



FRANCHISE BROCHURE



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WHO ARE WE?

Andyworks offer a range of handyman services for the both the residential and commercial market. We offer Handyman, Painting, Tiling, Plastering and Structural Landscaping Services. We take pride in every job we do from the very small to the very big and we want to ensure customer satisfaction.

So, if you are passionate about handyman and trade services and take pride in your work we would welcome the chance to talk further and showcase the Andyworks Franchise opportunity.

WHY ANDYWORKS?

Here are 4 compelling reasons to join Andyworks Franchise:

1. Andyworks has a good **track record.**
2. Andyworks is a **profitable business.**
3. We have a dedicated customer base who are **ambassadors for the brand** and love to spread the word.
4. You can **start** the business **part time and build it up**, giving you a great deal of flexibility.

VISION STATEMENT

Andyworks vision is to be a well-known and respected name in the handyman services in Australia.

MISSION STATEMENT

Our goal is to exceed customer's expectations on price, quality of workmanship and customer service.

VALUES

Andyworks core values are:

Respect: we treat all people with dignity and respect

Integrity: we are open and honest in everything we do and always strive to do what is right

Excellence: we take pride in everything we do and always strive to improve

Accountability: we take responsibility for the way our customers experience our services

Collaboration: we work together and share our ideas and information for the benefit of all

THE FRANCHISING OPPORTUNITY

20%

of independent business succeed within the 1st five years

Did you know Australia has the highest number of franchises per capita? More than the USA?

That's because the Franchising industry in Australia is well-regulated and highly successful turning over more than 1.4 billion dollars per annum.

80%

of Franchises succeed full stop!

Franchising is a win: win business model. As a franchisee you benefit from using our proven business model and as the franchisor we benefit by increasing the brand footprint at a rate that would be otherwise unachievable.

WHAT ARE WE LOOKING FOR?

Andyworks are looking for people to join our team who:

- ✓ Are good with their hands and/or who have a background in the trades
- ✓ Are physically capable of doing handyman type work
- ✓ Like working with people and believe in good old-fashioned customer service
- ✓ Are willing to learn and follow a proven system
- ✓ Have a strong desire to own and operate their own business
- ✓ Have a positive mind set and a 'can do' attitude

ARE WE THE RIGHT FIT FOR EACH OTHER?

Investing into a business be it an independent business or a franchised business requires careful thought and consideration. Having the right qualifications and good business acumen is a great start but we also need people who are enthusiastic and have a 'can do' attitude. As we see it the franchisee and the franchisor both have roles to fulfil to make the business a success.

Our role is to:

- ✓ Lead and manage the strategy of Andyworks brand
- ✓ Provide initial training and ongoing support
- ✓ Maintain professionalism

Your role is to:

- ✓ Promote Andyworks brand and represent it the way we would
- ✓ Understand and follow Andyworks business systems
- ✓ Build and maintain quality relationships with your customers
- ✓ Build your business

The Franchisee/Franchisor relationship requires us both to:

- ✓ Actively communicate
- ✓ Share a common goal and vision
- ✓ Be loyal to the brand and the business
- ✓ Be respectful and supportive



WHAT'S INCLUDED IN THE FRANCHISE PACKAGE?

Andyworks is a turnkey business opportunity meaning it has everything you need to start trading from day one. Our franchise packages include:

- ✓ Use of Intellectual Property including business system and name and logo
- ✓ Start-up equipment in a branded toolkit
- ✓ A comprehensive Franchise Operations Manual
- ✓ First aid kit including goggles and glasses and air masks
- ✓ Vehicle magnets
- ✓ Comprehensive induction training program
- ✓ Uniforms, stationary and business cards
- ✓ Sales generation campaign
- ✓ Marketing material
- ✓ Corporate website administered and managed by Head Office

Note: Franchisees will need to provide their own Ute

ANDYWORKS TERRITORIES IN AUSTRALIA

Every franchisee will own and operate their own exclusive marketing territory defined by a map but will be able to receive referral work from outside of their marketing area. We currently have one location in Melbourne but are looking to add more in each of the capital cities and in large regional centres.



EIGHT STEPS TO FRANCHISE OWNERSHIP

Making the choice to operate your own business is a big but exciting step, which is why we're committed to making the process as open and informative as possible. It's an important decision for both of us, so we'll provide all the support and information you need to help you make the right choice for you and your family.

Our recruitment process involves the following 8 Steps

STEP 1	Send us an enquiry		
STEP 2	Andyworks gets in touch and sends you a Franchise Brochure, Franchise Application Form, Confidentiality Agreement and Franchise Information Statement		
STEP 3	You read through the brochure and fill in the Franchise Application Form and sign the Confidentiality Agreement and then send it back to Andyworks		
STEP 4	We meet to get to know each other better and answer any questions you might have. If your application is approved we move to the due diligence phase		
STEP 5	You conduct your due diligence and reserve your territory with a fully refundable deposit of \$2,500		
STEP 6	<table><tr><td>If you decide to proceed you go to step no 7</td><td>If you decide NOT to proceed, you return the documents and we refund the \$2500 and that's the end of the process.</td></tr></table>	If you decide to proceed you go to step no 7	If you decide NOT to proceed, you return the documents and we refund the \$2500 and that's the end of the process.
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STEP 7	The Franchise Agreement is customised and a further payment is made (please see Franchise Agreement for details)		
STEP 8	After 14 days from receiving the final franchise documents, The Franchise Agreement is signed and the balance of fees are paid. Training is organised ready for you to commence trading.		



FREQUENTLY ASKED QUESTIONS

How much does it cost to buy a Andyworks Franchise?

Andyworks offers 2 payment options:

1) A once off payment of \$19,990 + GST

or

2) a payment plan of an initial payment of \$4,600 followed by weekly payments of \$398.07 for 52 weeks (total payment \$23,000 + GST).

What do I get for my franchise fee?

- ✓ You get the right to operate as a Andyworks franchisee in an exclusive franchise territory for a period of 5 years with another 5 year option to renew.
- ✓ You will register your own business trading as Andyworks (territory name).
- ✓ For your franchise fee you also receive all the training you require to ensure you are confident to operate the business.
- ✓ You get start up equipment

What skills and experience do I need?

No formal counselling qualifications are required but experience in handyman

services or a trade would be an advantage. So long as you have a are passionate about helping people and have a 'can do' positive attitude we can teach you the rest.

How much money will I make?

The short answer is that depends on you. We can't predict what a franchisee is going to earn, however we can tell you that we have a great business model with a sought-after service in a growth industry.

Why do I need to pay a refundable deposit before I have examined the business fully?

Providing all the information you need to evaluate the opportunity and making the right decision for you requires a lot of time from a lot of people. So we need to know that you are genuinely serious about the opportunity. Rest assured however, that your deposit is fully refundable should you decide not to proceed, no questions asked.

Do you have franchise territories available near me?

Yes. We have franchises available in most capital cities and are willing to open up new opportunities in large regional centres.

THE NEXT STEP

We appreciate you taking the time to look at our business opportunity. If you like what you've read so far the next step is to complete and return the Franchise Application Form and Confidentiality Agreement.

By completing these documents all you are committing to is finding out more information about the opportunity – nothing more.

If you are serious about owning your own business, where you can peruse your passion of working on the tools and providing great customer service, then we would love to hear from you.



Please send your completed forms to:

E: andrew@andyworks.com.au

TEL: 03 4301 4108



