieved in year one. Mujeeb 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 Mujeeb's nephew Michael McTavish and his wife Elaine.

In addition, 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.

For your initial investment you will receive 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."

The benefits of Dublcheck are:

- Sales contracts provided
- 21 years' experience
- Low cost entry
- Invoicing and cash collection
- Recession-proof utility business
- Rapid return on investment
- Low overhead requirement
- Training and ongoing support from head office
- A mentor franchisee to guide and assist ■



Carol Stewart-Gill

DUBLCHECK

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CLASSIFICATION: Commercial cleaning services