

One to check

Mark Hejl, **Dublcheck** franchisee, on how the brand has changed his life

INVESTMENT LEVEL: £14,000 - £190,750



Sue and Mark Hejl

“I’m originally from New Zealand, but I live with my wife Sue, who’s a Geordie lass and works in the business with me, in a village called Bromham, just outside of Bedford. We completed our training in August 2014, just one month after getting married, and secured our first cleaning account in September. Prior to this I was a self-employed welder running a small fabrication business producing custom gates and railings.

“In my old job I was busy to the point where I didn’t have time for anything else. Along with the economic downturn and customers therefore spending less and less, in the end I was working many hours for very little return. Although working in the cleaning sector was not something I had particularly thought of before, I knew that fabricating was not, for one, profitable for me. Also, as I was fast approaching the age where, in five or 10 years’ time, digging holes in the middle of winter or lugging metal around wouldn’t be suitable, the thought of running a business that allows me to be hands-on to start with, then take more of a management role, had definite appeal.

“My wife and I went to a few franchise exhibitions with no real eye as to what we were looking for. It wasn’t until we came across the Dublcheck brand, and the USP of a guaranteed turnover, that the thought of getting into a cleaning business was an option.

“The great thing about the Dublcheck concept is that to start with I can

concentrate on how to run the business and learn about the business before I need to put my selling skills into practice – my lack of selling skills was a concern and I didn’t want to be consumed by the all important question of how and where to get clients. If sales is not ultimately for me, I can still grow the business with the continued help from the sales team at Dublcheck.

“Only eight months in we have doubled our turnover”

“Business is going great; I now have four employees and am at present looking for more to recruit as new contracts are coming in. I still do three cleans myself but hope to have those filled by operatives soon.

I entered Dublcheck at one of the lower levels and – even at only eight months into our first year – we have doubled our turnover, and with a large account imminent, this will most likely become tripled!

“The training and support from Dublcheck have been really great. Training supplied by head office in Chester covers all you need to get started and once you start your business the support that they offer is always helpful and always available, as well as the valuable mentor scheme.

“Some new franchisees may have run businesses before but having a mentor that has, and is, running their own

franchise can be an asset to anyone regardless of experience.

“I myself have run a business, but the finer points of PAYE, vat, staff, etc, can be a bit confusing and having a mentor to phone, email, text or even Skype is really handy. And the reliable, steady flow of useful spreadsheets is always a bonus!

“Finally, future plans for the business are to steadily, controllably, grow.”

Dublcheck is the brand that actively obtains contracts for its franchisees. Founded in 1993 by Carol Stewart-Gill and awarded 20th Fastest Growing Private Company in the UK by Richard Branson’s Virgin Fast Track One Hundred and the Sunday Times, Dublcheck now has more than 100 franchisees and is looking for further capable and motivated candidates.

The benefits of Dublcheck are:

- Sales contracts provided
- Low-cost entry
- Recession-proof utility business
- Rapid return on investment
- Low overhead investment
- Training, ongoing support and mentoring

All with a company that has 22 years’ experience. ■

Dublcheck

Commercial cleaning

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Investment: £10k-£20k