

franchising

Guaranteed customers with **Dublcheck**

WHEN YOU FOLLOW THE DUBLCHECK SYSTEM, THE FINANCIAL REWARDS AND WORK/LIFE BALANCE ARE THERE TO BE ENJOYED

Founded in 1993, Dublcheck is the UK's leading franchised commercial cleaning company and has been recognised as the 20th fastest growing private company by Virgin Fast Track and The Sunday Times.

With over 100 franchisees in operation, Dublcheck remains a wholly owned British company. Founder and chairman Carol Stewart-Gill says with confidence: "If you put in the effort and follow the Dublcheck system, huge rewards can be realised. Franchisees can look forward to a safe and secure future and a great opportunity to create a large business and a valuable asset."

TURNOVER

Dublcheck is a franchise where you don't need to do any selling, unless you want to. All the business is obtained on behalf of franchisees, so they know exactly what their turnover will be. You can start with a minimum turnover of £14,950 per annum if you want to run a hands-on business, starting small while retaining the security of your current employment, or you can purchase a franchise worth £500,000 per annum by operating a management business. And opportunities are endless, as there is no upper limit.

The variable investment levels offered by Dublcheck allow franchisees the flexibility to operate a hands-on venture, a partly managed enterprise or a completely managed business. These tiers enable franchisees to operate a successful business according to their personal skills, ambitions and lifestyle requirements.

Whatever your background, investing in a Dublcheck commercial cleaning franchise can



Carol Stewart-Gill, founder and chairman of Dublcheck

make you a success. Having been in the business of setting people up in the commercial cleaning sector for 22 years, Dublcheck knows how to deliver. When you invest in a franchise, the company's committed head office team will not only walk you through a comprehensive training course, but will also go that extra mile by obtaining cleaning contracts on your behalf.

"The commercial cleaning sector is a massive industry worth over £3 billion," Carol says. "Just think of all those buildings out there that need cleaning. This is an exciting opportunity for franchisees because the growth and profit

potential can be maximised using the experience, knowledge and systems we have developed."

Larry had always wanted to run his own business, but a successful career as a finance director for another substantial cleaning company meant the motivation to take that risk just wasn't there. But when he was made redundant in 2009 aged 50, he saw the perfect opportunity to live out his dreams.

EXPERIENCE

Larry explains: "I thought, I can just get another job or go for it. But because I still had a young family to look after, I decided to look into franchising rather than go it alone."

Larry spent a year researching the franchise industry on the internet and by attending franchise exhibitions before choosing to opt for a Dublcheck franchise.

"I had past experience in the cleaning industry, so it was an area I understood," he says. "I also liked the fact that Dublcheck obtains the business for me, so I knew exactly what turnover I would get."

Larry invested part of his redundancy money and borrowed from NatWest to finance the rest. "It was very easy to raise the money, Dublcheck are so well respected," Larry says.

Once Larry had been accepted, Dublcheck provided him with a week's comprehensive training at head office that covered all aspects of the business - from operation systems and customer service, to practical cleaning demonstrations and products - then he was ready to go.

"To start off, it was scary, particularly going from regular employment," Larry admits. "The phone didn't ring for a week, then when it did it was like Christmas - and from then on the work flooded in. But at no time did I ever feel on my own, as the ongoing support from Dublcheck has been brilliant."

FRUITFUL

At 40 per cent growth, Larry found his first year of business fruitful enough, but things took off when



Dublcheck franchisee David Innis



he opted for a second franchise just a year into his business.

"Dublcheck provides mentors to help you through," Larry explains. "My mentor decided to put his Dublcheck franchise up for sale and I went for it. It had been established for about five years, so it already had a strong customer base and a team of experienced staff. It was just up to me to impose my personality."

"Taking on the extra responsibility paid off. With an existing Dublcheck business, I had turnover from day one and didn't have to work to develop new business, so not only was it a money spinner, it was also a completely different experience to my first franchise. The Dublcheck team were incredibly professional and efficient, so the business handover went really smoothly."

Since taking on the Dublcheck franchise, Larry's business has been steady, with growth year on year even through the recession.



EXCITING

If Larry has any regrets, it's only that he didn't get into franchising earlier. "The highs and lows are greater than a staff job and that makes it exciting," he says. "I like the fact I can influence my living standards by the amount of work I put in. That just didn't happen in paid employment."

Carol says: "Cleaning is a massive industry to be in and when you follow the Dublcheck system, the financial rewards and work/life balance are there to be enjoyed." **MM**



Larry
Bainbridge
with wife
Carol

WHAT DUBLCHECK'S FRANCHISEES SAY

"In 2011 I took my turnover up to £250,000 and I've achieved 10 per cent growth year on year, even through the so called recession."

Larry Bainbridge

"When joining Dublcheck I was attracted to its guaranteed turnover promise and I'm pleased to say the proof is definitely in the pudding."

Graham Coulston Herrmann

"The personal benefits of owning our Dublcheck franchise are fantastic. We have a three-year-old daughter and, as we work from home, it offers excellent flexibility."

Jolanta Lavernova

"Since I became a Dublcheck franchisee my work/home life balance has improved a great deal. I spend more time with my wife Sue and see more of my six grandchildren - time is precious."

Len Donnelly

FOR MORE INFORMATION

■ Call **0800 317236**,
email franchise@dublcheck.co.uk or visit
www.dublcheck.co.uk

FREE INFO NO: 4048



The Dublcheck head office team

THE BENEFITS OF DUBLCHECK

- 22 years' experience.
- Low cost entry.
- Invoicing and cash collection.
- Recession proof utility business.
- Low overhead requirement - can operate from home.
- Dublcheck is a UK company that's wholly owned by its founder and chairman.
- Dublcheck has been awarded the 20th fastest growing private company in the UK by Virgin Fast Track and The Sunday Times.
- Professional white collar management franchise or operational franchise.
- Everywhere you look buildings need cleaning.
- Over 100 franchisees in the UK.
- 90 per cent customer retention rate.
- A massive market that keeps on growing.

THREE ACTUAL AUDITED DUBLCHECK FRANCHISE ACCOUNTS

Case A (this business is managed with 95 per cent of the cleaning done by employed cleaners)

	Turnover	Net Profit	% Profit
Year 1	£63,000	£17,000	27%
Year 2	£104,000	£33,000	31%
Year 3	£128,000	£54,000	42%

Case B (this business is 50 per cent managed and 50 per cent hands-on cleaning)

	Turnover	Net Profit	% Profit
Year 1	£25,000	£6,000	24%
Year 2	£38,000	£20,000	52%
Year 3	£45,000	£25,000	55%

Case C (this business is 100 per cent hands-on at the start, moving to 95 per cent in year three)

	Turnover	Net Profit	% Profit
Year 1	£17,000	£8,600	50%
Year 2	£18,200	£9,500	52%
Year 3	£25,000	£10,300	41%