



Last Update March 23, 2009

CONTACT:

Name: **Wilma Coffman**

Phone: 800-364-2012

E-mail Address: wcoffman@tcoa.net

Website: www.tcoa.net

Website for Franchising: www.tcoa.net/tax-franchise.asp

DESCRIPTION:

Tax Centers Of America (TCOA), as a tax preparation and electronic filing service, is the best value in the investment tax franchise business in America. Tax Centers of America provides training and support by experienced professionals in the tax industry with a proven track record of success. Currently, approximately 80 million U.S. tax returns were e-filed during this past tax season. TCOA franchises are positioned on the cutting edge of the technology required and needed to successfully capture a significant portion of this market. Our franchisees are the marketing and operational arm of our organization. Through our franchises and their relationship with taxpayers, Tax Centers of America provides the back-end support necessary for 'Same-day refunds', Refund Anticipation Loans, Refund Transfers, Direct Deposits and other methods to better serve our customer base. Tax Centers of America is located in 23 states and has over 200 offices processing tax returns and delivering refunds onsite. **Buy One Franchise, Get Four Free!**

BACKGROUND

Established: 1995

1st Franchised: 1996

Franchised Units: 123

Company Owned Units: 2

Projected New Units (12 Months):

Registered: All States

(Currently accepting referrals from all states)

FINANCIAL/TERMS

Cash Investment: \$20K

Total Investment: \$23K - \$28K (1st year estimate)

Minimum Net Worth: N/A

Franchise Fee: \$20K

Royalty: \$17.00 per paid return

Ad: \$5K

Average Number Of Employees: 1-5

Passive Ownership: Negotiable

SUPPORT & TRAINING PROVIDED

Financial Assistance Provided: No

Site Selection Assistance: Yes

Lease Negotiation Assistance: No

Co-Operative Advertising: Periodically offered, but it changes from year to year

Training: 4 day training onsite / detailed operations manuals / benchmarked practices of successful franchises / benchmarked effective marketing techniques / assigned representative to follow-up and adequately prepare new franchise for tax season / facilitated Customer Service training provided weekly via conference call (4 weeks of 1 1/2 hour sessions -- materials included) / facilitated Sales training provided weekly via conference call (8 weeks of two hour sessions --materials included)

Other Support: franchise website with links to e-commerce online filing and revenue opportunities / 15 & 30 second prerecorded radio spots for advertising during tax season provided / 5,000 demographically prepared mailing list + bulk mail / preparation of required IRS documentation for electronic filing / tax preparation software for 1st tax season / accounting package for year-round bookkeeping business with software training and support.

[Back to Franchisor Listings](#)