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DESCRIPTION:

Liberty Tax Service is the fastest growing tax service ever within the industry. It is our goal to bring in franchisees of high caliber, who are motivated to grow with us as we set a record breaking pace to become the industry leader. Complete with a resourceful headquarters and management staff w/ over 500 years in the tax industry, Liberty provides ongoing support in operations, marketing, tax and technical areas. Franchisees develop their exclusive territories by opening and operating retail store locations. Liberty Tax is an attractive franchise opportunity because of the seasonality of the business model. Two-thirds of our franchisees keep their jobs while they grow and develop their Liberty franchise. CEO John Hewitt is the only person who has founded two franchise tax companies that Entrepreneur magazine has ranked on their Franchise 500. He's a veteran of 39 tax seasons, 12 years w/ H&R Block, 16 years as founder and CEO of Jackson Hewitt and the past 11 as CEO of Liberty. Mr. Hewitt has been named the International Franchise Association's Entrepreneur of the Year Award for 2006.

BACKGROUND

Year Established: 1997
Year First Franchised: 1997
Franchised Units: 2750
Company Owned Units: 35
Projected New Units (12 months): 600
tere : All

FINANCIAL/TERMS

Cash Investment: \$37k (Lead must have \$50k liquid)
Total Investment: \$44k - \$63.9k
Minimum Net Worth: NA
Franchise Fee: \$37k

Royalty: 14%

Ad: 5%

Average # of Employees: 8-14 (seasonally part-time)

Passive Ownership Allowed: Yes

SUPPORT & TRAINING PROVIDED:

Financial Assistance provided: For multi unit

Site Selection Assistance: Yes

Lease Negotiation Assistance: Yes

Co-operative Advertising: Yes

Training: 1 week course in Virginia Beach or other select cities for Effective Operations Training – for new franchisees purchasing their franchise

- Additional training to take place in Local Market just before tax season
- Advanced trainings are held in select cities as well as Virginia Beach
- All trainings are free of charge

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