

FRANCHISING QUICK FACTS



TYPES OF INDUSTRIES:

In-home Non-Medical Senior Care	HR, Recruiting & Staffing	Receivables Financing
Residential Maintenance and Repair	Insurance Fire & Flood Restoration	Floor Covering Sales & Installation
QSR Restaurants	Pet Grooming	Commercial Painting
Cell Phone Repair	Residential Cleaning	Restaurant Kitchen Cleaning
Massage Spa	Leather/Plastics/Vinyl Repair & Restoration	Home Inspection
Sales Training	Business Coaching	Business Executive Forums
Child Education	Children's Art Programs	Dry Cleaning
Automotive Repair	Internet Marketing / SEO & SEM	Plumbing Repair
Appliance Repair	Signage and Digital Imaging	Hair Care
Light Manufacturing	Dental Equipment Repair	Residential Junk Removal
Retail Chocolate & Gifts	Window Treatment Sales & Installation	Locksmith Sales & Repair
IT Services	Corporate Translation Services	Business Services

NUMBER OF JOBS/FRANCHISES:

- Franchising provides over 21 million jobs and has over 900,000 operating units in 3,100 franchise companies across more than 90 industries
- Franchising is a \$2.3 trillion business providing nearly \$700 billion in annual payrolls.

IMPACT OF SMALL BUSINESS:

- Over 99% of all employers have less than 100 employees.
- Produces about \$8 trillion in annual revenue -- or about 20% of the entire U.S. revenue
- Small biz accounts for about 30% of all economic activity.

SUCCESS RATES:

- Small biz: 64% survive two years. 50% survive five years
- FranNet placements: 92% survive two years. 85% survive five years
- (Don't have number on franchise-specific businesses)

INVESTMENT:

Investments range from several thousand dollars to several million dollars depending on the franchise, location, equipment, real estate, building, etc.

FRANNET

Has been recognized by Inc Magazine as one of the nation's fastest-growing businesses for the last three years.

FranNet is the only company in the Franchise Brokerage Industry that:

- is partnered with SCORE on a National basis. Providing a co-branded work book for use in the SCORE Offices nationwide.
- is partnered with the Association of Small Business Development Centers, providing a co-branded workbook for distribution nationwide.
- is partnered with the SBA, providing a training session on Franchising which is housed on the SBA education website.
- is partnered with ExecuNet, being the Founding Sponsor of the "Career Alternatives" section of the Member Website.
- provides regular webinars on Franchising for ExecuNet, Score, and a multitude of Outplacement Firms.
- to EVER have a person on the IFA Executive Board of Directors.