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SUCCESS: Ilan Whitlock

Chipping away at a happier life

AFTER his rollercoaster experience of working in financial services Ilan Whitlock is enjoying security and financial rewards as a franchisee with ChipsAway.

He said: "Having been made redundant twice I was fed up. I was looking for a strong, well-established franchise with a good reputation, long track record and successful franchisees making good money."

A year on, he has expanded his business from man in a van to a fixed CarCare Centre with two employees.

He added: "It's not rocket science or luck. You make your own luck by working hard, planning your marketing and giving it 100 per cent. I wouldn't change my life for the world. Investment is £25,595 plus VAT."

INFORMATION:
 0800 900 5079/
 www.chipsaway.co.uk

Pet project is the tasty option

AFTER 20 years of running a successful petrol station and convenience store, with a staff of 25, Steve and Jill Tubbs decided to sell up after tiring of the business.

Mr Tubbs said: "Our morale was low. Franchising offered a proven, successful system."

Being dog owners, the couple, who are based in Chippenham, were naturally drawn to the pet food supply franchise Oscar.

Mr Tubbs added: "There were so many opportunities available but

the pets were calling us. We are pet lovers and felt that by working with a subject we could both enjoy, our enthusiasm for making a fresh start would be re-energised.

"Our appetite for Oscar became very clear when our own dogs were introduced to Oscar food, in fact the effects were dramatic. We love our job, work hard and it rewards us in many, many ways."

INFORMATION:
 www.oscars.co.uk



HAPPY: Steve and Jill Tubbs and their dogs

Healthcare 'ticked all the boxes'

WHEN Pina Gogna was made redundant he decided he'd had enough of working for other people and wanted to establish his own business.

He recognised that franchising offered a low-risk option and after careful research identified the healthcare industry, and Kare Plus, as the perfect fit.

He said: "My ambition was to operate in a high-growth industry with high profit-earning potential and long-term sustainability."

"Although my background is not in healthcare I was aware of the significant changes taking place in the sector and this industry ticked all the boxes for me."

Mr Gogna and his wife Rajni looked at domiciliary care but

realised that restricting themselves to a single service would limit potential.

With Kare Plus they would provide nurses and carers to the NHS, private hospitals and nursing homes, as well as nursing care and domiciliary care to those at home.

Mr Gogna, who launched his franchise last October, added: "Customers wanted to give us more work but we had to hold back until fully staffed."

"The challenge is not about making sales but in recruiting the best staff. We are in a fantastic position to capitalise on recent Kare Plus national contract wins and feel very confident about the future."

INFORMATION:
 www.kareplus.co.uk/
 franchising



THRIVING: Pina Gogna and wife Rajni are expanding

Aaron was plumbed in to succeed

WHEN taking on a new franchise the knowledge you gain from having worked with another business in the same organisation can be priceless.

Leading emergency plumbing and drain repair business Drain Doctor Plumbing has a number of franchisees who were technicians with other Drain Doctor franchises.

Aaron Clark worked with another London Drain Doctor franchise before starting his own business.

He said: "I already had experience of a proven system."

INFORMATION:
 www.draindoctor.co.uk

Added shine for auto deal

LEADING car valeting franchise Autosheen has launched its new marketing support programme, targeting its existing customer base as well as businesses and other multiple valet sites.

MD Paul Fennell said: "Profits are obviously the prime concern for our franchisees and the programme helps provide a steady income stream."

"It has the potential to earn each network member an extra £14,000 a year."

Franchisees are already seeing the improvements and the new scheme is included as standard in all Autosheen packages.

INFORMATION:
 0800 131 3301/
 www.autosheenpcc.co.uk

New funding wins fans

FRESH from success at last month's National Franchise Exhibition in Birmingham, Pensionfunding.com is coming to London this week.

You can meet its expert team on stand J80 at the British and International Franchise Exhibition at Olympia on Friday and Saturday.

Marketing director Kevin Peake said: "We were stunned by the response we received in Birmingham. Our unique

proposition really seems to have captured the imagination.

"Pension-led funding could help you take control of your finances without personal guarantees."

"Pensionledfunding.com has a number of franchisees and we are looking forward to this being a whole new area for franchisees."

INFORMATION:
 0800 014 7099/www.pensionledfunding.com/franchise

Right ingredients can ensure expansion



"RUNNING a Papa John's franchise is hard work," says Caterham and Tunbridge Wells franchisee Danny Saadany (far left).

He wouldn't, however, change a thing: "Papa John's have really delivered and I am looking forward to another decade of continuing to serve up the best pizza in town."

Last November Papa John's picked up the Pizza, Pasta and

Italian Food Association's pizza delivery chain Award for the fifth time in the last nine years. It uses only 100 per cent fresh dough.

There are 208 stores in the UK and 30 more are expected to open in 2013 in key areas of the UK.

INFORMATION:
 0844 567 0637/
 www.papajohns.co.uk/franchise

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The British & International Franchise Exhibition
 15 & 16 March 2013 | Olympia, London



The UK's only franchise exhibitions approved by the British Franchise Association (bfa).