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Contact:

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Referrals and Inquiries procedures:

Business Alliance Affiliate Referral Registration Process:

1. Forward to Snap Fitness your '[BAI Abbreviated Confidential Questionnaire](#)' on the client.
2. Include a financial statement or a representation that they have a net worth of at least \$350K with \$100K liquid.
3. We will then be able to enter this client into our database and register them as yours. Snap Fitness policy is to call the client within 24 hours of receipt of the questionnaire.

Additional Information:

[Snap Fitness 'Fact Sheet'](#) (Effective: March 2009)

[Snap Fitness 'Entrepreneur Magazine 2009 Rankings'](#) (Effective: January 2009 / Click on link to view or download document)

Franchise Sales:

Single Unit: Yes
Multiple Units: Yes
Area/Master Developer: No

Description of Franchise:

SNAP FITNESS, Head Quartered in Chanhassen, MN, has developed a unique health club concept that has taken most

of the overhead and cost structure out of the business and has given customers what they want: Quality, Value, and Convenience. With over 400 clubs open in markets throughout the Midwest and beyond they are changing the way Americans exercise. Their modern facilities are compact in stature (2,500 sq. ft.) but are loaded with state-of-the-art exercise equipment without the overhead of a "big box" health club. By going further into neighborhoods where the full service clubs can't go, they are capitalizing on an underserved market. Clubs are available to members 24-7 through an elaborate key-card and security system, making them safe and convenient. Their track record of success has substantiated that people will forgo the expense of a full-service health club in favor of an affordable, convenient alternative.

- **Absentee Ownership**
- **Keep the security of Full-Time job**
- **Open Multiple Units-**
- **Limited Time Commitment**
- **Few Employees**
- **State of the Art Equipment**
- **Low Investment Level**
- **Rapid Breakeven**
- **Tremendous Demand**
- **Highly Profitable Clubs**
- **24-7 Key-Card Access**
- **Safe & Secure**
- **Affordable**
- **No Contracts to sign**

The company encourages its franchisees to commit to opening 3 clubs over an 18 month time span. A discount in the franchise fee is offered for doing so. The simplicity of the business makes this relatively easy to do.

Background:

Year Established: 2003

Year First Franchised: 2004

Franchised Units: 1000

Company Owned Units: None

Projected New Units (12 months): 200

States/Countries Registered In: All in US and Canada

Availability in Canada: Masters / Area Developer; NO. The same multi unit (3) deals as in the US.

Financial/Terms: (Single Unit)

Cash Investment: \$75K

Total Investment: \$200K

Minimum Net Worth: \$350K with \$100K liquid

Franchise Fee: \$15K single: \$40K 3 units

Discounts: FranVet, Women, Minorities: Yes, VetFran program

VetFran Program Participant: Yes, \$1000 discount on Franchise Fee

Royalty: None. Franchisees pay a monthly fee of \$399

Ad: Monthly fee of \$75

Average # of Employees: 1

Passive Ownership Allowed: Yes, as long as certain qualifications are met.

Earnings Claim: Yes

Support & Training Provided:

Financial Assistance Provided: Through third party lenders

Site Selection Assistance: Yes

Lease Negotiation Assistance: Yes through third party real estate brokers

Co-operative Advertising: No

Training is conducted in our Minneapolis headquarters. The three day program covers operations, marketing and the use of personal trainers in building the business. On going support is provided by headquarters staff, webinars, newsletters and other communication.

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