



Quick Fire Questions

What are the franchise fees?

Franchise fees are your payment to us, in exchange for the use of our brand, systems and support.

- Royalty is 13.5% of your turnover.
- Advertising Levy is 1.5% of your turnover.
- IT & Communications fee of \$24 + GST per week.
- Fees are paid weekly.
- Fees reduce when you earn over \$2,750 in a week.
- If you earn \$593 or less in a week, you'll pay \$80 + GST instead of the Royalty above.

What is the upfront cost?

Our Subscription Model makes business ownership more accessible than ever before.

- \$1000 + GST upfront.
- \$125 + GST per week for the length of the Franchise Agreement.
- Your equipment, training and marketing is included.
- You can also purchase your business upfront, for a cost of \$26,600 + GST.

Is there a contract? How long is it for?

Yes, there is a contract. It's called a Franchise Agreement. It's for 5 years.

Every Franchise network has a Franchise Agreement.

It guides us in how we work together.

It sets out our responsibilities to you, and your responsibilities to us, so that both parties understand what is required of them.

What can I earn / week?

This all depends on two things:

1. Your willing to follow our system; and
2. The effort you put into your business.

We have businesses turning over \$5,000 + each week. And we also have businesses turning over less than \$1,000 each week. It's up to you.





JAMES HOME SERVICES

Quick Fire Questions

How will I stand out in my area?

Standing out in this industry is easy – because the bar is painfully low. Customers want professional services providers who are reliable and trustworthy. Most service providers can barely return a phone call in the same day, let alone show up on time, look neat, have a professional brand and streamlined processes to make the transaction easy. We teach you how to stand out, simply by being more professional and reliable than your competition. We teach you all the little things, that when done consistently, make a big difference.

Isn't the subscription just a loan?

No. A loan would have interest and a loan agreement. The subscription model has neither.

How is James any different to other franchises?

No other franchise network in the world is offering a subscription model.

No other network is offering an Accelerated Start Up Program like ours!

No other franchise network are small enough that you'll never be a number, but big enough to have all the brand power you'd expect.

Our support is unrivalled by any other network. We know, because we've spoken to a lot of franchisees from other networks, who have told us they had very little of what we provide in the network they were in.

How do I get work/leads?

It's a team effort!

You market. We market.

Your efforts generate leads. Our efforts generate leads. If you just sit back and wait for our leads, there might not be enough for you to grow your business as fast as you want. So we teach you how to get leads for yourself, for free, so you stay in control of the volume of work coming to your business!



Quick Fire Questions

Is there an income guarantee and how does it work?

Yes, we Guarantee \$1000 per week from Week 3 to Week 14 (12 weeks total).

To be eligible for the Income Guarantee, we just ask you to implement your training and fulfil your obligations under the Franchise Agreement! Simple! No hoops to jump through, just operate your business the way we teach you to!

What's included in the equipment provided? Will I need extra equipment?

We include everything you'll need to get started!

If you're purchasing a Lawn & Garden Care business, and if you wish to operate your business with a trailer or a ride-on or zero turn lawnmower, then you will need to obtain these items.

Why would I join James over starting my own independent business?

Because you don't have to 'figure everything out' for yourself.

Because you have a team of experts helping you and teaching you to grow your business.

Because you have a national brand backing you, and setting you apart from the competition in the market.

Because our Accelerated Start Up Program is designed to get your business started, faster.

Can I meet other current business owners?

Absolutely! In fact, we arrange this during our information process.

You can also contact any of our business owners at any time – their details are on our website so that customers can find them – but that means you can find them too.

What sort of car do I need for the business?

Our preference is a white, black or dark coloured newer model vehicle.





Quick Fire Questions



Do I have to have my vehicle sign written?

Yes. We pay for this, and arrange it. Your vehicle is your largest physical marketing asset – it's a moving billboard for your business!



Can I employ staff?

Absolutely. It's your business. You can grow it as large as you like.



Can I start by having staff just do the work? (I want to manage the business/not do the jobs)

It is our recommendation that you commence your business, committed to working in the business until such time as you have enough work/revenue that you can afford to add staff.



Do you do subcontract and just send us leads?

Short answer; no. The reason? Because our model works most effectively where we work alongside each other to grow your skills and your business – so we both generate leads for your business.

That puts you in more in control of your business and your revenue and means you're not reliant on us. If you work as a subcontractor and the company sending you leads, stops, or sends you less... your revenue decreases and there's not much you can do about it.

If you know how to generate your own leads, then you stay in the drivers seat of your business.