



JAN PROTM

**FRANCHISE DEVELOPMENT
FRANCHISE INFORMATION REPORT**

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WHY BECOME A REGIONAL DEVELOPER

Own A Business That Helps Improve Lives While Enjoying Tremendous Profit-Potential At The Same Time

JAN-PRO Cleaning & Disinfecting is one of the largest commercial cleaning brands in the world, with over 8,000 franchises that serve tens of thousands of clients. The reason why JAN-PRO Cleaning & Disinfecting has so many certified franchisees and clients is that our Regional Developers, work as local to help grow the brand and provide opportunities for driven individuals to start and own a valuable business in their communities.

This means that our JAN-PRO Regional Developers do not own or operate cleaning businesses. They sell JAN-PRO cleaning franchises to self-starters and entrepreneurs, and run professional offices that provide certification to brand standards, support services, and customer acquisition services that allow their certified franchisees to continuously grow and become successful.

Because this is an executive-level business model, it blends leadership experience, understanding of sales and marketing, as well as the passion to help entrepreneurs realize their potential.

"There's three great reasons why now is a great time to become a Regional Developer with JAN-PRO Systems International," says Gary Bauer, Brand President of JAN-PRO Systems International. "First, this is a quality of life decision. It allows you to come in and run a true professional services business, and to participate in the business community without the grind that is common in corporate America. Second, there is return on investment. This is a very attractive financial model. And perhaps most importantly, there is the ability to help people. Our Regional Developers help people succeed in life through business ownership, and they make an enormous impact on their communities as a result."

Benefit From Multiple, Recurring Revenue Streams

JAN-PRO Regional Developers are focused on three primary revenue streams, sales of new franchises, royalties from their existing certified franchisees and acquiring new commercial cleaning customers for their certified franchisees to service.

All three revenue streams have the potential to be long-lasting and offer unlimited growth potential – and everything works in tandem. The Regional Developer really is the development bridge between the Certified Franchisee and the Customer. The more certified franchisees you recruit, the more royalties you make, and as a result, the more clients the certified franchisees are able to take on. Because JAN-PRO Cleaning & Disinfecting is one of the leading commercial cleaning companies in the world, the Certified Franchisees will have the knowledge, technology, and support to provide the exceptional level of service that their clients expect.



This leads to long-term relationships that are lucrative for the Certified Franchisee and beneficial to you as well.

“There’s no ceiling on how big you can grow this business,” Bauer says. “We have Regional Developers that have hundreds of Certified Franchisees that service hundreds of clients. We’ve been doing this for a long-time, and many of our Regional Developers have been with us for decades. We know exactly what it takes to help our Regional Developers grow their businesses and build a bright future of their own making.”

Recruitment Is As Straightforward As It Gets

One of the major benefits of the JAN-PRO Regional Developer opportunity is the fact that recruiting entrepreneurs to become a Certified Franchisee is extremely straightforward.

Entrepreneurs are attracted to invest in JAN-PRO Cleaning & Disinfecting because it’s one of the most affordable businesses on the market. With startup costs beginning at \$950, JAN-PRO Cleaning & Disinfecting is an attractive entry into business ownership that provides all the major benefits of a mature franchise system, including certification, ongoing support, and access to clients. When JAN-PRO Cleaning & Disinfecting Certified Franchisees are ready to scale their businesses, they have the ability to acquire contracts with additional clients. The more clients they serve, the bigger the investment but the bigger the potential return.

“We provide access to the American dream,” Bauer says. “There’s not a lot of investment opportunities that have the revenue potential, the longevity, and are as affordable as owning a JAN-PRO Cleaning Franchise. Our Regional Developers truly change people’s lives.”

Helping Entrepreneurs Become Successful Drives Your Success

There aren’t many business opportunities that allow you to have as much impact on other people as the JAN-PRO Regional Developer opportunity offers. By giving people an affordable path to business ownership, you help them improve their lives, the lives of their families, and as they grow, create even more opportunities for

their employees.

This is the most important aspect of what a JAN-PRO Regional Developer does. Your main role is to coach, to mentor, and to guide the Certified Franchisees through the process of growing their businesses and thriving over the long-term. The more people you help get started in business, the more successful your business will become.

“We’re here to help people become small business owners,” says Brad Rush, JAN-PRO Regional Developer of Atlanta, Georgia. “I have so many examples of people who invested a small amount of money, and by following our business model, taking advantage of the certification we provide, and following through on our advice, they have grown their businesses larger than they ever imagined. By helping other people become successful, you can become successful, too – and there’s no better feeling than that.”



WHAT OUR ORGANIZATIONAL FRAMEWORK MEANS FOR YOU



JAN-PRO Systems International:

The parent company of all three JAN-PRO brands will support you as you grow your Regional Developer business.



JAN-PRO Franchise Development:

This is your business. You sell JAN-PRO franchise licenses and provide certification and support to help your franchises grow their businesses.



JAN-PRO Cleaning & Disinfecting:

These are your franchise owners. They own cleaning businesses and perform the janitorial services that JAN-PRO excels at delivering to clients.

HOW DO YOU SELL

Recruiting Entrepreneurs To Invest In JAN-PRO Cleaning & Disinfecting Is More Straightforward Than You Might Think

JAN-PRO Regional Developers are in the life-changing business. As regional franchisors, they sell JAN-PRO Cleaning & Disinfecting franchises to entrepreneurs in their communities – and in turn, they make a tremendous difference in the lives of these Certified Franchisees.

But while the majority of JAN-PRO Regional Developers had zero experience selling franchises before they opened their businesses, all of them now have countless stories of people they've helped and the power of entrepreneurship.



In fact, many of our Regional Developers currently support hundreds of Certified Franchisees in their network, which is a testament to the strength of the business model, as well as the strength of the JAN-PRO Cleaning & Disinfecting franchise opportunity.

"A regional developer is indeed a regional development franchise – they're not in the cleaning business, they're in the business-support business," says Gary Bauer, Brand President of JAN-PRO Systems International. "They provide sales, administrative support, customer relationship support, and everything that their Certified Franchisees need to become successful. It's through the success of their Certified Franchisees that our Regional Developers become successful. We help our Regional Developers master this role by providing comprehensive certification and ongoing support. We're there every step of the way."

Why Are JAN-PRO Cleaning & Disinfecting Franchises Attractive To Entrepreneurs?

The biggest reason why many JAN-PRO Regional Developers are able to help hundreds of entrepreneurs get their start in business is that investing in a JAN-PRO Cleaning & Disinfecting franchise is one of the most affordable opportunities on the market today.

With costs beginning at \$950 to open a JAN-PRO Cleaning & Disinfecting franchise, entrepreneurs can ease their way into business ownership – starting with one or two clients and investing only a few hours a week. As JAN-PRO Certified franchisees scale up, they can invest more to acquire more clients. The top tier JAN-PRO Cleaning & Disinfecting franchise costs \$50,000, and this is a full-scale, full-time cleaning franchise that services dozens of clients and has multiple employees.

No matter the level of investment, every JAN-PRO certified franchisee benefits from the certification, mentoring, and client acquisition services provided by JAN-PRO Regional Developers.

"We help our Certified Franchisees learn how to become business owners," Jay Waldron, Regional Developer



of Augusta and Athens, Georgia. “They know how to clean, but they might not understand billing, customer service, how to manage employees, and more. All of our Certified Franchisees have different dreams. Some may want a side business for their family, and some may want 40 employees and dozens of clients – it’s our job to provide the certification and support to get them to where they want to be.”

If Your Certified Franchisees Owners Are Successful, Your Own Success Will Follow

While JAN-PRO Regional Developers benefit from comprehensive marketing support and savvy marketing strategies, their true recruitment tool is the success of their Certified Franchisees.

By delivering the promises that every Regional Developer makes to their Certified Franchisees to provide the certification, support, business coaching, and client acquisition services, it won’t take long for the word to get out that JAN-PRO Cleaning & Disinfecting franchises are a wise investment for entrepreneurs in your territory.

At the same time, our top-performing Regional Developers are extremely active in their communities. They participate in their local Chamber of Commerce, they donate to charity, they sponsor sports teams, and they get to know the people that they are serving – their franchisees.

“I know every single one of my 108 certified franchisees,” Waldron says. “If I see them in the grocery store,

I know their names, and I know their children’s names. This goes a long way to establishing trust because they know that I care about their success. In fact, their success is directly tied to my success. Almost half of my certified franchisees come from referrals, which is incredibly validating. That means that our existing certified franchisees believe that we’re holding up our end of the bargain. We go above and beyond to ensure that they’re successful – and we couldn’t be prouder to help them realize their dreams.”

HOW BIG IS THE DEMAND

JAN-PRO Regional Developers Help Their Certified Franchisees Capitalize On An Essential Service Every Business Owner Needs

While JAN-PRO Regional Developers do not own commercial cleaning businesses, their certified franchisees do – and there has never been a better time to be in the commercial cleaning industry than right now.

Commercial Cleaning is a \$117 billion industry, and it’s expected to grow over 5% annually over the next five years, according to a report published by Market Research. This growth is directly related to an expected rise in standards of cleanliness in the wake of the pandemic.

JAN-PRO Cleaning & Disinfecting, one of the nation's leading commercial cleaning brands, experienced the skyrocketing demand firsthand.

"We went from a nice commodity to an essential business overnight," says Gary Bauer, Brand President of JAN-PRO Systems International. "At a time when the rest of the economy was shutting down or unable to operate, we were experiencing sales increases, and this has continued. The new standards of cleanliness are here to stay – and workers expect their employers will keep them safe & healthy in the workplace by hiring a professional commercial cleaning brand like JAN-PRO Cleaning & Disinfecting to get the job done right. This expectation is not going away anytime soon."

Why Do Customers Choose JAN-PRO Cleaning & Disinfecting?

JAN-PRO Certified Franchisees service all types of buildings and spaces, from hospitals, universities,



football stadiums, government buildings, offices, restaurants, car dealerships, and more. Anywhere where people work or play is a potential customer for JAN-PRO Certified Franchisees.

Customers hire JAN-PRO Cleaning & Disinfecting because we're an industry-leading brand that has over 30 years of expertise in providing commercial cleaning services. Every JAN-PRO Cleaning & Disinfecting certified franchisee is certified to the highest standards of the industry, and they use the most advanced products and equipment on the market to ensure that every space is properly cleaned and disinfected – and at JAN-PRO Cleaning & Disinfecting, we guarantee it! JAN-PRO Cleaning & Disinfecting is one of the only brands in the

industry that guarantees the work that our Certified Franchisees provide, and this is why the customer relationships tend to be long-lasting.

"Never before has cleaning been more important than it is right now," Bryan Lubaway, owner of JAN-PRO Franchise Development of East Tennessee. "This is an incredibly stable business, and it's a service that's always only growing in importance. We've found a surge in new accounts who need our services, as well as a surge in entrepreneurs who want to own cleaning businesses. It's the best of both worlds."

A Growing Industry Means That Entrepreneurs Want In On The Action

From the perspective of a JAN-PRO Regional Developer, the growth of the commercial cleaning industry helps with recruitment efforts. The bigger the opportunity, the more interest there will be from entrepreneurs who want to capitalize on the demand.

And the opportunity for commercial cleaning has never been bigger than it is right now.

"The commercial cleaning industry is one of the best-kept secrets in the services industry," says Brad Rush, "Businesses don't view our services as a nicety, they view it as essential. We're no longer cleaning for aesthetics, we're cleaning for health. The opportunities for our business are only going to be greater than what they've been historically, and historically, they've already been phenomenal. Our certified franchisees recognize this and experience this every day, and we're passionate about helping them grow."

HOW WILL YOU SUPPORT ME

JAN-PRO Systems International Provides Comprehensive Support To Help Regional Developers Grow Their Businesses

Becoming a JAN-PRO Regional Developer means that you'll never be alone in business.

JAN-PRO Systems International has a long track record of helping entrepreneurs succeed in business, and this means that we know exactly what it takes to help our Regional Developers grow businesses that are profitable over the long term.

How do we do it? We provide world-class education and ongoing support that covers every aspect of this business model that has over 30 years of experience and expertise.

"We provide one of the most robust education and ongoing support platforms in the entire industry," says Gary Bauer, Brand President of JAN-PRO Systems International. "This is a very franchisee-centric culture, and all of us are working together, day-in and day-out, to ensure that everyone in our organization is successful."

We Provide Comprehensive Marketing Support To Help You Recruit Certified Franchisees And Win Commercial Cleaning Business

One of the biggest advantages in becoming a Regional Developer with JAN-PRO is the fact that we provide cutting edge marketing support to help you recruit new Certified Franchisees and win commercial cleaning clients.

"We help our Regional Developers set the marketing strategies for their businesses," says Karen Forrest,

Vice President of Marketing, JAN-PRO Systems International. "There are two different audiences that we help the Regional Developer go after: the unit-level commercial cleaning certified franchisees, and the commercial cleaning client who needs their services – and we provide strategies for both. We train every Regional Developer on marketing solutions, and we host monthly marketing connect sessions to help them market effectively and stay on the cutting edge."

Field Support

Every JAN-PRO Regional Developer is assigned a field support consultant who exists to help you grow your business. Your field support consultant is always available to answer questions, helps you set goals, monitor those goals, troubleshoots problems, and ensures that you have all the resources you need to thrive.

"We provide support for everything from how to get started, how to award franchises, how to attract franchisees, how to master the sales process, how to provide education, and much, much more," Charlie Kerr, Senior Vice President of Operations at JAN-PRO Systems International. "The support that we provide is soup-to-nuts, and we provide support for everything they need to know to manage an executive business."

The LYNX Advantage

JAN-PRO is owned by LYNX Franchising, one of the leading franchisors in the nation, with several national brands and hundreds of locations open across the U.S. LYNX Franchising is passionate about entrepreneurship and is committed to an open culture of collaboration that puts the success of our Regional Developers first.

"We wake up every day to support our brands," says Russ Reynolds, CEO of LYNX Franchising. "We show up every day to support Gary Bauer, Brand President of JAN-PRO Systems International, and help deliver growth and sustained success. We're passionate about the integrity of relationships and quality of service – that's the IQ behind our brands. We're passionate about improving business economics, supporting our Regional Developers, and helping them grow their businesses."

NEXT STEPS

Ready To Become A Regional Developer With JAN-PRO?

Once we determine that you're financially qualified, have the leadership skills necessary to thrive as a Regional Developer, and share our values, we will start the discovery process in earnest. You will get a chance to speak with existing Regional Developers, as well as review our Franchise Disclosure Document, which includes comprehensive information about financial performance, investment costs, and more.

After completing your due diligence, you will come to a Discovery Day at our headquarters in Atlanta, Georgia. Here, you will meet members of the executive team, and we will answer any final questions you may have. At the end of the day, you will sign a franchise agreement, and congratulations! You're now a member of the JAN-PRO franchise family.

From here, we hit the ground running. We schedule your certification at our headquarters in Atlanta, and begin the process of helping you find the right location for your JAN-PRO Franchise Development office. We will be with you every step of the way from your grand opening and beyond.

We can't wait to learn more about you and how we can help you own a business that makes a tremendous difference in your community.

Proudly representing independently owned and operated JAN-PRO Cleaning & Disinfecting franchisees who provide all cleaning services.

JAN-PRO Cleaning & Disinfecting is a brand under JAN-PRO Systems International. The JAN-PRO System consists of three tiers. The first tier consists of JAN-PRO Cleaning & Disinfecting franchisees that perform cleaning and disinfecting services for their customers. The second tier consists of JAN-PRO Franchise Development sub-franchisors that sell JAN-PRO Cleaning & Disinfecting franchises and provide outsourced business support and coaching to its franchisees. JAN-PRO Systems International is the third tier. They develop systems and provide brand governance, leadership and guidance to help promote and develop the JAN-PRO Franchise Development and JAN-PRO Cleaning & Disinfecting brands respectively.

Note: None of the communications made through this webpage should be construed as an offer to sell any JAN-PRO Cleaning & Disinfecting / JAN-PRO Development franchises in, nor is any such communication directed to, the residents of any jurisdiction requiring registration of the franchise before it is offered or sold in that jurisdiction. No JAN-PRO Cleaning & Disinfecting / JAN-PRO Development franchises will be sold to any resident of such jurisdiction until the offering has been exempted from the requirements of, or duly registered in and declared effective by, such jurisdiction and any required Franchise Disclosure Document has been delivered to the prospective franchisee before the sale in compliance with applicable law. If you have any questions concerning the registration status of franchises in your jurisdiction, please contact our Franchise Development department.

We do not make any representations about a franchisor or franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting JAN-PRO Systems International Corporate Office, 2520 Northwinds Parkway, Suite 375, Alpharetta, GA, 30009, 866-355-1064, the Federal Trade Commission, and the appropriate state regulatory agencies.

