

A stylized house icon with a dark blue outline, positioned above the company name.

Residential Garage Doors



**AUSTRALIA'S ONLY
GARAGE DOOR
FRANCHISE OPPORTUNITY**

www.residentialgaragedoors.com.au



FRANCHISE PACK

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08 9417 9955



Thank you for your interest in Residential Garage Doors. This brochure is designed to provide you with everything you need to know about our business, our people and our beliefs, so that you can make a considered decision about joining our team.

We're garage door specialists - we sell, install and service garage doors across Western Australia; in fact, we've completed many thousands of successful projects to date.

What's more, we're the only franchise who supplies, installs and maintains residential garage doors in our sector. So if you're looking for an opportunity that really stands out from other franchises available, this could be the chance you've been waiting for.

We are proud to work with one of the world's finest garage door manufacturers, and are looking for more like-minded, hands-on franchisees to help develop our brand as it continues to grow.

By recruiting the best franchise partners, we have a vision for Residential Garage Doors to roll out a network that will make our company the supplier of choice. And we'd love you to be part of it.

Making the decision to operate your own business is a big step, which is why we're committed to making the process as open and informative as possible. It's an important decision for both of us, so we'll provide all the support and information you need to help you make the right decisions for you and your family.

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A bit about us

Residential Garage Doors has become one of Western Australia's leading suppliers, installers and repairers of garage doors. We've built a reputation for quality and service that simply cannot be matched, and to date have worked on many thousands of homes and businesses.

During our years of experience, we have come to realise:

- ✔ How valuable repeat business is.
- ✔ How important it is to be able to offer training and support to potential franchisees.
- ✔ The benefits of building a business under a successful branded name.
- ✔ The value of a local service delivered by a large organisation.
- ✔ The importance of keeping the initial investment as low as possible.

So what is it that makes Residential Garage Doors different to other franchisors?

- ✔ We don't consider our franchisees as sales people but technicians who are trained and skilled as garage door specialists.
- ✔ Our franchisees can work at their convenience. Whether you prefer daytime, evenings or weekends, our customer service representatives will make appointments that fit around your life and your customer base.
- ✔ We believe in the importance of local knowledge, which is why we ensure every franchisee is based within their local area.
- ✔ Our model delivers our customers unbeatable quality, range, service and price.
- ✔ Thanks to the diverse expertise of our management team, our brand is always positioned in the best possible way, and all potential avenues for growth are explored.

We work with Australian manufacturers, real estate agents and insurers to provide consistently high quality products and services.

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The opportunity

Are you a Residential Garage Doors kind of person?

This opportunity is really is a one-of-a-kind offering. As part of the Residential Garage Doors franchise network, you will operate your own home based garage door business.

You will receive full training to ensure you are confident with the business, including selling, fitting and servicing and ongoing support. This will enable you to make your local marketplace your own and build a reputation for quality and service.

Although you will be working for yourself and will be your own boss, we are committed to providing ongoing support and advice for every team member.

Ultimately your success is our success.

Do You Have...?

- ✔ A strong desire to own and operate your own business.
- ✔ The ability to develop awareness of the Residential Garage Doors brand, as well as being able to identify potential products, great service and value.
- ✔ Good communication skills.
- ✔ Are you comfortable working with a wide range of people?
- ✔ Confidence using hand and power tools.

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So what is it that makes this opportunity so special?

- ✔ You'll get to work with a diverse consumer base, not only homeowners but builders, real estate agents and insurers who appreciate our wide range of quality products and services.
- ✔ You'll enjoy a healthy working environment. By working outside, yet undercover, you'll benefit from a job that is physically active, mentally satisfying, stimulating, and hugely varied.
- ✔ It's perfect for a people person who enjoys working with a team and ongoing customer contact.
- ✔ Immense job satisfaction. The effect that a new garage door along with a highly personalised service can have on your customers lives can be very rewarding.
- ✔ Some experience that is applicable to our marketplace would be an advantage but not necessary as full training is provided.
- ✔ Large potential market within your convenient and protected local area.
- ✔ Plus, potential customers are easy to spot just check out the state of the garage doors in your area.

Installing a garage door is surprisingly easy, and takes an average of 2 to 4 hours. Full training is provided by the Residential Garage Doors team and our manufacturers, so you will be up and running quickly and easily.

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An overview of franchising

As someone with an interest in investing in a franchise, you need to be sure that this is the right decision for you. Franchising is all about co operation, mutual dependency and mutual benefit between the company and its franchisees. As you invest financially, your chosen franchisor will be investing in your success. Access to experience and know-how in your market sector is vital.

Ongoing training, support and business back-up is also necessary to ensure your continued development and greatly increase your chance of success.

The general benefits of buying a franchise compared to starting a business from scratch depends on the business. In an ethically structured franchise system such as ours, these include:

- ✔ Proven business success (products, services, methods, marketing, administration etc.), therefore a lower risk than setting up from scratch.
- ✔ Training and ongoing support from an experienced organisation. Interdependence – we have a vested interest in your success.
- ✔ Proven marketing and business generation methods.
- ✔ Being part of a team – all our franchisees are encouraged to share their experience.
- ✔ Purchasing power / economies of scale.

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Why choose a franchise with Residential Garage Doors and how does it work?

A key factor for you to consider is that our management team has over 30 years experience, and our successful business structure is mirrored in our franchise set up. In other words, our business model is proven. We have completed the learning curve, dealt with any issues and built an infrastructure to support our growth.

Your success is our success, which is why we're committed to sharing our experience and considerable market knowledge with you. So you'll enjoy the freedom of being your own boss while experiencing the benefits of being part of an established and successful network.

Our franchise agreement

This sets out the obligations of both the franchisee and franchisor. It allows you to use our brand name and logo, our national local call phone number, our intellectual property and our method of running the franchise as well as having full support and guidance from our experienced team.

Protected Territory

Your territory will be yours exclusively and will be based on postcode sector and your surrounding local area. It will be manageable whilst having excellent sales potential.

Protecting your interests

Your franchise business will require the investment of time, hard work and commitment to the business system we have developed. Each and every franchisee is expected to maintain our existing high standards. You'll be offered all the help and support you need to maintain these standards. We'll protect the value of our brand and your business by vigorously ensuring professionalism and dedication by all involved with Residential Garage Doors.

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Residential Garage Doors franchise package

Residential Garage Doors franchise package provides everything you need to set up and run your business.

This includes:

- ✔ A defined and exclusive territory.
- ✔ Five year franchise agreement with the right to renew at no cost.
- ✔ Rights to use our trade name, trademarks and other intellectual property. Initial training at our Head Office premises, followed by on-the-job training with an experienced Residential Garage Door Team franchisee.
- ✔ Guaranteed minimum income of \$52,000 over the first 12 months.
- ✔ Constant access to our experienced advisors.
- ✔ A local-call customer booking line, with representatives available to take client calls 24 hours per day, 7 days per week.
- ✔ A specialised tool set.
- ✔ Details of any leads generated in your area, either via website enquiries Real estate or as referrals from other franchisees.
- ✔ Preferential arrangements with Residential Garage Door Team suppliers, including vehicle livery and insurance.
- ✔ Ongoing back up and support tailored to your individual needs, including (if necessary) problem-solving and business management support.
- ✔ Residential Garage Door Team operating manual, containing detailed 'how to' information on all aspects of running your franchise.

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Why do customers choose Residential Garage Doors?

When it comes to choosing a garage door, it doesn't just have to look great, it also has to perform on a number of levels. It's a choice that should be considered, and it's a choice that we help our customers make every day.

As well as offering a personalised and friendly service, we provide our customers with the following reassurances:

- ✔ All our garage doors are comprehensively covered by a manufacturer warranty.
- ✔ High quality products and services and competitive pricing.
- ✔ We don't use salesmen, all our technicians are fully qualified and wear recognisable uniforms.
- ✔ Following a customer enquiry, we'll arrange a site visit to give them a free no obligation quote within 48 hours.
- ✔ Convenient appointment times to suit every customer, including evenings and weekends.
- ✔ Quality assurance and continuity by ensuring the technician who measures up will also fit the customer's door when it arrives.
- ✔ Once the work has been completed, we guarantee to remove all site mess and also dispose of the customer's old door.
- ✔ Customers can choose from a fantastic product range offering huge selection from the world's leading manufacturers.
- ✔ As well as standard sizes we offer made-to-measure doors.
- ✔ We offer same-day garage door repairs and priority callouts for unforeseen events like burglary and weather damage. In emergencies like these we'll endeavour to come out without delay.
- ✔ We work with leading Australian insurers and real estate agents.
- ✔ There are no hidden charges what we quote is what the customer will pay.
- ✔ Unbeatable local service from a national company we're big enough to deliver and small enough to care.

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FOUR EASY STEPS TO BECOMING A RESIDENTIAL GARAGE DOORS FRANCHISEE.

Step 1: Pre-Qualification

Step 2: Due Diligence

Step 3: After 14 Days

Step 4: Contract, Vehicle Fit Out & Training

WELCOME TO OUR FAMILY



Step 1: Pre-Qualification

This is where it all begins, your journey will be made simple and enjoyable, we want the best people to join our team and build a brand name that is second to none.

- ✓ Initial informal chat with Franchisor.
- ✓ Complete and submit Franchise Questionnaire.
- ✓ Submit Application and Confidentiality Agreement.
- ✓ Meet and discuss future with Franchisor and find out everything you need to know.



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Step 2: Due Diligence

REVIEW COMPANY DOCUMENTATION

- ✓ Pay \$2000 initial deposit (Fully refundable if you do not proceed).
- ✓ Receive Disclosure document and Copy of Franchise Code of Conduct and Franchise agreement.
- ✓ Speak to other franchisees.
- ✓ Complete Psychometric Testing.
- ✓ Obtain Police clearance certificate and credit check.

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Step 3: AFTER 14 DAYS

- ✔ Return all documentation signed.
- ✔ Return your independent advise form.
- ✔ Pay balance of franchise fee.
- ✔ Have a cooling off period of 7 days.

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Step 4: Contract, Vehicle Fit Out and Training

- ✓ Set Start Date.
- ✓ Purchase Vehicle.
- ✓ Commence Training.

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Initial Application

Full name

Home address

Home telephone number

Daytime telephone number

Mobile telephone number

E-mail address

Date of birth

Nationality

Marital status: Married / Single / Widowed / Divorced

Brief employment details or C.V.

Do you currently run your business? Yes No (Circle)

If yes, how long for?

And is it relevant to Residential Garage Door Team franchise?

Approx turnover AUD\$ Number of employees

Have you ever been involved in a business which has failed / ceased trading? Yes No (Circle)

If yes, please give brief details

Hobbies and interests



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PROUD MEMBER OF



FRANCHISE COUNCIL OF AUSTRALIA

