



Franchise Opportunities

A unique choice of proven and successful business models from the
UK's largest independent recruitment group



What does C N A Executive Search do?

C N A Executive Search was founded in 1993 and is one of Europe's premier independent executive search and recruitment organisations with over 20 offices across the UK and Europe.

We specialise in placing top performing executives into medium and large companies. Placements can be on either a permanent or an interim/contract basis.

High quality search is a multi million pound industry and the demand is forecast to continue growing due to the acute worldwide shortage of proven management talent.

What sectors does C N A operate in?

Our brand partners have typically come from a wide range of professional backgrounds and usually want to work within a market they are familiar with, not because they have contacts, but because they understand that market. Examples of these are financial services, global technology, life sciences and healthcare and consumer products amongst many others.

Do I need experience of executive search in order to be successful?

No, we provide you with full training and support using our unique and proven CABS (Candidate Aspiration Based Search) methodology. Very often top-performing executives are usually quite happy in their current position. We approach these high calibre candidates in complete confidence and with the use of our CABS methodology, we can persuade them to explore a solid career opportunity. The search and screening process is meticulous and produces candidates who want the job, can do the job and will impact your business from day one.

How much can I earn?

Our business revolves around placing people into medium and large blue chip companies and our fees range from 25% to 33% of the employee's first annual salary. These fees can range from £12,000 to £80,000 for placing a new employee into a job. It is possible to build a profitable business in the first year. In 2007 our Brand Partners generated, on average, around £115k in fees each and for the first quarter of 2008 points toward an annualised average of over £130k per Brand Partner. Should your team expand this should be an example of what can be earned per capita.

Can I work from home?

Yes, this is a low-risk, high return, business service. It is a stimulating and intellectually challenging business and as a brand partner, you can either work from a home based office or work from a commercial office and employ other consultants. It's your choice.

Franchise Package

What's included.....

- Comprehensive initial training using proven search methodologies
- Personalised coaching and mentoring
- A dedicated Brand Partnership Director to assist you with everything you need to start your business – VAT registration, insurances and business planning for finance.
- Training seminars
- Training videos and DVDs
- Business Referral Systems
- Support and advice 'Hotline'
- Legislative and HR advice
- Website and email
- International job site access
- Our own bespoke database search and tracking system
- Credit control
- Invoicing and debt factoring – vital for cash flow
- National conference and awards

How much is the initial franchise package?

The fee is **£30,000 + VAT** and includes the following:

We estimate you will need a further £10,000 - £15,000 for working capital depending on your choice of office.

We have excellent relationships with most of the major high street banks who will normally lend up to 70% of your total requirement.

Will I be restricted by geographical territories?

No, you will be allowed to trade in a sector you are familiar with rather than a geographical area. Many of our brand partners also place executives internationally and have had success in Europe and the Middle East in particular.

What happens at the end of 5 years?

This is up to you – you can renew for a further 5 years at no extra charge, or you could choose to sell your business. We can assist you with this and this could be a more lucrative alternative than having a personal pension fund!

What are the ongoing fees?

Monthly management fees will depend on your turnover – If you are not making any money, neither do we. Monthly fees will be 12.5% of turnover. Our management fee includes full factoring – your invoices will be paid in full by us on a monthly basis, whether or not the client has actually paid us. This is a vital aid to cash flow and provides you with a more cost effective factoring service than using the services of a bank or commercial factoring company.

What's next

We recognise that deciding to be your own boss is a big decision and you must be fully informed. Rather than prescribe a 'process' we will work with you at your pace.

You will be given an opportunity to attend a 'Discovery Day' – this is an informal opportunity to find out more about us including a visit to our Head Office functions at Meriden Hall.

You will also have an opportunity to speak with our existing network of Brand Partners – don't take our word for it!



Call the dedicated Brand Partnerships team now on 0121 712 7828
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