



Franchise Opportunities

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



What type of staff does Network Health and Social Care provide?

Supported by a national network of offices, we provide temporary and permanent staff in the fields of domiciliary and health and social care. Our clients can be organisations within local authorities, private and charitable organisations, independent nursing and residential homes, sheltered housing, resettlement units, the NHS, independent hospitals and individuals in the field of domiciliary care.

Why is healthcare such a booming industry?

The flexible healthcare staffing and home care services in the UK are currently estimated to be worth over £12 billion per annum and rising. The way we care for people in the UK has changed considerably over the last few years with many local authorities outsourcing their needs to agencies who are able to provide care in people's own homes or in care establishments. This coupled with an increasingly ageing population should ensure good potential for growth over the coming years.

Which territories are available?

We understand the importance of the desire to work locally. With this in mind, all of our territories are researched to ensure they are large enough for you to build a profitable business. Territories are awarded exclusively and many areas of the UK are available – we will not open offices though where existing offices operate.

Do I need recruitment experience or experience of the healthcare industry?

Not at all, many very successful 'brand partners' do not have previous experience. As this is a true management franchise you will need an absolute desire though to provide the highest levels of care to those who need it most. As you will recruit a team of people to provide this care, you will need to be able to effectively manage and motivate people.

How much can I earn?

Many things depend on profitability and we would prefer to be conservative. The size of your team, cost of premises and your own Directors drawings will have an effect on these.

Network Health & Social Care	Year 1	Year 2	Year 3
	£000s	£000s	£000s
Turnover	270	485	680
Cost of Sales	175	315	445
Gross Profit	95	170	235
Operating Costs	80	110	130
Net Profit	15	60	105

The above analysis is considered as indicative and in some ways typical, but the figures use very broad assumptions in certain areas and should not be relied upon. The figures do not, therefore, necessarily represent a 'likely' profit or cash flow prediction.

How much is the initial franchise fee and how long is it for?

The initial franchise fee is **£30,000 + VAT** and the right to trade in an exclusive territory is awarded for a period of 5 years. We estimate you will need to invest a between £80k – 110k – this will include your acquisition fee and some working capital.

Franchise Package

What's included.....

- Full pre-opening support with the dedicated services of a Brand Partnership Director
- Exclusive researched territory
- Full debt factoring – vital for cash flow
- Hosted email and website
- Specialist Healthcare software
- Comprehensive induction training by fully qualified experts complemented by training materials and DVD's
- Help with accreditation and registration with care authorities
- 'Start up' package including marketing launch, care staff uniforms, and stationery
- Operations manuals and policies
- Assistance with recruitment, legislative and HR issues
- Property advice and assistance
- Business Development Manager experienced at winning business and free access to upcoming tender notices
- Full payroll and invoicing function including credit control
- Large company discounts including discounted CRB Checks
- Regional networking meetings and conferences

What does the franchise package include?

We would like to provide our brand partners with everything they need to start their business – allowing you the time to just focus on building your business.

What are the ongoing fees?

The monthly management fees are 7% of temporary sales turnover; This includes free factoring of your debts which is vital for ongoing cash flow, particularly when most of your business will be predominantly temporary. A high street bank would normally charge as much as 1.5% - 2% for this service. For permanent placements the monthly charge will be 12.5% of turnover and this again will include full factoring, which means all of your invoices will be paid every month.

What happens at the end of 5 years?

In short, it's up to you! You can choose to renew your agreement for a further 5 years at no further charge or you can decide to sell your successful business; we will of course help you with this should you wish us to do so.

Can I work from home?

You will need an office location to work from where candidates can visit and be interviewed and assessed by you. This does not need to be an expensive high street location though and many more offices are now situated in more cost effective first or second floor locations. You may also decide to begin your operation from a serviced office location – our Property specialist will help you make a considered choice along with helping you get the best deal possible.

How will I be kept up to date with changing legislation?

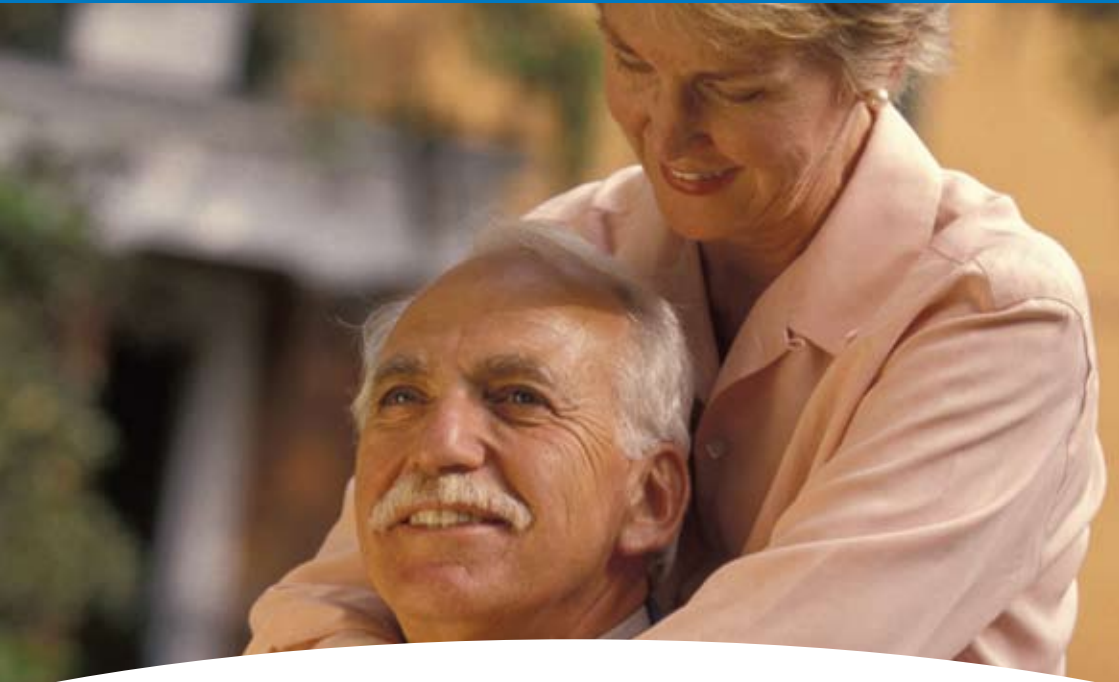
An advantage of becoming a brand partner means any changing legislation will be effectively communicated and implemented by us centrally. No need to seek expensive advice and guidance as all updated legislative and compliance developments are communicated via our dedicated Intranet system.

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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