



Date: **21st December 2024**
Business Reference: **36629**

About the Business:

Building services

A Franchisor with a 35 year old nationally branded enviro-friendly product offers, through franchisees, professional solutions to all building related maintenance with enviro-friendly materials manufactured and supplied by the Franchisor. The Franchisor offers full training and on-going support to the franchisee and his team. Due to the volume of business in KZN the franchise territories have been split consequently creating a new franchise area with the following boundaries: Northern boundary - N2 glide off to

Building services



Sector: **Services**

Asking Price:

R 777,000

Monthly Profit:

R 39,354

Asset Value:

R 155,000

Stock Value:

R 103,000

Yearly Net Profit :

R 472,251



Business Report

Fully describe the business's activities?

The Franchisee will use tried and tested systems and enviro-friendly solutions developed by the Franchisor to professionally repair and restore all aspects relating to building maintenance.

How does the business operate on a daily basis?

The new Franchisee's main daily responsibilities would be, amongst other things:

1. After visiting the Client's premises the Franchisee will prepare and submit a quotation to the Client.
2. The Franchisee will ensure the workers adhere to the scheduled times, are correctly dressed in the branded uniforms and have the tools and materials for the job.
3. The Franchisee will also ensure that the workers abide by the code of ethics and business practices of the Franchise Association of South Africa and particularly the safety standards in the work place.

What Advertising/Marketing is carried out?

It's at the Franchisee's discretion to use local radio advertising, social media, brand advertising on vehicles etc.

What competition exists?

There is competition from the smaller operators. This Franchisor subscribes and abides by the Code of Ethics and Business Practices of the Franchise Association of South Africa. All the Enviro-Friendly solutions carry guarantees so the Franchisees stand apart from the competition.

How could the profitability of the business be improved?

Promotions and advertising.
Calling on previous clients.
Employing a salesman.

How involved is the Owner in running the business?

The Owner of the business should be totally involved in the business, soliciting business, promoting the Brand, managing the day-to-day operations, maintaining good customer relationships and following up on warranties and guarantees.

When does the current lease end?

At start-up the business could be run from home thus saving on rental.

What are the main assets of the business?

Upon opening of the franchise, plant and equipment, products and office equipment will be supplied. The VIP salary software will have to be purchased by the Franchisee..
It will be necessary for the franchisee to purchase a bakkie at his/her cost.

Strengths?

Long established national Brand.

The Franchisor has a huge client base and is on the Vendor list of large corporate businesses. Leads are shared with franchisees.

Franchisor's focus is to keep abreast of technology regarding their products.

The only business in SA to manufacture and supply a wide range of Enviro-Friendly maintenance products.

The Franchisor has unique and in depth training programs with on going support for franchisees.

Weaknesses?

There are independent operators in the industry.

Opportunities?

Properties require regular maintenance to maintain their value so it is up to a dynamic and motivated franchise Owner to pursue these opportunities.

Threats?

Although the state of the economy has an affect on the industry there are no other perceived threats as the product is a unique enviro-friendly product.

What is the reason for the sale?

Due to the volume of business the franchise territories in Kwa Zulu Natal have been split thus creating a new territory.