FRANCHISE
OPPORTUNITY
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Jani king
The King of Clean®

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JOIN THE JANI-KING FAMILY

THANK YOU FOR YOUR INTEREST IN OUR BUSINESS, **JANI-KING COMMERCIAL CLEANING SERVICES.**

Whether you are looking to invest in a franchise immediately, or in coming years, we thank you for considering the Jani-King business opportunity.

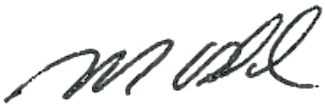
Jani-King has formed a large part of my career, and my life. I started out the same as everyone does in this business – with the desire to take charge of my future and become my own boss. I was one of the first Jani-King Unit Franchise Owners in Canada. Seeing the endless opportunities Jani-King presented to me, I went on to purchase the Master Franchise for the Ottawa region. Today I am the Master Franchisor for Canada and have the opportunity and privilege to continue to build the Jani-King brand in Canada, by working with some of the most hard-working entrepreneurs our country has to offer.

Speak with anyone in our system, and you'll hear similar stories of success. No matter what decisions have led you here today, we all know that the decision to take the leap and go into business for yourself can be daunting. That's where investing in a franchise business can help by providing you with security and support, while still giving you freedom. You will be in business for yourself, but not by yourself.

I invite you to review the information in this booklet very carefully. Our goal is to arm you with information about our program so that you can decide whether Jani-King is the right fit for you – today or in the future.

Explore, ask lots of questions, and make the right decision for you.

Sincerely,



Murray Oxford
President
Jani-King Canada

WELCOME TO JANI-KING

At some point in their lives, most people express the desire to be in business for themselves. However, limited resources, lack of expertise and fear of failure may prevent the majority of the population from achieving this goal.

The Jani-King Franchise Program helps people achieve their goal of financial independence. Our unique business opportunity combines the growth potential of a dynamic concept with the possibilities offered by the commercial cleaning industry. We are looking for people who know that anything worth having is worth working for. The Jani-King franchising concept:

Simple, Sensible, Affordable, Secure.

Our Mission

Our mission is simple. At Jani-King, we strive to:

- Provide our customers a level of service unequaled in the cleaning industry.
- Create a cooperative atmosphere that reflects the personality of a successful, vibrant and enthusiastic company.
- Develop an organization that will encourage all people to prosper and grow to their full potential.

5 REASONS JANI-KING IS THE RIGHT CHOICE FOR YOU...

1. One of the lowest investment franchise programs in the marketplace today.
2. A well structured, extensively researched program for building your own business.
3. The commercial cleaning field is in constant demand.
4. Jani-King provides training, support and assistance in securing new business and retaining clients.
5. Jani-King is recognized for size, strength, dependability, stability and leadership in the commercial cleaning industry.

Founded in 1969, Jani-King is one of the world's largest commercial cleaning franchise systems. Through a network of 120 Regional Support Centres and 9,000 Franchise Owners in 14 countries around the globe, janitorial services are provided to thousands of satisfied customers on a daily, weekly or monthly basis.

Jani-King has been providing cleaning services for more than 30 years in Canada. The Jani-King Canada National Office is located in Coldbrook, Nova Scotia. We currently have more than 600 Franchise Owners and 12 Regional Centres who provide professional cleaning services to more than 4,000 client locations nationally.

JANI-KING IS A TOP RANKED **GLOBAL COMMERCIAL CLEANING FRANCHISE**

WHY INVEST IN A JANI-KING FRANCHISE

The Jani-King network of Franchisees is one of the fastest growing in the world. Our owner-operator concept, coupled with professional support, yields a service organization well equipped to meet the demands and high standards of today's building managers and is well known throughout the world. Jani-King is respected for having mastered the special skills required to market cleaning services to a wide range of commercial clients.

Following the program is simple at Jani-King. Our program is specifically designed to benefit our Franchisees. We offer help and new ideas because we want you to grow and expand with us.

Commercial Cleaning Industry

According to recent reports the janitorial industry is and will continue to be one of the fastest growing segments of our economy for the next decade. The increasing demand in this sector of commerce is not only due to growth of the field but also a lack of competent personnel available for contract cleaning.

Despite the demand for dependable cleaning services, many cleaning companies experience high customer turnover. Since Jani-King's business model is built on a solid foundation of providing top-level service, this large turnover rate creates business opportunities for Jani-King Franchisees.

TRAINING
Thorough, professional instruction and guidance is part of the Jani-King System.

LOW INVESTMENT & FINANCING
One of the lowest investments in the marketplace today. Partial financing may be available on franchise fees and equipment.

BUSINESS STRATEGY
A well structured, extensively researched program for building your own business, with monthly cleaning contracts.

STABLE INDUSTRY
The commercial cleaning field is in constant demand and is one of the most consistently stable commercial service industries.

NATIONAL IMAGE
An image of size, strength, dependability, stability and leadership in the commercial cleaning industry... a leader since 1969.

GROWTH ASSISTANCE
On-site professionals provide on-going support and assistance in securing and managing new business and keeping building clients satisfied.

Training & Support

Jani-King has developed industry-specific contract cleaning programs that keep our Franchise Owners on top of current trends and helps them to stay competitive. Every Jani-King Franchisee is supported by a local regional office that provides operational and administrative assistance as well as initial and ongoing training for lasting success.

We support all of our Franchisees with:

- Operational training including online learning tools and hands-on experience
- Marketing support
- National supplier relationships
- Technical and administrative support
- Timely industry and technology trends

MY JANI-KING STORY

MUTHU RAJENDRAN, JANI-KING FRANCHISE OWNER SINCE 2009

Born in Chennai, India, Muthu Rajendran studied to become a mechanical engineer – but over time his career led him to many places. He credits his time working with a well-known coffee franchise as the reason he decided to start a franchise of his own.

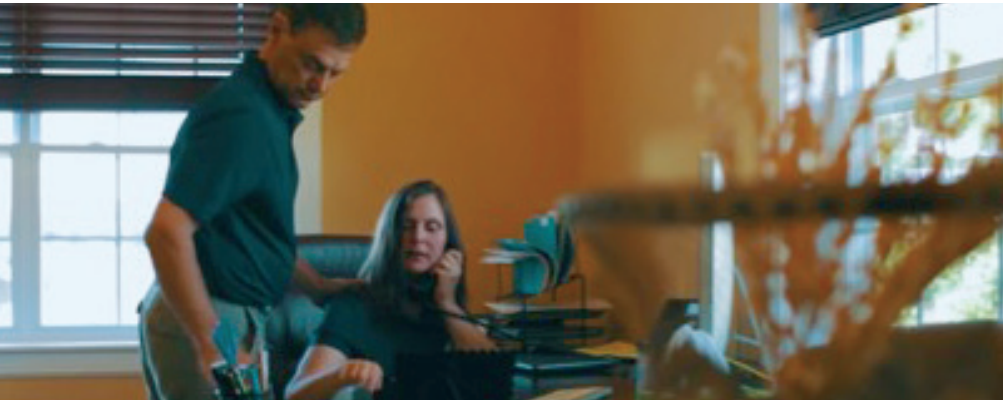
What motivated you to invest in a franchise?
I was working as the general manager of a coffee franchise, and started to think about running a business on my own as a source of greater financial freedom. My experience taught me about the world of franchising and how it works. It's a proven model.

Why did you choose Jani-King?
I did a lot of research. I was interested in Jani-King because it required a very basic initial investment and I was able to grow my business fast because of my experience hiring people.

Our regional support team is very professional, and I'm successful because of them. They're why Jani-King is different from other franchises.

How has your business changed over the years?
When I started my franchise I was doing all of the cleaning work myself with the help of my family for the first year. I realized that I could only work 8 hours through the night at a building that might need 20 hours labour. I started hiring staff at the end of the 2009 and gradually built my team. We have some big clients in Ottawa. We're cleaning government buildings, manufacturing facilities, warehouses, car dealerships and office buildings.

OUR JANI-KING STORY



GREG & LISA McNEIL, JANI-KING FRANCHISE OWNERS SINCE 2002

Greg and Lisa McNeil both left their corporate careers to start their own business and spend more time with their growing family. Nearly 15 years later, their business continues to thrive and adapt to their needs.

Where does your story begin?
We are a traditional family with 8 children. Our oldest is 21 and our youngest is 7. We live on a hobby farm in rural Nova Scotia and enjoy sailing as a family activity. We have been homeschooling for 16 years – our children enter public school in Grade 10. Before we started our Jani-King franchise, Greg was the Food and Beverage Manager for a large casino in Nova Scotia, and Lisa was the Public Information Officer at a local Institute of Oceanography.

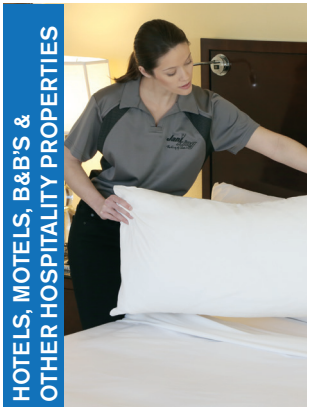
What motivated you to invest in a franchise?
We wanted to break free from the corporate world and start something on our own. We had always dabbled in other small business ventures, but nothing that would replace our entire income. A franchise felt like a safe option, as we were afraid of making the big leap, and being guaranteed initial sales as part of our Jani-King package was a strong incentive.

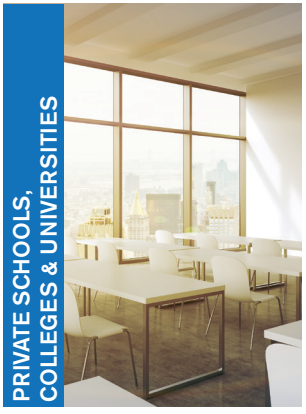
Why did you choose Jani-King?
We learned about Jani-King through a friend from our local church who was involved with the franchise system. He convinced us to learn more about opportunities with the Jani-King system.

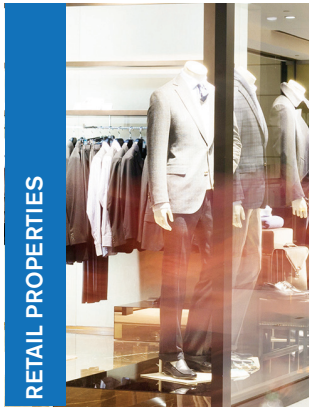
How has your business changed over the years?
When we started it was just the two of us and over time we grew to a staff of 30 employees. We made a decision years ago to find a balance between the business and our family's needs, so for now it is back to just the two of us. The flexibility is one of the reasons we were attracted to Jani-King, and who knows, as our needs change so will our business goals.

CUSTOMIZED CLEANING SOLUTIONS

In our industry there is no such thing as one cleaning program for every facility. Over time, we have gained experience cleaning a multitude of facilities, each with their own specific needs. This experience has translated into the development of customized cleaning programs focused on a variety of industries.







Your Health and Safety

Safety in the workplace is imperative – for our Franchise Owners, their employees, and our customers. Jani-King Franchise Owners handle chemicals and tools that require proper training and awareness, which is administered through our comprehensive National Occupational Health and Safety Program before you ever step foot on the job.

Focus on the Environment

Our goal is to provide our clients and our Franchise Owners with safe and environmentally responsible products and processes that reduce the impact cleaning has on our environment. Our Franchise Owners are trained to provide services using best practices that include:

- EcoLogo Certified products
- Microfibre cleaning systems
- Floor Matting to reduce spread of dirt and allergens
- Vacuum systems that have HEPA/ULPA filtration
- Specialized chemical dispensing systems
- The 3 R's: Recycle, Reuse and Reduce

STEPS TO STARTING YOUR FRANCHISE

We understand this is a big decision for you and your family. We want to make sure it's the right one. That's why it's important we truly understand your business goals and objectives with your Jani-King janitorial franchise.

We will sit down and work through a mutual investigation to determine if Jani-King will provide what you're looking to accomplish. We are committed to helping you build a business that will get results, and this discovery process will give you and us a clearer path to success.

INQUIRY
A Jani-King executive will contact you to arrange a meeting. You will receive information for review prior to the meeting.

MEETING
During the initial meeting you will learn about the Jani-King concept, discuss your business objectives and answer questions. If you wish to proceed you will receive an application form.

APPLICATION
Jani-King will review the application to ensure that the applicant meets the criteria that Jani-King looks for in a Franchise Owner. If approved, you will be contacted to arrange our next in person meeting.

DISCLOSURE
Both parties (Jani-King and the potential Franchise Owner) will meet for a disclosure discussion*. You will receive an official disclosure document* and franchise agreement for review.

COMMITMENT & TRAINING
During this time period, the Franchise Agreement and paperwork is finalized. Following this, the new Franchise Owner will be enrolled in the official Jani-King training program.

* in some provinces

THE INVESTMENT

Jani-King offers several franchise plans ranging in cost from $11,900 to $28,900. When you invest in a franchise plan you will be provided with everything you need to get your business started, including:

Business license • Initial business (for plans B - E only) • Start-up equipment package
Extensive training on all aspects of commercial cleaning

PLAN A	$11,900	No initial business
PLAN B	$16,900	$1000/month Initial Business
PLAN C	$19,900	$2000/month Initial Business
PLAN D	$22,900	$3000/month Initial Business
PLAN E-4	$25,900	$4000/month Initial Business
PLAN E-5	$28,900	$5000/month Initial Business
PLAN E	Larger plans may be available in select regions.	

FREQUENTLY ASKED QUESTIONS

Q: What is the Financial Investment required for a Jani-King Franchise?
A: Depending on the plan you choose, investment levels range from $11,900 to $28,900.

Q: What do I get for my Financial Investment?
A: The list below gives examples; some items may vary according to the plan selected.

- Franchise License Agreement, part of that agreement authorizes you to operate a Jani-King Franchise and to enjoy the benefits of being part of the Jani-King brand.
- Initial Business
- Franchise Start-Up Package of Administrative and Training materials, Uniforms, Cleaning Supplies and Equipment.
- Initial and Ongoing Training and support

Q: What does Initial Business mean?
A: Franchise plans B through to E level plans all include initial business. If you invest in one of these plans you will be provided with customers up to the monthly initial business amount specified in your Franchise License Agreement. For instance, if you invest in a Plan E-5, the $5000 initial business amount is the total dollar value of the customer monthly contract amounts.

Q: How Can I Finance My Business?
A: There are many ways to finance a new business, including:

- From savings
- Borrowing against existing personal assets
- Using ready cash from the sale of an existing business or property
- Financing programs that may be available in some Regions

Q: How do I decide which plan works for me?
A: There are some very important factors you should consider when deciding which Franchise Plan to select:

- How much money have you set aside for your investment?
- How much of a time commitment will you make for the franchise?

These and other questions are explored in more detail in the early stages of the franchise process.

Q: What are the typical work hours?
A: Most Jani-King franchise owners schedule the majority of their cleaning activities between the hours of 6:00 pm and 11:00 pm, Monday through Friday and occasionally on weekends. There are some clients who prefer work to be carried out during business hours.

Q: Can I continue working full-time?
A: Yes. In most cases, you can provide cleaning services to your clients in the evening. As your new business grows you will discover the many advantages associated with operating your Jani-King Franchise full-time.
The decision is yours.

Q: How do I order my equipment and cleaning supplies?
A: Most franchise plans include a start-up equipment package that includes the most common equipment and supplies you need to get the business "up and running". The Jani-King national supply program includes a preferred vendor program that helps you to purchase equipment and supplies at competitive rates.

TRUST YOUR KEYS
TO THE COMPANY
THAT CARES

1.800.565.1873
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