

# CHECKMARK<sup>TM</sup>

## COLLECTIONS

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FRANCHISE OPPORTUNITY

CC Franchise Group, LLC

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## WHO IS CHECKMARK COLLECTONS? WE'RE GETTING THINGS DONE

### THERE'S A REASON OUR FOUNDER HAS BECOME A RECOGNIZED LEADER IN THE COLLECTIONS INDUSTRY

Melissa Nash has spent her career leading the A/R and Debt Collections industries by building a business based on helping people. "The ultimate goal is helping another business stay in business," she said in an interview with the Boca Raton Observer.



A similar goal is set for collections agency franchise owners within her Checkmark Collections network. The difference now is, she is in a position that goes well beyond helping those franchisees stay in business. She is here to help them THRIVE.

Who knew that when Melissa learned to do bookkeeping by hand (with a pencil and ledger!) in the back room of a jewelry store, that years later she would be the go-to person for advice in the time of an economic recession? And today, she is in the Who's Who of the accounts receivables management and collections industry having been featured in *Inc.* article *11 Businesses You Can Start in Your Pajamas* and *Entrepreneur*, *The Do's and Don'ts of Getting Paid*.

Melissa has been driven since the beginning of her professional career, holding herself accountable to understand every process, every changing law, and sustaining best practices. She has been recognized by countless publications and associations in the industry, has held leadership positions at the state level, and is a published author of two books, [How to Get Paid On-Time](#) and [The Art of Getting Paid](#).



## CHECKMARK COLLECTIONS<sup>TM</sup>

Own a reputable  
Debt Collection Agency Franchise.

### AN INDUSTRY WITH CONTINUOUS DEMAND FOR QUALITY SERVICES. A SOLUTION-FOCUSED BUSINESS MODEL.

Checkmark Collections keeps business relationships intact between businesses and debtors, with a proprietary collections method that produces real results.

At Checkmark Collections, we collect the money our clients have worked hard to earn, in a way that treats their debtors with dignity and respect.

### WE CAN HELP YOU, AS YOU HELP YOUR CLIENTS

We want to help people go into business for themselves with a Checkmark Collections franchise of their own. An investment such as this calls for organized, driven individuals who are ready to make a difference in the debt collections space.

#### EXPANDING OUR BRAND

Our reputation speaks for itself.  
We are currently looking to  
expand our debt collection  
franchise network in the U.S.

#### SUPPORT YOU CAN COUNT ON

At Checkmark Collections, we  
have professionalized what was  
a fragmented industry, and now  
you can be a part of it.

#### AN INVESTMENT THAT WON'T BREAK THE BANK

Initial fee: \$25,000  
(discounts available)

If you are a problem solver who has always wanted to be in business for yourself, or you have a passion for debt collections and want to take your career to new levels, then we invite you to explore more. We have built the business model and provide the training and the technology you need to build a compelling business. It's an exciting time at Checkmark Collections and we invite you to join us.

# Top 10 Reasons Why CheckMark Collections is for you

We understand the decision to own a collection company is a big one.

We will be with you through every step of the process  
and as you thrive and grow in your business

Multi Industry  
Sub Categories

Model That  
Works

Low Initial  
Investment

Industry  
Disrupter

Market Place  
Demands

On Going  
Support

Expert  
Dedicated  
Leadership

Powerhouse  
of Industry  
Knowledge

Emerging  
Brand \$10B  
Industry

Recession  
Resistant

**This your chance to position yourself within an elite team of Checkmark Collections franchise owners, in an industry with growing need for professional services.**




### **EXPERT, DEDICATED LEADERSHIP**

Melissa Nash and her team of experts are committed to making sure their franchise network have the knowledge, methodology and tools to operate their businesses and fulfill their professional goals.

### **A MODEL THAT WORKS**

Joining the Checkmark Collections franchise family means you have instant access to established operating systems, communication methods, effective marketing programs for attracting clients, and more.



**Here are more reasons to join Checkmark Collections as a collections services franchise owner:**




### **FLEXIBLE SUB-CATEGORY INDUSTRY OPPORTUNITIES**

Do you have expertise in medical collections? Or student loan debt? If there is an industry you are enthusiastic about, we will encourage you to operate your business in areas of your strengths!

### **AN OPPORTUNITY TO LEAD CHANGE IN A DYNAMIC INDUSTRY**

The Checkmark Collections model was designed for driven entrepreneurs and business professionals to work through the collections process at an optimal level. No matter where you start, Checkmark Collections can give you the means to create a professional portfolio you will be proud of in the collections services franchise space.



# FAQ

## **What experience do I need to become a Checkmark Collections franchise owner?**

We don't expect our franchises to "be all things to all people," however, collection agencies must follow Federal regulations and must be licensed by the state government where they are officed. No previous collections experience is necessary; however an understanding of general business is expected. Further, any particular industry collections expertise will be welcome and encouraged (medical, financial aid, construction, etc.).

## **What is provided as part of the Checkmark Collections franchise program?**

Checkmark Collections' initial training is provided for up to two people (including the franchisee and an operations manager), beginning with five days of online pre-training, followed by five days of pre-opening in-person training at our corporate offices. In conjunction with commencing business operations, within 30 to 90 days of opening, representatives of Checkmark Collections will spend four days assisting you, as the franchise owner, and your staff on-site at your location. You will also have access to the Checkmark Collections proprietary Confidential Operations Manual for guidance on daily operations, accounting, marketing, and more.

## **How much will the Checkmark Collections franchise program cost me?**

The total investment necessary to begin operation of a Checkmark Collections business ranges from \$45,200 to \$128,850 (depending on whether it is a home-based start-up franchise or a conversion model). This includes \$25,000 that must be paid to the franchisor as a new Checkmark Collections franchised business or \$17,500 that must be paid to convert an existing collections business into a Checkmark Collections franchise. Initial fee reductions are available for qualified military veterans. As with any new venture, it's important to have adequate capital to fund the initial growth stages.

## **Is financing available?**

We do not provide direct financing to franchise owners, but we may refer to financing sources on a case by case basis.

## **Are there ongoing fees to pay?**

Yes. Collected fees allow us to fund our ongoing support services and the continued development of programs, marketing tools and systems upgrades. For a full list of fees and requirements, please refer to our Franchise Disclosure Document (FDD).

## **Are there any advertising fees?**

Checkmark Collections franchise owners are required to spend 4% of gross sales toward local marketing contribute up to 2% of sales toward the system marketing fund. Collected funds will be used to develop marketing strategies to promote the Checkmark Collections brand and cover the costs to develop local marketing materials and campaigns.

## **What is the term of the agreement?**

The initial term of your agreement is five years, with three subsequent successor agreement options of five years.

## **How do I get started?**

If you're interested in learning more about how to own a collection company with a Checkmark Collections franchise, contact us at (561) 678-2345 or [franchise@ccfranchisegroup.com](mailto:franchise@ccfranchisegroup.com). We'll discuss the possibility of setting up a meeting, speaking with our key management staff, and receiving our FDD (Franchise Disclosure Document) which contains all the important details you'll need to make an informed decision.





# CHECKMARK COLLECTIONS<sup>TM</sup>

#WeFetchMoney<sup>TM</sup>

## STEPS TO OWNING YOUR OWN CHECKMARK COLLECTIONS DEBT COLLECTION FRANCHISE

### Step 1



Complete the Confidential  
Information Request Form

### Step 2



Speak with Our Franchise  
Development Team

### Step 3



Meet with Our Founding  
Team & Review the FDD

### Step 4



Secure Financing, Sign the  
Franchise Agreement &  
Finalize Site Selection

### Step 5



Complete Your Training

### Step 6



Launch Your Business!



**CHECK**  **MARK**™  
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