



**Last Update September 23, 2009**

### **Contact:**

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Sales Office: 3259 E Sunshine Suite H Springfield, MO 65804  
Corporate Salon Locations  
612 N. National, Springfield, MO 65802  
4560 S. Campbell Suite C Springfield, MO 65810

### **Additional Information:**

[Too Hotties - Referral Fax Form](#) (**PLEASE FAX ALL BUSINESS BUYER REFERRALS TO 1-417-889-2008 ALL APPLICANTS MUST HAVE COMPLETED FINANCIALS OR A TOO HOTTIES APPLICATION**)

[Too Hotties 'Credit Application'](#) (Effective: March 2008)

[Too Hotties – Sales Representative Inventory Spreadsheet](#) (Effective: March 2008)

All referrals for a single salon or multi store franchise in a area sold to a area developer may need to have pre approval from the area developer owner or Randy Ehrlich please call prior to a presentation to your buyer

### **Franchise Sales:**

Single Unit: Yes, With prior approval for a Salon or our Groomplex by Too Hotties Corporate  
Multiple Units: Yes Min of 3 Salon purchase, the only option is one may be a Groomplex (Not Required)  
Area Developer: Yes, Sales Representative Concepts by geographic area. Area Developer must open a single Salon (see attached file)

### **Description of Franchise:**

Too Hotties Shops offer professional barber, hair care, and personal grooming services, and a full line of hair care products and the Too Hotties signature line of merchandise. Too Hotties Shops provide a fun, professional and friendly environment for their clients. You may operate your Shop as a "Groomplex Shop" offering all of our franchised services and products in an upscale location, or as a "Retail Shop" offering those franchised services and products we require for Retail Shops, plus any additional franchised services and products that you and Too Hotties mutually agree

for you to offer. Your Shop will provide hair care services to men, women, and children of all ages using the Too Hotties business system developed by us (the "System"). Depending on whether you operate your Shop as a Groomplex Shop or Retail Shop, your Shop will offer haircuts, shampoos, styles, coloring, and a full line of hair care products, and may offer additional services and products like laser hair removal, tanning, shoe shines, and manicures.

### **Background:**

Year Established: 2004

Year First Franchised: 2005

Franchised Units: Sold 247

Open 8

Company Owned Units: 2

Projected New Units (12 months): 48

States/Countries Registered In: All US Non Registration States and California, New York, Michigan, Connecticut, Florida, Kentucky, South Carolina and Texas. We will accept any referrals with the understanding that if we are not registered we will upon a qualified applicant.

We typically define Territories based upon populations of approximately 50,000 persons. The minimum size of your territory will be 2 miles in radius.

### **Financial/Terms:**

INITIAL INVESTMENT: \$198.5K to \$371.85K –Single Salon Shop, \$296.25K - \$499.35K - Groomplex Salon Shop, \$246.5K - \$1.2 million - Master

Cash Investment: Single: \$60K, 20-30% cash required per SBA requirements

Cash Investment: 3 pack Location: \$90K and up

Minimum Net Worth: Required \$250K

Franchise Fee: Single \$25K, 2nd \$22.5K, 3rd \$20K

Discounts: yes

Vet Fran Program Participant: No

Royalty: 6%

National Ad: 2%

Average # of Employees: 8-10

Management Ownership Allowed: Yes - We are looking for owners with no hair cutting experience. Owners may have a current source of income such as employment being a management owner. Owner will be involved with a minimum 15-25 hours per week or will need to meet (SBA requirements of hours per week)

Earnings Claim: No

### **Support & Training Provided:**

Financial Assistance Provided: Yes 3rd Party

Site Selection Assistance: Yes

Lease Negotiation Assistance: Yes -We also provide the architect study, site plans and the complete build out with our crew and foreman at site for a turn key package as a preferred option to the buyer.

Co-operative Advertising: Yes

**Training:** Most of these subjects are integrated throughout the 8-day training program 4 at corporate and 4 on site (comprised of 40 hours of classroom training and 40 hours of on the job training). We will hold this initial training program at our corporate headquarters in Springfield, Missouri; an operating Too Hotties Shop; and/or other locations we deem appropriate. We plan to be flexible in scheduling training. We will also provide secondary training @ franchisee location approximate 2 weeks after opening. There currently are no fixed (i.e., monthly or bimonthly) training schedules. Welcome, Company/Site Location/Shop Construction & Design, Hiring & Staffing, Sales, Reception/Corporate, Administrative/Back Office and Marketing.

As a bonus to all franchisee we also have Too Hotties Boot Camp at a additional charge for continued education to provide career training for their employees and managers.

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