

THE STAFFING INDUSTRY IS BOOMING.

There has never been a better time to join Express Employment Professionals!

In North America, the staffing industry is on track to generate **\$150 billion annually!**

- Express franchisees have average annual sales per territory of \$6.46 million in the U.S. and \$4.1 million in Canada.*
- Express franchises employed more than 540,000 people in the last year.

CONSIDER THIS

- Express was named the #1 staffing and HR franchise for six consecutive years by *Entrepreneur* magazine.
- Express earned a 99% rating from franchisees on the quality of the Express franchise system.
- Express offers a professional work environment and a chance to make a difference in the community.

WHAT'S THE INVESTMENT?

Express offers two paths to ownership:

- **Traditional Model** – Requires an investment of \$135,000 to \$155,000 and an active role in new business development by the franchise owner.
- **Professional Market Model** – Requires an investment of \$180,000 to \$206,000 and applies to pre-designated territories with a high propensity for professional staffing.

The minimum net worth required for an Express franchise is \$250,000. Funding from a combination of cash in bank accounts, stocks, bonds, vested 401(k), IRA, home equity, or a line of credit is acceptable.



Express Employment Professionals Item 19 demonstrates an exceptionally strong ROI.

- The average new owner generates monthly revenue of \$134,016 by their 12th month of operation and \$226,286 by their 24th month.
- Mature offices average \$6.46 million in annual sales, with an annual gross margin over \$1 million.
- Express franchisees paid an effective royalty of just 8.6% in 2017.

*All figures are demonstrated within Item 19 in the Express Franchise Disclosure Document.



2011 – 2018



ExpressFranchising.com



THE EXPRESS BUSINESS MODEL

Express puts people to work and helps businesses succeed. Job seekers benefit from flexible work schedules and job placement services. Clients benefit by getting qualified candidates.

Express franchisees build relationships with owners and decision makers in small- to medium-size businesses (10-500 employees) offering a variety of staffing and HR solutions, consulting, and training. We offer franchisees protected territories based on demographic profiles, including the number of jobs within an area. There are numerous opportunities for profit through multiple service lines, including:

- Temporary and Flexible Staffing
- Evaluation and Direct Hire
- Contract and Full-Time Professional Staffing
- Human Resource Services

SUPERIOR SUPPORT SYSTEM

Training

- Our training received a 99% satisfaction rating by our franchisees in our 2017 FranSurvey by Franchise Research Institute.
- Initial two-week training at Express University and one week in a certified field training office is required. All costs covered by Express International Headquarters for new franchisees.
- Franchisees and their staff have ongoing learning opportunities through Express University, including online courses, development tracks, and training calls.
- Express hosts two live training events annually, our regional SALESummit and our International Leadership Conference.

Network of Support

Express offers layers of support and tools for a successful franchise system, including a field support team that visits each franchise location, a technical support line, and a toll-free assistance center, open weekdays from 7 a.m. to 7 p.m. CT. Our International Headquarters has a support staff of more than 300 professionals offering specialized advice, along with onsite support. And Express is constantly developing and updating our proprietary software, handbooks and manuals.

Sales & Marketing

- During the first 26 weeks of business, Express franchisees receive individual coaching to help reach business development benchmarks and get their business up and running. Our Success Track program incentivizes goals with awards to drive offices toward the Circle of Excellence—our highest annual sales award—and beyond.
- All collateral advertising and marketing materials are available at no charge. Promotional campaigns are available at volume discounts.
- Express provides monthly public relations resources and instructional assistance with social media.

Contact the Express Employment Professionals Franchising Team Today!

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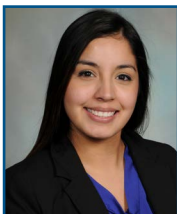
Brook Wise



Vinny Provenzano



Jessica Lopez



Julie Vazquez



Michelle Hamon



Davis Clemons



ExpressFranchising.com

See available territories at
ExpressFranchising.com/Territories