



# Check it out

## Graham Coulston Hermann on his **Dublcheck** franchise experience so far

**D**ublcheck's Graham Coulston Hermann retired from Lancashire Constabulary after 30 years of service, leaving behind his role as chief superintendent in charge of one of the force's six divisions.

Graham had no initial business experience and no real idea of what he wanted to do other than knowing that he wanted to run his own business. He was initially drawn to franchising by its impressive statistics in comparison with those for independent start-ups.

"I attended The British Franchise Exhibition in Manchester in June 2012. During the day I spent some time on the Dublcheck stand and was taken by the friendly, helpful people there. I came away and looked at the figures and liked the guaranteed turnover in year one. I also liked the idea that I didn't need to take out a huge loan as the start-up costs were quite low in comparison with some other franchises."

Graham considered other options but

was always drawn back to Dublcheck. "I felt that the Dublcheck concept would allow me to grow the business into a managed franchise, giving me the flexibility to fit around my wife's busy schedule and three young, sport-mad children."

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"I took an option of buying in at £50,000 turnover, which we reached by month seven. I had a mentor for the first 12 months who provided valuable advice and guidance as

well as a second set of eyes to run things past." Since he started trading, Graham has more than tripled his turnover.

"Every month now I grow in confidence. I visit all my clients to check on the quality of service and to ensure that standards remain at the same level as when I started the contract.

"I recently attended a Kick Start programme with Dublcheck, which has increased my confidence in selling. I also look back now and feel I had more skills than I thought that were transferable, such as dealing with people and attention to detail.

"I am still at the beginning of my Dublcheck franchise journey but – so far, so good!" ■

### Dublcheck

Commercial cleaning

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