



**Last Update April 3, 2009**

## **Contact:**

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## **Additional Information:**

[Service Team of Professionals 'Validation Video'](#) (Effective: April 2009 / Click on the link to view the video)  
[Service Team of Professionals 'Sizzle Sheet'](#) (Effective: August 2008)  
[Service Team of Professionals 'Item 19 Overview'](#) (Effective: August 2008)  
[Service Team of Professionals 'Step by Step' process](#) (Effective: August 2008)

## **Franchise Sales:**

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

## **Description of Franchise:**

Service Team of Professionals franchisees market and perform emergency services (such as water extraction and drying) as well as structural repairs to real and personal property caused by flood, fire, smoke, mold, etc. Our marketing systems target the insurance professionals that recommend and pay for this work. Our management systems organize everything in your restoration business from time management to pencil sharpening. We have done this for 36 years. Our start-up costs are the lowest, our territories the largest, and our earnings claim is the most impressive in the industry. Our franchisees are the happiest in the franchise world. Validation PLUS!!!

## **Background:**

Year Established: 1971

Year First Franchised: 1996

Franchised Units: 37

Company Owned Units: 0

Projected New Units (12 months): 6-10

States/Countries Registered In: All except Hawaii, Alaska, New York

Availability in Canada: Masters / Area Developer - No

States, Countries or Geographical Areas from which Broker Referrals are being accepted: There is some availability in virtually all areas, in the 47 states we offer.

## **Financial/Terms:**

Cash Investment: \$40k as a minimum; \$99k as a maximum (most join STOP with less than 50k) This includes equipment other than a truck or van.

Total Investment: Above plus truck or van.

Minimum Net Worth: None specified.

Franchise Fee: \$32k or \$38k

Discounts: VetFran, Women, Minorities? No

VetFran Program Participant: No

Royalty: 7% or 9% depending on initial fee selected.

Ad: No

Average # of Employees: None to start up. Average has 6-8.

Passive Ownership Allowed: No

Earnings Claim: Yes – the most impressive in our industry!

## **Support & Training Provided:**

Financial Assistance Provided: No

Site Selection Assistance: Yes, via consulting with you, not on-site or directly with your landlord.

Lease Negotiation Assistance: Yes, see above.

Co-operative Advertising: Not officially (and no cost to the franchisee), but many of our franchisees “cross pollinate” their marketing with insurance contacts all over the country.

**Training:** S.T.O.P. is training happy! We start off with one week in Kansas City at our headquarters for business planning, marketing planning/training, hands-on technical training at a real STOP franchisee’s facility. See booked jobs in progress if desired.

Annually, and per our contract, we hold three “on-going” training sessions of 1-3 days in length. We focus in on marketing, production management, estimating, administration, financial controls, general goal setting and motivation, etc. at these training events. For the past 10 years, we have offered at least 6 of these specialized training events. We pay for your hotel and food at initial training and at all contractual on-going training events.

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