



Last Update May 22, 2009

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Referrals and Lead Process:

ALL BAI Referrals need to submit the '[Abbreviated Questionnaire](#)' when registering a candidate

Additional Information:

[Griswold Special Care 'BAI Webinar presentation from May 19, 2009'](#) (Effective: May 2009 / click on the link to view / download the slides)

Franchise Sales:

Single Unit: Yes

Multiple Units: No

Area/Master Developer: No

Resale: Yes

Description of Franchise:

GRISWOLD SPECIAL CARE refers caregivers with a wide range of professional experience who care for older adults, people recovering from illness or surgery, and those living with conditions like Arthritis, Alzheimer's disease, Multiple Sclerosis, ALS (Lou Gehrig's disease), and Cancer. Caregiver services include personal care (bathing, continence care, dressing, mouth care), homemaking (cooking, light housekeeping, laundry), and companionship (shopping, errands, friendly conversation). Caregivers work with people who live in their own homes, in hospitals, nursing homes, or assisted living facilities. Services are available on an hourly, overnight, or live-in basis 24 hours per day, seven days per week.

Background:

Year Established: 1982

Year First Franchised: 1985

Franchised Units: 95 (Includes 3 Joint Ventures and 7 new franchisees already signed and scheduled for training)

Company Owned Units: 9

Projected New Units (12 months): 25 - 30

States/Countries Registered In: CA, FL, IL, MI, and MN (RI, WI, and WA in process)

States, from which Broker Referrals are not being accepted: We are not seeking to develop the following states:

AK, DE, HI, MD, ND, NY, SD, VA

Availability in Canada: Masters / Area Developer: Currently investigating Canadian regulatory environment. Canadian expansion will be Single Unit.

Financial/Terms/ **Single Unit**

Cash Investment: \$33,000

Total Investment: Between \$50K - \$75K

Minimum Net Worth: \$250,000

Franchise Fee: \$33,000

Discounts: VetFran, Women, Minorities? VetFran participant, 25% Multi-Unit discount offered

VetFran Program Participant: Yes, 11% discount in honor of 9/11

Royalty: 3%-5%

Ad: \$60 for 1st 12 months; \$100 thereafter; optional \$150 premium level

Average # of Employees:

Passive Ownership Allowed: No, 3-year, full-time commitment; passive ownership possible thereafter

Earnings Claims: Yes

International Expansion:

International Opportunities: We are open to all Commonwealth countries, certain other European countries and Japan.

Countries, outside of United States, where the concept is currently available or plans to expand: We currently have operations in South Korea and Mexico.

Single Unit Availability: Yes

Multiple Unit Availability: No

Area Development or Master Availability: No

Cash Investment: \$33,000 USD

Total Investment: Under \$100K USD

Support & Training Provided:

Financial Assistance Provided: No.

Site Selection Assistance: N/A, our generous, protected territory is one of the largest in the industry.

Lease Negotiation Assistance: Home Office encouraged & allowed in most states.

Co-operative Advertising: None at this time.

Training: Our world class training program through Homecare Academy covers every detail of our proven system, including: one week at the corporate office, two on-site visits with the first 12 months, ongoing visits at the expense of the franchisor, two annual conferences, annual summer workshop series, ongoing teleconferences. We are never more than a phone call or email away.

Unparalleled support at no ongoing cost. 8-week new office teleconference, toll free support line, biannual national meetings, annual free support visit for established offices. Franchise Advisory Council with regional representation. New office receive two free support visits in the first year. Retention of outside, nationally recognized franchise PR firm. Volume purchasing discounts at franchisor cost with no mark-up. Free basic office and client forms, business cards. The depth and breadth of our collective home care, and franchising acumen is unparalleled and we have more than 150 years of combined industry experience on our staff and a proven business model. Current CEO/President & Executive VP hold PhD's in healthcare administration and gerontology/social policy respectively and have been running the organization for 20 of 25 years. Senior VP holds a Masters in management. Several BSN, MSN on staff. and in-house juris doctorate CFO hold Masters in finance/economics.

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