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Referrals:

Leads and Territory checks should be sent to: businessallianceleads@protectpainters.com

Additional Information:

[ProTect Painters 'April 15, 2009' Webinar recording link](#) (Effective: April 15, 2009 / Click on the link to listen and view recorded Webinar)

[ProTect Painters 'April 15, 2009' slide presentation](#) (Effective; April 15, 2009 / click on link to view / download)

[ProTect Painters 'Fast Facts'](#) (Effective: April 2009)

[ProTect Painters 'BAI Affiliate Talking Points and Script'](#) (Effective: April 2009)

Franchise Sales:

Single Unit: Yes

Multiple Units: Focused on single units but will consider multiple for right candidate and market

Area/Master Developer: No

Description:

Professional exterior/interior painting franchise that focuses on quality, service and value in a fragmented industry dominated by unreliable independents. Franchisee will own and manage the business; sub-contractor painting crews will do the work. The service is in high demand even when the economy is down, and it meets all of your key model criteria: franchisee will be able to build an equity business that is scalable, and achieve the lifestyle goals that they've set. Owner will join a team of professionals who care about one another, and who are passionate about their work.

Features of Business:

- Huge market - \$30 Billion plus spent annually
- High demand - easy to find customers with very high referral rates
- Recession resistant: Necessary spending rather than discretionary spending
- Affordable investment level
- Strong income potential
- Flexible schedule – family-friendly freedom
- Minimal inventory
- Few or NO employees
- Cash business – limited accounts receivable

- Limited competition – fragmented market
- Affordable investment (~ \$100,000)

Desired skills of franchisee:

- Management background, strong interpersonal and communication skills; the ability to connect with people.
- Energetic self-starter willing to dedicate full-time best efforts to the business.
- Customer service and detail oriented.
- Ready to manage and lead people.
- Do not paint. Hire sub-contractors to perform actual work.

Background

Established: 1994

1st Franchised: 1995

Franchised Units: 14 US

Company Owned Units: 0

Projected New Units (12 Months): 20

Registered: all 50 states

Availability in Canada: No

States, from which Broker Referrals are being accepted: All 50

Financial / Terms (Single Units)

Liquid Capital: \$30,000

Total Investment: \$100,000 (includes working capital)

Minimum Net Worth: \$250,000

Franchise Fee: \$35,000

Vet Fran: \$2,500 off franchise fee

Royalty: 7% of Gross Sales

Ad Fund: 2% of Gross Sales

Sales and Technology Fund (24/7 call center/website/intranet/software/accounting software, etc....): 3% of Gross Sales

Average # of Employees: 0 – we use sub-contractors

Passive Ownership Allowed: No

Earnings Claims: Yes - Item 19 FPR reports: 2008 Average Net Sales of franchises open at least 2 years is \$450,926 with the largest franchise generating more than \$839,000. Item 19 FPR reports the average revenue per job in 2008 was \$3,756.

International Expansion

International Opportunities: No

Support & Training Provided:

Financial Assistance Provided: N/A

Site Selection Assistance: N/A

Lease Negotiation Assistance: N/A

Co-operative Advertising: C.A.R.S. marketing program Customer Acquisition & Referral System – we do the marketing for the franchisee!

Training:

Initial training, on-going support; help lines, field support, annual meetings, advertising, central purchasing etc. - 6-8 week Right Start training program: one month of at-home preparation/study, two weeks of home-office training, field training, and an on-site visit after you open. It's very comprehensive and "graduates" will be ready to take on the world—it's that informative and motivating.

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