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Hungry for more stores

WITH a new year comes a raft of new opportunities and in spite of the challenging economic times, plenty of options.
 One of the UK's most popular franchise opportunities, Subway Stores, is seeking to expand its fast food business.
 A key benefit of

joining a franchised business is the strength of a brand that has already been established by the franchisor.
 Subway has gained the trust and support of many millions of customers worldwide.
 A Subway franchise offers an ideal opportunity for anyone

keen to run their own business. The benefits that come with the franchise package include high-quality training and support in areas such as site selection, leasing, purchasing and marketing.
INFORMATION: www.subway.co.uk/business

Get a grip on purse strings

MONEY is always tight after Christmas but this year the post-festive period promises to be even harder for many consumers.
 Amid situations like this the MoneySave franchise has come into its own.
 It uses its unique product range and ability to search the

market to find the right solution for clients.
 Success has allowed it to expand its UK franchise network over the past decade.
 The aim of MoneySave is to help clients take back control of their finances.
 The company is looking for suitable

candidates to join the franchise network.
 Franchise director Graham Dennis said: "This is a business that can be highly profitable, with services currently in huge demand and likely to be for years to come."
INFORMATION: 01234 836 357



New contract will help you clean up

A MAJOR new national contract promises the best possible start to the year for Autosheen franchisees.
 The leading valeting specialist has secured an agreement with Tribos Coatings, estimated to be worth up to £4.2 million over the next three years and generating lucrative extra work for franchisees such as Nick Charles (above).
 A former area manager for Nationwide, he joined Autosheen

12 months ago after 25 years in the financial sector.
 He went on to break all records for the franchise, expanding his business into a second territory within three months.
 He said: "It is down to you to build and develop your own regular customer base. However, access to profitable national account work is an excellent platform for future growth."
INFORMATION: www.autosheenpcc.co.uk

A safe way to own a business

If your dream is to run your own business, 2012 could be the year it becomes a reality, especially if it involves a move into franchising.
 Unlike starting up on your own, a process that can be fraught with risk, investing in a franchise is a much safer way of becoming a business owner because you have the back-up and support of a franchisor and a business format that has been proven to work.
 There are hundreds of franchise opportunities available, ranging from low-level investment options to the biggest and best-known brand names and representing virtually every industry sector you can think of.
 So whether your passion is for property maintenance, personal services, the fast-moving world of high street food retail or the rapidly expanding care sector, the chances are you'll find a

By Alison Coleman

franchise business that is right for you.
 Funding for a franchise business is more easily accessible than funding for an independent start-up because they are generally seen as less of a business risk by lenders.

Operations

One thing you won't have to worry about is having business experience, as full training and support are included in the franchise package. This can include time spent shadowing established franchisees to see the day-to-day operations, plus help with business administration, bookkeeping, tax and payroll.
 There are legal issues to consider. When you become a

franchisee you sign up to a franchise agreement that details the business format you'll follow and your responsibilities as a franchisee alongside those of the franchisor.
 The key to running a successful franchise is choosing the right business, so careful research of the market and individual franchise businesses is essential.
 Bear in mind that franchises with membership of the British Franchise Association (bfa), the voluntary self-regulatory body for franchising, have met its strict accreditation based on ethical franchising practices.
 In these uncertain times, the franchising industry remains one of the safest routes into business ownership.
 If you have the drive and the determination, you could also have the best new year prospects for long-term franchise success.

A prescription for fresh confidence

AFTER another excellent growth year in 2011 franchisees with WPA are looking forward to 2012.
 The leading medical insurance provider continues to provide a solid support structure.
 WPA's financial stability provides huge confidence to franchisees and their customers.
 Berkeley Harris (right), director of WPA's national franchise team, said: "The strength of our organisation has always given our franchisees the confidence to grow their own successful businesses and that is more important now than ever."
 "They have the added advantage of WPA's market-leading range of products, an area that we are

constantly improving."
 Last year WPA recruited 12 new franchisees to its growing network.
 This year it is looking to recruit even more. Ideal candidates are those who are professional in all areas.
INFORMATION: 01823 625 120/
www.wpafanchise.co.uk



It's time to hit the right note

MUSIC for Health enriches the lives of more than 30,000 people in residential care every month through its unique, interactive, music-based workshops.
 Launched in 2001, the company is looking for reliable, kind and active individuals to join its growing network of more than 108 business owners in the UK and Ireland.
 Opportunities are available to people of all ages and backgrounds but enquiries are particularly welcome



from those with some life experience.
 In return they have the opportunity to run a rewarding and challenging business.
 Lincoln-based Sally Peacock and her husband Peter have been part of Music for Health for more than three years.
 Mrs Peacock said: "Music for Health franchisees have a ready-made, well-developed product that they can run with from day one."
INFORMATION: 01276 633442/www.musicforhealthltd.co.uk

Help transform an industry with a bit of spit and polish

ESTIMATED to be worth more than £5 billion a year, the cleaning industry is one of the UK's biggest service business sectors.
 Having spent several years working in the industry, Iqbal Abdullah had grown frustrated with the widespread lack of ambition, professionalism and customer focus that he encountered.
 In 2004 he launched his own cleaning company, EasyKlean, which four years on has earned a reputation for top-quality service and

high-end professionalism.
 Firmly established as one of the most respected cleaning suppliers in the UK, Mr Abdullah is ready to expand its revolutionary approach through a range of franchising opportunities.
Exceptional
 He said: "We are looking for talented franchisees eager to help us transform this industry and make a success of the business by building great relationships with

customers through exceptional service."
 EasyKlean offers opportunities across the UK.
 The company also offers special franchise schemes aimed at ex-service personnel, graduates and the under-25s.
 Investment starts from £15,000 and full training and support, materials and equipment, plus business admin services, are included.
INFORMATION: 0844 245 8533/
 email: franchise@easyklean.com

The benefits of some hard work

BECOMING your own boss and running your own business takes a lot of commitment.
 Making your business work to suit your lifestyle and be successful takes even more. Neil and Lorraine Stapleton, however, have discovered being part of the Oscar pet foods and accessories franchise network is a big help.
 Mr Stapleton, of Honiton, Devon, said: "Just over 13 years ago we were starting our franchise and anticipating that its eventual

success would provide a good income, a better standard of living and leave us with more time with our young family. We stuck to that belief and worked hard, sacrificing a little along the way, but now we have total control.
 "Would we do it all over again? Yes we would."
 "But we don't take success for granted. We keep on top of things and over the years have gained great benefits from working and sharing ideas with fellow franchisees."
INFORMATION: 0800 068 1106.

