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CONTACT

Name: **Holly Smith (Primary Contact for Territory Checks)**

Phone: 866-597-4999 ext. 8616

Direct Line: 901-597-8616

E-mail Address: hsmith@smclean.com

Name(s): **David Messenger / Dinah Coopwood**

Address: 3839 Forest Hill-Irene Road , Memphis TN 38125

Phone: 901-597-7574 Dave / 901-597-7527 Dinah

Fax: 901-597-7580

Website: www.ownafranchise.com

E-mail: dmessenger@smclean.com

E-mail: dcoopwood@smclean.com

ADDITIONAL INFORMATION

'Updated' [ServiceMaster Clean 'January 22, 2009 – Webinar Presentation'](#) (Click on link to view / download the slides)

[ServiceMaster Clean 'Profile's of Previous Occupations' of Franchisees](#) (Effective: April 2009)

DESCRIPTION

Commercial Cleaning (Janitorial) Franchise - This is a business-to-business management business where our franchise owners' employees clean business offices, health care facilities, doctors' offices, retail facilities, schools and government buildings on a daily or 2-3 times a week basis. This cleaning includes dusting, vacuuming, hard floor maintenance and carpet cleaning and maintenance. The owner is in charge of marketing and sales, pricing and quotations, customer service and administration. **SINGLE UNIT SALES AVAILABLE**

BACKGROUND

Year Established: 1947

Year First Franchised: 1952

Franchised Units: 4500 (2950-domestic U.S.)

Company Owned Units: 0

Projected New Units (12 months): 75

States/Countries Registered In: All

FINANCIAL/TERMS

Cash Investment: \$7980 (This assumes person qualifies for 80% financing provided by ServiceMaster)

Total Investment: \$40k plus lease of a new or used van

Minimum Net Worth: \$50K

Franchise Fee: \$31,900

Royalty: 4-7%

Ad: ½ of 1%

Average # of Employees: Varies with the no. of customers to service

Passive Ownership Allowed: Possibly, as long as certain qualifications are met but mainly we look for active ownership

SUPPORT & TRAINING PROVIDED

Financial Assistance Provided: 80% of franchise fee and start-up equipment of \$10,000 if credit-approved by Service Master Acceptance Company.

Site Selection Assistance: No-This is a home-based business

Lease Negotiation Assistance: Not necessary

Co-operative Advertising: yes-owner can get co-op money from National Ad Fund

Training:

2 weeks of management and production training in Memphis TN at the ServiceMaster Clean Academy. Cost for this (hotel and most meals) is included in the franchise fee. Also provided as part of the franchise fee is a laptop computer with Quick Books accounting and other proprietary software. On-going support is provided through one of 12 Regional Offices located throughout the U.S. New owners will work with a coach for the first 6 months to assist them to acquire new customers through development of a customized sales and marketing plan which includes outbound sales calls from the Home Office inside sales team to potential customers in the new owner's territory.

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