

Franchise Business **REVIEW**

Ratings and Reviews of Today's Top Franchises

2023 Issue 1

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Franchise Business Review
155 Brewery Lane, Suite 201
Portsmouth, NH 03801

SPECIAL REPORT

TODAY'S TOP **200** FRANCHISES

A PLACE AT HOME
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Three Great Brands with Award-Winning Franchise Support



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www.FranchiseBusinessReview.com



ON OUR COVER:
British Swim School Franchise Owners Elsia
and Carlton Jones, Boston, Massachusetts.

LEADING THE NEXT GENERATION IN SENIOR CARE FRANCHISES



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Letter from the founder

ANNOUNCING FBR'S 2023 TOP 200 LIST

Start your due diligence with the best of the best

The idea of franchise ownership appeals to many, but only a fraction of those dreaming of owning their own franchise will take action and make that dream a reality. We're here to shine a spotlight on the brands that not only offer a strong opportunity for aspiring entrepreneurs but also rank highest in franchisee satisfaction. Our Top 200 List is a great place to conduct your due diligence!

Our independent franchisee satisfaction reviews measure the health of franchise systems based exclusively on feedback from thousands of franchise owners—the real franchise experts. We ask franchisees 33 benchmarking questions to gauge franchisee satisfaction, franchise culture, financial performance, and much more.

Not all brands willingly open their doors to an independent research firm like Franchise Business Review, but those who do can offer investors, like you, a wealth of information. The 200 franchises featured in this Top 200 Guide represent the best opportunities available today. These award-winning brands truly are the “Best of the Best.”

I often advise prospective franchise owners to focus on only the top franchise opportunities available. Dig into the data and learn about each brand's values, culture, business model, financial requirements, training and support, and more. Narrow your search down to one or two brands that best fit your own values, lifestyle, and goals, then speak with the franchisor and its franchisees directly.

We hope our Top 200 List empowers you to make an informed decision in selecting your ideal franchise.



Happy Franchising!

Eric Stites, Founder and CEO



FranchiseBusinessREVIEW™

Sharing the franchise experience

Franchise Business Review (FBR) is the leading franchise market research firm that performs independent surveys of franchisee satisfaction and franchise buyer experiences. Before you invest in any franchise opportunity, read our quarterly reports to get the facts from those who know best — franchisees.

Eric Stites, Founder & CEO

Michelle Rowan, President & COO

C.J. Fleck, Senior Web Developer

Ali Forman, B2B Marketing Director

Nicole Dudley, Director of Client Relations

Emily George, Senior Client Consultant

Courtney Stillings, Director of Client Development

Stacy Richards, Marketing Director

Lisa King, Web Designer

Yahina Santana, Client Services & Sales Coordinator

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Franchise Business Review, 155 Brewery Lane, Suite 201, Portsmouth, NH 03801 USA | 603.433.2270 | info@FranchiseBusinessReview.com.



Franchise owners Cari Coster Cheetwood & Derk Cheetwood (New Again Houses® Hendersonville) and Ryan Decker & Jessica Douglass Decker (New Again Houses® Murfreesboro).

FRANCHISEE SATISFACTION A KEY CONSIDERATION AMONG POTENTIAL FRANCHISE BUYERS

Because franchise owners are the true experts.

People enter franchising from all walks of life and various professional backgrounds. Some utilize their existing skillset and buy a franchise within the same industry, while others seek a complete career change. As different as each individual may be, those who pursue franchise ownership share some commonalities. They see value in buying into an established franchise rather than going it alone as an independent business owner, and they consider franchisee

satisfaction to be an important benchmark when comparing franchise opportunities.

These aspiring franchise buyers know they can ramp up their business faster and more effectively by leveraging a recognized franchise brand with an existing following. They welcome the training, support, and well-structured business model the franchisor provides. Many franchise owners say they are inspired by the camaraderie, support, and encouragement they receive, not only from

the home office but also from their network of fellow franchisees.

If you want to know what it's like to own and operate a franchise, ask a franchise owner. Franchisee feedback is the best indicator of whether franchise owners are happy with their choice to own their franchise or if they'd recommend the franchise to potential buyers.

"We contacted new franchisees and those who had been open for many years with multiple territories. The franchisees we spoke

“

We contacted new franchisees and those who had been open for many years with multiple territories. The franchisees we spoke with were very helpful and candid in explaining the challenges and the opportunities in this industry.”

— Rebecca Rauch, Caring Senior Service Franchisee

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Franchisee satisfaction is an excellent indicator of a brand’s financial strength, culture, long-term resiliency, and the likelihood of whether a franchise owner will be happy with their decision to buy. Why? Because, in the simplest of terms, when the franchisees are happy, everybody’s happy!

Franchise owners are the ones with their ‘boots on the ground’ and their hands in the weeds of the day-to-day operations. They’ve hired staff and served clients. They’ve faced and overcome challenges. They are the true authorities on what it’s like to run the business.

WHAT IS FSI, AND WHY DOES IT MATTER?

Every year, Franchise Business Review surveys thousands of franchisees from hundreds of leading franchise brands to gauge franchisee satisfaction and franchise performance. The 33-question survey gathers feedback on training and support, executive leadership, systems and operations, financial opportunity, core values, the franchisee community, and overall satisfaction. From this data, a Franchisee Satisfaction Index (FSI) score is determined.

FSI is the industry standard by which the health of any franchise company can be measured and tracked over time. Established by Franchise Business Review in 2007, FSI is a collective assessment of the critical areas of



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Entrepreneur FRANCHISE 500 2023
TOP FRANCHISES SATISFACTION AWARD REVIEW
MOST PROFITABLE FRANCHISES SATISFACTION AWARD REVIEW 2022
TOP FRANCHISES FOR VETERANS SATISFACTION AWARD REVIEW
MOST INNOVATIVE FRANCHISES AWARD WINNER REVIEW 2022

4.8/5
★★★★★
Google Review

spherion.com/franchise

*This data is based on 56 franchisees that were open and operating for at least one full year as of 12/31/21. 14 of the 56 franchisees (25%) surpassed the average annual sales stated above. 24 of the 56 franchisees (42.9%) surpassed the average annual gross profit. Your individual results may differ. There is no assurance that other franchisees will earn as much. Please review Item 19 of our FDD for more information.

Bahama BUCK'S
Original Shaved Ice Company

TOP FOOD FRANCHISES
AWARD WINNER
2022 Franchise Business REVIEW

FLAVOR YOUR FUTURE
AUV \$530,200 | EBITDA 20.55% |
AUV Increase of 32.35% Last 3 Years

franchisee satisfaction and engagement. The FSI score of a franchise is a powerful tool for evaluating franchise systems, tracking operational performance, and predicting future success.

Our annual recognition of the Top 200 Franchises (FBR 200) highlights the best franchise opportunities based on high franchisee satisfaction ratings. There are thousands of franchise opportunities available to business owners today. Although most companies claim to be the “best franchise,” our research delivers the most comprehensive list of today’s top franchise opportunities based on actual reviews from over 30,000 franchise owners across more than 300 of today’s leading franchise companies. Our Top 200 List is the best place to conduct your due diligence because the brands on this list rank highest in franchisee satisfaction.

Franchises with high franchisee satisfaction ratings typically have equally positive data in the areas of culture, finance, operations, growth, and business resiliency. Likewise, brands with poor franchisee satisfaction ratings, or those that do not measure or share franchisee satisfaction data, may pose a higher risk. Considering a brand’s franchisee satisfaction data should be part of every candidate’s due diligence.

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AWESOME SINCE 1985 **ROBUST SUPPORT** **SATISFIED FRANCHISEES** **FLEXIBLE BUILDOUT** **FRESH FOOD**

WHY FRANCHISEE SATISFACTION REIGNS SUPREME

The great news for those interested in owning a franchise is that there’s never been a better time to take the leap into franchising. According to our data, the franchising industry remains strong, and so does franchisee satisfaction.

- 87% of franchise owners “Enjoy being part of their franchise organizations”
- 83% “Respect their franchisor”
- 79% “Would Recommend their franchise to others”

For those looking to make your wealth-earning dreams come true, the average annual pre-tax income for franchise owners on our Top 200 List is an impressive \$118,792.* Of course, like any new business, it takes time for franchise owners to ramp up their business and become profitable. This means if you have the drive and the financial means to

get through the startup phase and follow the playbook, you have a strong chance at earning a six-figure salary.

If you're exploring franchise ownership, the FBR Top 200 List is a great place to start. It features the highest-ranking brands for franchisee satisfaction (and weeds out the rest). Start your due diligence here!

To read this article online, follow the QR Code. ■



**Average annual pre-tax income figures are for franchisees beyond the "startup period" who have been operating their business for two or more years. Income figures do not include any equity value of the business or other assets such as real estate, inventory, or equipment.*

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FRANCHISEE SATISFACTION MATTERS

With thousands of different franchises available today, it's hard to know which are potentially good investments, and which should be avoided. There are many factors to consider when investing in a franchise, but one of the most important is the satisfaction of current franchise owners.

Each year, we survey thousands of franchise owners to find the companies that are truly the best of the best. We ask the questions everyone wants to know:

- **Do you enjoy operating the business?**
- **Are you getting the training and support you need?**
- **Are you making the money you expected?**
- **And most important... Would you recommend this franchise to others?**

HOW WE SELECT THE TOP FRANCHISES

STEP 1: Invite

We invite all franchise companies based in North America with 10 or more franchise owners to participate in our research at no cost.

STEP 2: Survey

We contact all franchisees in the franchise companies that choose to participate and invite them to answer a 33-question satisfaction survey covering eight key areas, including: financial opportunity, training & support, leadership, and core values.

STEP 3: Analyze

We analyze the responses from the franchisees and use a weighted scale to determine an overall Franchisee Satisfaction Index (FSI) score that ranges from 0-100. Other factors considered in the weighting are the percentage of franchisees that participate in the survey, the age of the survey and the size of the franchise system.

STEP 4: Score

The FSI score is used to benchmark each company's franchisee satisfaction level against over 1,100 franchise brands representing tens of thousands of franchisees and determine their ranking among other participating companies.

STEP 5: Award

We identify the brands that exceed the benchmark and recognize them with a Top Franchise award.





Beau Green

Right at Home

Birmingham, AL; Huntsville, AL; Montgomery, AL; Tuscaloosa, AL;
Nashville, TN; Franklin, TN
Franchise owner since 2011 | 16 Employees

Beau Green is a Right at Home multi-unit franchise owner and former athlete who leverages his coaching skills in developing teams to establish and grow each of his six franchise locations.

"I love creating a team and strategically working together toward collective goals. Forming teams is about selecting the right people for the right roles. The franchisor is the head coach who helps direct franchisees. And the franchisees learn from one another and grow the brand together. As a franchise owner, I like having the ability to set my own goals and determine the right people for the right roles—starting with leadership, then completing the team to ensure that all roles are successfully covered," said Green.

Professionally, Green worked in account management, sales, and small business ownership before purchasing his first Right at Home franchise. "I didn't have any personal experience in caregiving or health care, but I saw family members care for loved ones, and I've always been drawn to healthcare and technology. Right at Home is an excellent blend of those two things."

"Our own family businesses, which employed many people, helped rid me of the fears that could hinder a prospective business owner. Our family and friends could not have been more supportive of my decision to open a non-medical home care franchise. At the age of 30, it felt like the right time for me to put all my energies toward building a business, and a team, to get things rolling."

When exploring franchise ownership, there were several things that Green looked for. "Engagement was important to me and I could interpret a franchisor's level of engagement through our dialogue. Responsiveness also played an important role. As young as I was, I wanted to engage with companies that would take me seriously.

Right at Home was not dismissive when they learned my age. The representative I spoke with initially seemed to want me. They wanted to understand what was important to me and spoke with me about territory availability and expansion opportunities around my target area."

Knowing that healthcare was where he wanted to land, Green considered several different home care franchise systems. "I wanted to choose the right organization to align with in my target areas. I made a point to speak with Right at Home franchisees during my research and that further confirmed that my values are aligned with theirs. We have the same goals in mind."

Green conducted his research through several different avenues but primarily online. "I had many conversations with professionals in the field, especially with people in healthcare, and then I spoke with what would be considered the target consumer—those already receiving services. I also looked at information regarding franchisee satisfaction ratings. Today, participating in franchisee satisfaction surveys is very important. I am intimately familiar with how corporate discusses and adjusts certain business functions based on results from those vitally important surveys."

Although Green found owning and operating his own business to be initially daunting, he said he received great coaching from Right at Home. "I was able to take on early challenges and appropriately navigate the obstacles. Building trust, getting the first referrals, showing passion without desperation, and getting to know industry professionals proved to be both challenging and rewarding at the same time."

Green says that Right at Home corporate does a great job of knowing which owners

accomplish certain facets of the business best. "They encourage us to share our knowledge, experiences, and insights. To support one another. Knowing I can pick up the telephone and call an owner and pick their brain on a certain topic or function of the business really helps. It's a compliment to them from the corporate office. They are more likely to spend time helping as a result of that approach. The by-product is franchisee-to-franchisee coaching, and that relatable connection is invaluable."

Green says that regularly scheduled coaching calls are important, and engagement in Business Performance Small Groups, Town Halls, and Franchisees serving on the Strategic Leadership Council, all reflect the company's culture of franchisees supporting one another.

"In each market, we are a part of several local and specific healthcare and disease organizations, plus business organizations such as the Chamber of Commerce. Community involvement is critical, involvement in health fairs and various education channels that we provide at no cost to medical professionals such as nurses, and social workers—our continuing education platform plays an important role."

Scan the QR code to read the full article.



To learn more about the Right at Home franchise opportunity:

- Call: 866.350.9770
- Email: franchising@rightathome.net
- Visit: www.rightathomefranchise.com





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"Would I do it over? Probably three more times."

- Michael Seiler, Master Franchisor, New Orleans

Average Annual Sales: 2.6 million*

*Average of all territories after 4 years










\$78.3 Billion Dollar Industry*

*IBIS December 2021 U.S. Janitorial Services Report



Find out more at stratusclean.com

Best of the Best: TOP 200 FRANCHISES

		Survey Date	Cash Requirement	Initial Investment	Total Units
ADVERTISING & SALES					
The N2 Company Targeted marketing solutions	★	Jan. 2022	N/A	\$975 – \$9,800	800
* Our Town America Advertising services		Sep. 2022	\$70,000	\$63,300 – \$86,250	50
TAPinto.net Advertising services		May 2022	N/A	\$7,475 – \$11,025	95
Town Money Saver Advertising services		Sep. 2021	\$15,000 – \$22,500	\$15,700 – \$27,000	42
Discovery Map International Maps and travel guides		Sep. 2022	\$50,000	\$35,250 – \$44,950	124
AUTOMOTIVE					
* Christian Brothers Automotive Automotive repair	★ 	Oct. 2022	\$85,000	\$520,250 – \$640,400	253
Auto Appraisal Network Automotive appraisal services		Oct. 2022	\$3,000	\$16,700 – \$44,275	29
* Snap-on Tools Professional tools and franchise		Aug. 2022	\$38,126	\$175,146 – \$411,941	4,743
Tint World Automotive services		March 2022	\$120,000	\$259,950 – \$399,950	119
Ziebart Automotive services		Aug. 2022	\$150,000	\$400,000 – \$566,000	363
Moran Family of Brands Automotive services		Aug. 2022	\$70,000	\$233,364 – \$301,767	122
RNR Tire Express Custom wheel and tires		April 2022	\$500,000+	\$593,100 – \$1,300,000	166
BUSINESS SERVICES					
* FASTSIGNS Visual business communications	★ 	Sep. 2022	\$80,000	\$233,555 – \$307,308	764
Express Employment Professionals Staffing solutions		July 2022	\$40,000	\$150,000 – \$250,000	900
We Sell Restaurants Restaurant sales services		Aug. 2022	\$50,000	\$70,625 – \$105,400	35
* Spherion Staffing and recruiting		July 2022	\$150,000	\$153,025 – \$347,475	165
* ActionCOACH Business coaching		Jan. 2022	\$75,000 – \$150,000	\$52,000 – \$150,000	1,332
* Sandler Training Business consulting and coaching		Sep. 2021	\$100,000	\$101,825 – \$147,100	231
Crestcom Leadership training program		Dec. 2021	\$86,500	\$86,500 – \$99,819	176
Network in Action Professional networking		Aug. 2021	\$10,000	\$25,000 – \$26,000	118
Unishippers Business shipping		Feb. 2022	\$40,000	\$50,065 – \$233,300	376
* Supporting Strategies Bookkeeping services		June 2022	\$100,000	\$76,570 – \$103,190	107
NEXTAFF Staffing solutions		Oct. 2022	\$150,000	\$126,850 – \$191,525	31

"ActionCOACH has a fantastic training program with dynamite instructors! Training is very intense and thorough."

– ActionCOACH Franchisee

*This brand's Franchisee Satisfaction Report is available at www.FranchiseBusinessReview.com

★ Best in Category

 10-Year Hall of Fame Member
Featured on our Best of the Best List for 10 or more years.

Best of the Best: TOP 200 FRANCHISES

“The support I receive from the home office is great—they respond quickly and efficiently to inquiries on everything from account billing to compliance.”

— 360clean Franchisee

*This brand's Franchisee Satisfaction Report is available at www.FranchiseBusinessReview.com

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		Survey Date	Cash Requirement	Initial Investment	Total Units
BUSINESS SERVICES (CONTINUED)					
YESCO		March 2022	\$60,000	\$64,300 – \$350,000	102
Visual business communications					
The Entrepreneur's Source		March 2022	\$100,000	\$117,600 – \$125,900	163
Career ownership coaching					
Alphagraphics		Aug. 2022	\$100,000	\$264,000 – \$363,000	296
Advertising and marketing services					
FranNet		Aug. 2021	25,000	\$28,754 – \$42,754	47
Franchise business services					
AtWork Group		March 2022	\$161,000	\$159,000 – \$236,000	101
Recruiting services					
* InXpress		May 2022	\$65,000	\$79,600 – \$169,990	459
Business shipping					
CHILD SERVICES					
* Spoiled Rotten Photography		Aug. 2022	\$35,000	\$33,500 – \$48,300	17
Child portrait services					
Singers Company		Oct. 2022	\$23,700	\$4,710 – \$29,380	70
Children's music services					
* Soccer Shots		June 2022	\$20,000	\$43,000 – \$55,300	275
Youth sports					
* Skyhawks Sports Academy		March 2022	\$75,000	\$30,800 – \$89,750	234
Youth sports academy					
Amazing Athletes		April 2022	\$30,000	\$33,100 – \$64,950	151
Early childhood development					
Young Rembrandts		Nov. 2022	\$40,000	\$44,905 – \$52,055	67
Children's art classes					
TGA Premier Sports		April 2022	\$50,000	\$30,000 – \$80,000	62
Youth sports					
CLEANING & MAINTENANCE					
Anago Cleaning Systems	 	June 2022	\$219,000 – \$399,000	\$219,000 – \$339,000	1,719
Commercial cleaning services					
Aire-Master of America		April 2022	\$50,000	\$54,984 – \$160,900	121
Commercial hygiene service					
* 360clean		Sep. 2022	\$20,000	\$20,800 – \$29,000	75
Commercial cleaning services					
* PuroClean		Oct. 2022	\$55,000	\$88,755 – \$231,655	351
Property repair services					
* Image One		Nov. 2022	\$50,000	\$42,775 – \$216,674	18
Commercial cleaning services					
Molly Maid		Oct. 2022	\$65,000	\$110,200 – \$160,200	504
Cleaning services					
Office Pride		Sep. 2022	N/A	\$70,900 – \$117,700	145
Commercial cleaning services					
Green Home Solutions		Jan. 2022	\$120,000	\$84,095 – \$163,570	215
Mold remediation					
* The Maids		May 2022	\$50,000	\$64,100 – \$154,300	1,397
Cleaning & maid services					
Stratus Building Solutions		Oct. 2022	\$100,000+	\$108,600 – \$710,000	51
Commercial cleaning services					

		Survey Date	Cash Requirement	Initial Investment	Total Units
EDUCATION					
* The Learning Experience Early childhood education	★	March 2022	\$150,000	\$544,419 – \$3,586,419	306
The Coder School Coding teaching services		Oct. 2022	\$100,000	\$77,700 – \$163,950	63
The Goddard School Early childhood education	🏆	Oct. 2022	\$250,000	\$698,300 – \$873,800	600
* Mathnasium Math learning center	🏆	April 2022	\$112,000	\$112,860 – \$149,155	1,122
Creative World School Early childhood education		Oct. 2022	\$400,000	\$2,445,300 – \$5,206,000	30
School of Rock Music school		Nov. 2022	\$125,000	\$395,800 – \$537,400	306
Huntington Learning Center Tutoring services		Oct. 2022	\$65,000	\$147,010 – \$266,111	290
FINANCIAL & TAX					
* Payroll Vault Payroll services	★	Aug. 2022	\$100,000	\$38,875 – \$63,385	66
We Insure Insurance services		Dec. 2022	\$30,000 – \$75,000	\$27,500 – \$97,250	228
Estrella Insurance Financial services		Sep. 2022	\$20,000 – \$50,000	\$49,950 – \$84,000	130
* ATAX Tax preparation, business services		May 2022	\$27,500	\$53,350 – \$76,699	62
FITNESS					
Planet Fitness Fitness club	★	Feb. 2022	\$1,500,000	\$968,100 – \$4,113,000	2,059
Orangetheory Fitness Fitness club		Oct. 2022	\$150,000	\$657,542 – \$2,105,322	1,496
30-Minute Hit Boxing and kickboxing circuit		Oct. 2021	\$45,000	\$122,000 – \$323,000	97
FOOD					
* Kona Ice Shaved ice frozen treats	★	July 2022	\$20,000	\$127,750 – \$151,550	1,395
Culver's Quick-service food franchise	🏆	Aug. 2022	\$500,000- \$750,000	\$2,398,000 – \$5,432,000	837
Wetzel's Pretzels Quick-service restaurant		Sep. 2022	\$100,000	\$153,100 – \$523,850	350
Pizza Ranch Fast-casual restaurant		Aug. 2021	\$400,000	\$1,135,500 – \$3,947,500	216
Nothing Bundt Cakes Snacks retailer	🏆	June 2022	\$150,000	\$440,800 – \$636,500	421
Penn Station East Coast Subs Quick-service restaurant	🏆	Oct. 2022	\$300,000	\$365,361 – \$696,630	315
Tropical Smoothie Cafe Fast-casual restaurant	🏆	Oct. 2022	\$125,000	\$277,000 – \$584,000	1,040
The Wendy's Company Quick-service restaurant		July 2022	\$500,000	\$330,000 – \$3,700,000	7,016

“Senior management is wonderful! Most of them are running their own franchises, so they know the challenges and how to achieve success. I trust them completely!”

– Kona Ice Multi-Unit Franchisee

Best of the Best: TOP 200 FRANCHISES

"I am very impressed with the entire leadership team's core values and the franchise's brand culture. I'm proud to be a part of Bahama Buck's."

— Bahama Buck's Franchisee

*This brand's Franchisee Satisfaction Report is available at www.FranchiseBusinessReview.com

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 10-Year Hall of Fame Member
Featured on our Best of the Best List for 10 or more years.

	Survey Date	Cash Requirement	Initial Investment	Total Units
FOOD (CONTINUED)				
A&W Restaurants Fast-casual restaurant	Sep. 2022	\$150,000	\$276,000 – \$1,454,750	925
* Pizza Factory Fast-casual restaurant	Jan. 2022	\$90,000	\$274,000 – \$542,000	102
JFE Franchising Full-service sushi restaurant	July 2022	N/A	\$20,749 – \$331,732	879
TGI Fridays Fast-casual restaurant	Jan. 2022	\$500,000 – \$1,000,000	\$605,000 – \$855,000	18
* Bahama Buck's Ice cream and frozen treats	April 2022	\$100,000	\$445,000 – \$1,180,000	118
Wingstop Quick-service food franchise	Nov. 2022	\$600,000	\$347,600 – \$759,100	1,885
LaRosa's Pizzeria Fast-casual restaurant	Oct. 2022	\$500,000	\$800,000 – \$1,000,000	66
BIGGBY COFFEE Coffee and beverages	Sep. 2022	N/A	\$276,000 – \$439,000	300
Ellianos Coffee Company Italian-quality coffee	Feb. 2022	\$150,000 – \$250,000	\$397,500 – \$690,000	25
* Checkers & Rally's Quick-service restaurant	Aug. 2022	\$250,000	\$790,797 – \$2,368,316	834
* The Haagen-Dazs Shoppe Company Ice cream and frozen treats	July 2021	\$80,000	\$214,518 – \$542,768	817
Slim Chickens Fast-casual restaurant	July 2021	\$500,000 – \$1,000,000	\$1,307,000 – \$4,052,000	153
Zaxby's Fast-casual restaurant	Sep. 2022	\$500,000	\$501,700 – \$950,200	1,057
Ben & Jerry's Ice cream and frozen treats	Nov. 2021	\$100,000	\$152,200 – \$546,800	573
Aroma Joe's Coffee and beverages	May 2022	\$150,000	\$296,000 – \$1,046,500	93
Acai Express Organic bowls and smoothies	Oct. 2022	\$75,000	\$158,400 – \$429,000	53
* Chicken Salad Chick Fast-casual restaurant	April 2022	\$250,000	\$742,300 – \$980,300	205
Wayback Burgers Fast-casual restaurant	Oct. 2022	\$200,000	\$209,000 – \$633,000	157
Wings Etc. Fast-casual restaurant	Oct. 2022	\$200,000	\$358,343 – \$2,783,763	79
Kolache Factory Fast-casual restaurant	March 2022	150,000	\$455,000 – \$776,900	90
Walk-On's Sports Bistreaux Full-service restaurant	Oct. 2021	\$500,000	\$1,184,000 – \$4,430,700	66
The Human Bean Coffee and espresso	Aug. 2022	200,000	\$386,350 – \$908,770	150
* East Coast Wings + Grill Fast-casual restaurant	April 2022	\$200,000	\$434,268 – \$982,275	35
Teriyaki Madness Fast-casual restaurant	July 2022	\$150,000 – \$200,000	\$346,400 – \$768,760	132
Donatos Pizza Quick-service restaurant	Sep. 2022	\$200,000	\$386,500 – \$698,900	168

		Survey Date	Cash Requirement	Initial Investment	Total Units
HEALTH & PERSONAL SERVICES					
100% Chiropractic Full service wellness clinic	★	April 2022	\$100,000	\$281,124 – \$461,370	104
Fastest Labs Drug, alcohol, DNA testing		Feb. 2022	\$75,000	\$91,150 – \$122,700	69
FYZICAL Therapy & Balance Centers Physical therapy centers		Nov. 2021	120,000	\$180,750 – \$473,000	517
Palm Beach Tan Beauty services		Sep. 2022	\$250,000	\$624,438 – \$926,790	547
* The Joint Chiropractic services		Jan. 2022	\$100,000	\$203,397 – \$378,697	585
* Any Lab Test Now Lab testing services		July 2022	\$90,000	\$133,900 – \$227,900	212
Stretch Zone Professional stretching		Oct. 2022	\$55,475 – \$61,000	\$109,000 – \$307,000	190
QC Kinetix Health and personal services		Sep. 2021	\$200,000	\$159,030 – \$300,230	120
Sola Salon Studios Salon suites		Nov. 2022	\$500,000	\$545,476 – \$1,737,517	668
Hammer & Nails Men's grooming services		June 2022	\$100,000	\$383,950 – \$547,200	32
Blo Blow Dry Bar Blow-out salon		Feb. 2022	\$75,000	\$229,500 – \$347,700	110
HOME SERVICES					
Premier Pools & Spas Pool building services	★	Aug. 2021	\$10,000	\$48,000 – \$107,500	118
* DreamMaker Bath & Kitchen Home remodeling services		June 2022	\$200,000	\$209,775 – \$369,650	42
CertaPro Painters Painting services		April 2022	\$80,000	\$90,750 – \$188,900	367
Surface Specialists Systems Home remodeling services		March 2022	\$25,000	\$43,000 – \$56,000	45
Mr. Handyman Home repair services		Oct. 2022	\$50,000	\$117,500 – \$154,100	312
Miracle Method Surface Refinishing Bathroom and kitchen remodeling		Dec. 2022	\$85,000 – \$90,000	\$84,500 – \$180,000	172
Dryer Vent Squad Home services		Oct. 2021	\$35,000	\$47,000 – \$68,500	62
The Brothers that just do Gutters Gutter installation, repair, cleaning		April 2022	\$75,000	\$116,000 – \$148,000	78
* Kitchen Solvers Home remodeling services		Sep. 2022	\$30,000	\$99,472 – \$132,622	56
ACE Handyman Services Home improvement services		Oct. 2022	\$75,000 – \$150,000	\$112,577 – \$159,097	320
Gotcha Covered Home window services		Aug. 2021	\$10,000 – \$15,000	\$87,560 – \$116,055	150
Granite Garage Floors Home services		Oct. 2022	\$50,000	\$123,038 – \$231,738	16
WOW 1 DAY PAINTING Painting services		May 2022	\$50,000	\$63,500 – \$134,200	67

“What a great franchise to own! Excellent company with great training and support. I’m a happy franchise owner!”

– Any Lab Test Now Franchisee

Best of the Best: TOP 200 FRANCHISES

“The company shows they care about our success by long term engagement with continuous monthly individual calls & monthly franchise team calls.”

– New Again Houses Franchisee

	Survey Date	Cash Requirement	Initial Investment	Total Units
HOME SERVICES (CONTINUED)				
USA Insulation Insulation and weatherization	Oct. 2022	\$50,000	\$170,500 – \$346,000	48
Mr. Appliance Appliance repair	Oct. 2022	\$85,000	\$78,925 – \$157,640	347
Mr. Electric Electrical services	Oct. 2022	\$50,000	\$107,900 – \$244,500	202
Premier Pool Service Pool service and repair	Aug. 2021	\$10,000	\$26,822 – \$98,972	31
Mr. Rooter Plumbing Plumbing Services	Oct. 2022	\$50,000	\$79,975 – \$187,140	215
Storm Guard Roofing and construction services	April 2022	\$50,000	\$185,400 – \$221,600	39
Go Mini's Portable storage	Feb. 2022	\$100,000	\$208,441 – \$396,645	87
PET SERVICES				
Dogtopia Dog daycare and boarding	March 2022	\$300,000	\$543,193 – \$1,489,801	176
Pet Supplies Plus Pet retailer	Oct. 2022	\$200,000	\$439,870 – \$1,317,725	634
Hounds Town USA Pet services	Dec. 2021	\$200,000	\$358,900 – \$770,000	31
K9 Resorts Luxury Pet Hotel Pet services	Oct. 2022	\$350,000	\$998,748 – \$1,891,990	15
Scenthound Pet services	Oct. 2022	\$75,000	\$205,500 – \$377,500	36
REAL ESTATE				
NextHome Real estate franchise	Sep. 2022	\$4,500 – \$8,750	\$16,250 – \$220,345	584
Keller Williams Real estate franchise	Jan. 2022	\$150,000	\$183,230 – \$336,980	1,111
Realty ONE Group Real estate franchise	March 2022	\$15,000 – \$22,000	\$44,000 – \$223,000	318
* New Again Houses Real estate franchise	Sep. 2022	\$35,000	\$94,000 – \$180,000	33
Weichert Real Estate Affiliates Real estate franchise	Sep. 2022	\$25,000	\$62,500 – \$326,200	489
Sotheby's International Realty Real estate franchise	Jan. 2022	\$63,650 – \$206,000	\$194,650 – \$627,000	801
Better Homes and Gardens Real Estate Real estate franchise	Jan. 2022	\$50,000 – \$100,000	\$113,920 – \$455,000	379
Engel & Völkers Americas Real estate franchise	April 2022	\$35,690	\$91,690 – \$423,592	275
Coldwell Banker Real estate franchise	Jan. 2022	\$27,470	\$52,470 – \$493,550	4,261
United Country Real Estate Real estate franchise	Oct. 2022	\$15,000 – \$20,000	\$10,875 – \$50,380	474
Century 21 Real Estate Real estate franchise	Jan. 2022	\$75,000	\$24,700 – \$456,750	2,500

*This brand's Franchisee Satisfaction Report is available at www.FranchiseBusinessReview.com

 Best in Category

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Featured on our Best of the Best List for 10 or more years.

		Survey Date	Cash Requirement	Initial Investment	Total Units
REAL ESTATE (CONTINUED)					
HomeSmart Real estate franchise		Sep. 2021	\$20,000	\$65,000 – \$205,000	102
JPAR Real Estate Real estate franchise		April 2022	N/A	\$36,690 – \$237,900	70
* HomeVestors of America Realty and renovation		July 2022	\$80,000	\$80,000 – \$456,250	1,100
ERA Real estate franchise		Jan. 2022	\$48,000 – \$221,900	\$4,800 – \$221,900	2,370
Real Property Management Residential property management		Oct. 2022	\$150,000	\$99,392 - \$146,542	370
Epcn Communities Maintenance-free home building		Nov. 2021	\$500,000 +	\$3,107,700 – \$4,559,200	113
PropertyGuys.com Real estate franchise		Feb. 2022	\$50,000	\$30,000 – \$70,000	110
RECREATION					
American Poolplayers Association Billiards league		Sep. 2021	\$22,936	\$22,936 – \$29,411	338
Freedom Boat Club Members only boat club		Oct. 2022	\$50,000	\$181,000 – \$487,500	346
Kampgrounds of America/KOA Camping services		Aug. 2022	\$500,000 – \$3,000,000	\$30,250 – \$9,172,925	530
British Swim School Swim school services		Feb. 2022	\$75,000	\$93,700 – \$125,850	172
Goldfish Swim School Swim school services		June 2022	\$600,000	\$1,355,283 – \$3,266,858	122
Aqua-Tots Swim school services		Sep. 2021	\$200,000	\$502,095 – \$1,150,237	139
* Yogi Bear's Jellystone Park Camping services		June 2022	\$250,000	\$63,000 – \$10,000,000	75
Streamline Brands Swim school services		May 2022	\$50,000 – \$600,000	\$50,000 – \$2,000,000	182
RETAIL					
Rhea Lana's Children's consignment		Jan. 2022	\$15,000	\$20,550 – \$39,950	106
* Pinch A Penny Pool supplies retailer		Oct. 2022	\$150,000	\$325,000 – \$425,000	268
* Wild Birds Unlimited Nature retailer		Oct. 2022	\$40,000 – \$50,000	\$197,919 – \$325,763	356
Good Feet Worldwide Arch support experts		April 2022	\$50,000	\$117,000 – \$348,000	179
Learning Express Children's products retailer		Feb. 2022	\$125,000	\$189,874 – \$364,150	107
Verlo Mattress Mattress retailer		Oct. 2022	\$150,000	\$214,883 – \$408,183	36
Your CBD Store Health and personal services		Aug. 2021	\$50,000 – \$100,000	\$66,350 – \$82,450	303
Just Between Friends Children's consignment		Oct. 2022	\$43,178	\$38,588 – \$54,889	164

“The marketing, merchandise, and operational teams are outstanding people to work with! I have nothing but positive things to say about this franchise.”

– Yogi Bear™ Jellystone Park™
Camp Resorts Franchisee

Best of the Best: TOP 200 FRANCHISES




"I have never worked with a more cohesive and supportive group of people! I have yet to approach a fellow franchisee who is not willing to talk or share ideas. Everyone is fantastic to work with at—all levels of the company."







— Senior Care Authority Franchisee

*This brand's Franchisee Satisfaction Report is available at www.FranchiseBusinessReview.com

 Best in Category

 10-Year Hall of Fame Member
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		Survey Date	Cash Requirement	Initial Investment	Total Units
SENIOR CARE					
* Visiting Angels Senior care services	 	Oct. 2022	\$59,950	\$123,660 – \$154,425	718
* A Place At Home Senior care services		Feb. 2022	\$50,000	\$84,185 – \$148,517	24
SYNERGY HomeCare Senior care services		May 2022	\$50,000	\$44,286 – \$170,912	417
Right at Home Senior care services		April 2022	\$150,000	\$82,000 – \$150,800	691
Oasis Senior Advisors Senior care services		Nov. 2022	\$40,000	\$64,890 – \$99,090	111
Assisting Hands Senior care services		July 2021	\$100,000	\$87,700 – \$159,650	185
* Senior Care Authority Assisted living placement services		Nov. 2021	\$50,000	\$71,095 – \$90,395	75
* CarePatrol Assisted living placement services		Sep. 2022	\$50,000	\$77,970 – \$99,870	150
Griswold Home Care Senior care services		March 2022	\$75,000	\$95,850 – \$174,100	172
* HomeWell Care Services Senior care services		Feb. 2022	\$150,000	\$96,000 – \$224,800	104
* Caring Senior Service Senior care services		June 2022	\$150,000	\$110,000 – \$170,000	57
SERVICES					
* TWO MEN AND A TRUCK Moving services	 	March 2022	\$80,000 – \$150,000	\$105,000 – \$435,600	407
* Fibrenew Leather and vinyl repair services		Sep. 2022	\$25,000	\$87,000 – \$99,000	292
Weed Man Lawn care services		Oct. 2022	\$60,000	\$69,490 – \$86,550	336
Card My Yard Yard greeting signs		June 2022	N/A	\$9,800 – \$18,000	502
Fish Window Cleaning Window cleaning		Aug. 2022	\$100,000	\$102,800 – \$167,500	276
GrassRoots Turf Lawn care services		Oct. 2022	\$42,000	\$100,800 – \$151,600	20
EverLine Coatings and Services Line striping and pavement services		Oct. 2022	\$75,000	\$127,762 – \$237,146	111
New Creations Restoration services		Oct. 2022	\$54,500	\$74,420 – \$142,700	62
Complete Weddings + Events Wedding and event services		Oct. 2022	\$50,000	\$67,270 – \$81,250	109
LIME Painting Residential and commercial painting		Feb. 2022	\$50,000	\$124,700 – \$162,375	79
* The Glass Guru Window restoration		Oct. 2022	\$95,755	\$95,755 – \$193,030	82
Orkin Pest Control Pest control		Sep. 2022	\$75,000 – \$250,000	\$84,975 – \$231,200	800
Glass Doctor Glass repair and replacement		Oct. 2022	\$50,000	\$158,200 – \$300,400	171

		Survey Date	Cash Requirement	Initial Investment	Total Units
SERVICES (CONTINUED)					
Junk King Junk removal services		Oct. 2022	\$50,000	\$89,000 – \$175,000	147
Critter Control Wildlife control and removal		March 2022	\$8,075 – \$52,075	\$63,525 – \$169,525	134
College Hunks Hauling Junk & Moving Junk removal services		May 2021	\$80,000	\$108,800 – \$273,200	180
Junkluggers Eco-friendly junk removal		Oct. 2021	\$75,000	\$121,160 – \$372,690	110
Truly Nolen of America Pest control services		Sep. 2022	\$50,000	\$50,200 – \$293,000	359
Concrete Craft Decorative concrete services		Sep. 2021	\$110,140	\$156,330 – \$233,450	91
Mobility Plus Mobility products and equipment		Oct. 2022	\$100,000	\$167,000 – \$277,000	70
PIRTEK Hydraulic hose replacement		Oct. 2022	\$100,000 – \$500,000	\$219,400 – \$899,300	473
NaturaLawn of America Lawn care services		June 2021	\$50,000	\$47,500 – \$112,650	108
TECHNOLOGY					
TeamLogic IT IT services		Feb. 2022	\$60,000	\$111,218 – \$142,309	239
Wireless Zone Technology services		Jan. 2022	\$175,000	\$160,000 – \$414,500	433
TRAVEL & HOSPITALITY					
* Cruise Planners Travel agency		Oct. 2022	\$10,995	\$2,295 – \$23,465	2,501
* Dream Vacations Travel agency		Oct. 2021	\$3,500	\$1,795 – \$21,000	1,579

“Cruise Planners has an unbelievably rich training and support program. Their system provides franchise owners the best possible chance of making money.”

– Cruise Planners Franchisee

To view the FBR Top 200 Award Winners online and learn more about these leading franchises, scan the QR code.



Brand Recognition

Starting a business from scratch takes time and money. Franchises, on the other hand, provide well-known services and products with established customer bases already built in.

Be Your Own Boss

Franchise owners are in business for themselves, but not by themselves. That's the advantage of being part of a large and successful franchise system.

Proven Business Model

Franchising is a multi-billion dollar global industry, and it shows no signs of slowing down. Why? Because it's proven to be a very successful business model.

Proven Playbook

Let's face it, starting any business is risky. That being said, the risk is lower when opening a franchise because you're buying into a time-tested business system.

ADVANTAGES

OF FRANCHISING

Buying Power

A network of franchises has the opportunity to purchase goods at a deep discount by buying in bulk. The franchisor can use the size of its network to negotiate deals that every franchisee benefits from. A lower cost of goods lowers the overall operation costs of the franchise.

Business Assistance

Franchises will share financial metrics, best practices, and other proprietary information to help you operate a more successful business. FBR's top-rated brands are recognized for the outstanding support they provide their franchisees.

Bigger Profits

In general, franchises see higher profits than independently established businesses. Most franchises have recognizable brands that bring customers in droves. This often results in higher profits for franchisees.



To discover more tools, insights, and best practices on how to find your ideal franchise opportunity, scan the QR Code.

RIGHT AT HOME FRANCHISE OWNER PAUL BLOM PROVIDES INCLUSIVE ELDER CARE SERVICES

Helping clients navigate the winding road ahead



Paul Blom, Owner, Right at Home Greater Twin Cities

As the owner and CEO of Right at Home Greater Twin Cities, Paul Blom believes there's more to caring for people than just providing in-home care services. He personifies this belief in his work as a Right at Home franchise owner, as a leader of his business and local community, in his work with the Parkinson's Foundation, and as an advocate for the aging LGBT community.

"It takes a certain type of person to do this type of work," Blom said. "When people are struggling to remain in their homes, they want to be treated with genuine compassion and respect. This is a transformative time in their lives, and we can be there for our clients. We can honor their wishes and help them remain comfortably in their homes.

"There are a lot of things that can be taught, but compassion is not one of them. This franchise is structured to leverage an individual's

“ I tell people, you already serve people who identify as LGBT. If you can help them feel more comfortable and develop a relationship of trust and acceptance, you can provide them with a better plan of care.”

compassion and genuine drive to improve the lives of others. Almost anyone coming into this type of work can be trained on the practical and operational aspects of being successful, but you have to show up with compassion.

In 2001, Blom and his husband, Bob White, became the third franchise owners to enter into the Right at Home franchise. Blom and White's mission is to provide clients and their families with caregivers who truly understand the course of their journey and their unique needs.

"Our team of compassionate caregivers helps clients navigate the winding road ahead—whether that means preparing meals, assisting with personal care, or providing 24-hour care—they are devoted to understanding and fulfilling clients' wishes to remain at home," Blom said.

TRAINING TO SERVE THE AGING LGBT COMMUNITY

Blom and White are locally and nationally known as advocates for older adults in the LGBT community. In 2008, Blom was a founding board member of Training to Serve (TTS), a nonprofit organization in Minnesota that provides education, tools, and resources to improve the quality of life for LGBT individuals as they age. TTS has since been acquired by Rainbow Health.

As a founding TTS board member, Blom and his team surveyed a number of senior care service providers, asking them if they believed

that LGBT individuals have a unique set of needs and barriers regarding finding appropriate care. "At that time, none of the service providers knew what we were talking about," Blom explained, "So we asked if they'd be willing to learn more about LGBT elder care, and the response was overwhelmingly positive."

It is not unusual for aging LGBT individuals to fear prejudice and misunderstanding when seeking care. "Letting a virtual stranger into the home can make anyone feel vulnerable and intimidated," Blom said. "We strive to help caregivers understand what makes an LGBT individual feel the way they feel about seeking care. It's not about treating them; differently; it's about inclusivity. It's about providing comfortable space for our clients and their families to express their needs and desires and to achieve greater peace of mind.

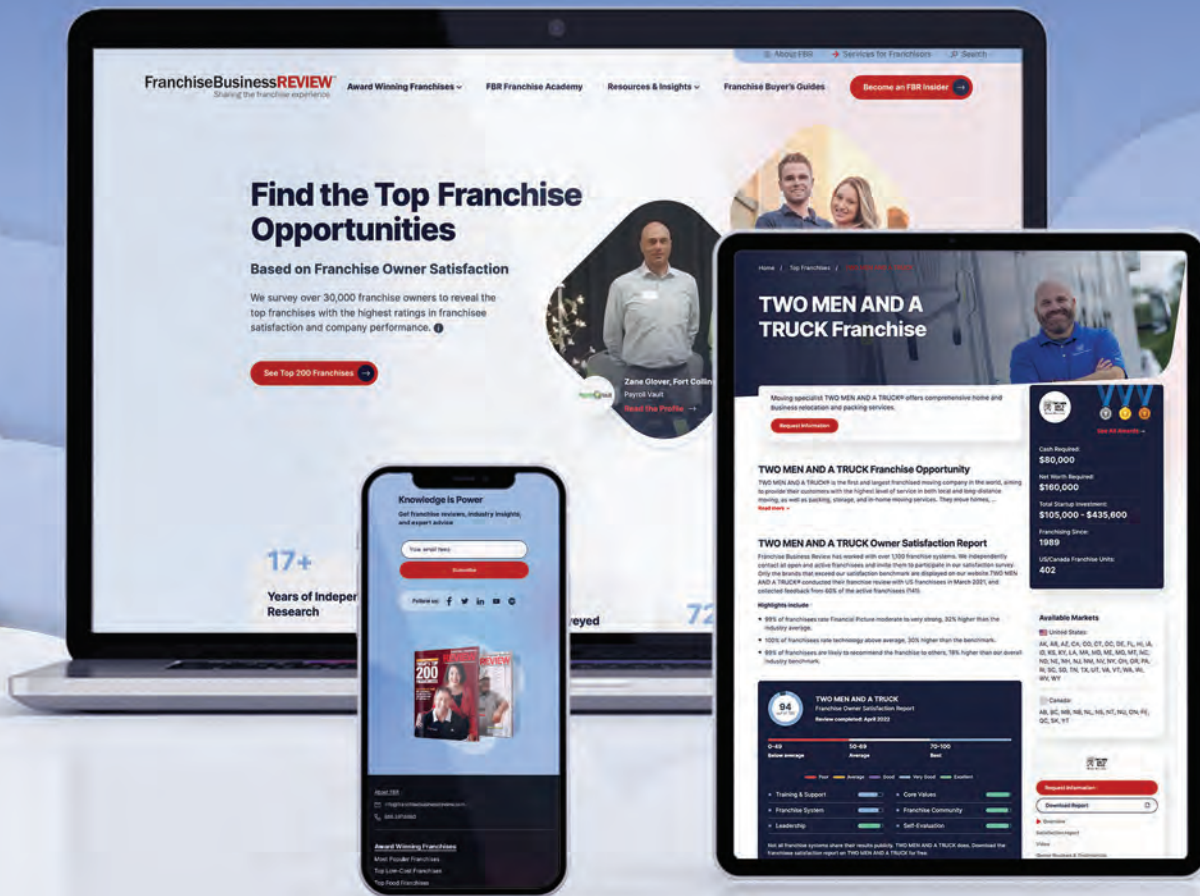
To learn more about the Right at Home franchise opportunity, visit the website rightathomefranchise.com. ■



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Dustin and Rebecca Rauch

Caring Senior Service

Waco, TX

Franchise owners since 2022 | 16 Employees



Dustin and Rebecca Rauch are husband and wife and Caring Senior Service franchisees. This article shares their insights about their journey to franchise ownership.

"Before opening our franchise, I worked as an employee since age 15," Rebecca Rauch explained. "After working very hard for a large employer and having my job handed to someone without experience, I began thinking of ways to own my own business. Since we would be new to business ownership, we decided against opening an independent business. We like the franchise model that offers a business opportunity with proven and established methods for success."

"Dustin's mom had ALS, and as the disease progressed, he and his dad were her primary caregivers. But there came a point when we needed extra help and respite," Rebecca said. "We also had an independent caregiver who lived with my parents, and she was invaluable and an incredible blessing in our lives during difficult times. Dustin and I both worked in the healthcare industry. We knew we wanted a business that would enable us to continue serving people during their time of need."

Opening a Caregiving Franchise Versus Going It Alone

Dustin explained, "My wife and I both had professional experience as physical therapists for over ten years before transitioning to franchise ownership. We frequently worked with patients who needed extra help at home or with transportation to and from appointments, and many of them did not have local family members to help them. Our experience working with patients and their families through the years gave us valuable insight that we apply to our business today."

"Rebecca is very entrepreneurial," Dustin said, "So she was excited about

the opportunity to open a home care franchise. She had family members who had started an independent home care agency from

scratch, and she knew the difficulties and challenges they experienced. That's why we were much in favor of the franchise business model from the start. I know many entrepreneurs, and they have told me for years that I should open my own business. Our family and friends have been very supportive."

When Rebecca and Dustin began looking, they explored many different industries, including some quick service restaurant (QSR) opportunities. But the more they researched, the more they realized they wanted to work in the care industry.

Rebecca explained, "We were looking for a brand with a proven track record. One with many years in business; a smaller franchise system where we wouldn't be lost in the mix—as just another number; a brand that would be supportive; one we could work with as a team to the benefit of both parties; an opportunity with a low failure rate; and most importantly a brand that exhibits a desire for excellence in every way, starting at the top, and expects the same from their franchisees."

Conducting Due Diligence in Franchise Research

As they conducted their due diligence, they began migrating toward the senior care and home care sector. "We were friends with one Caring Senior Service franchise owner who had been open a year, and his father had owned his franchise for almost 20 years.

The lightbulb went off as soon as we had the first conversation with them, and it just seemed like we were supposed to own our own Caring Senior Service franchise. From that point on, we've never looked back," Dustin said.

During their research, the couple reviewed FBR franchise reports, franchisee satisfaction ratings, and articles and insights on the Franchise Business Review website. Most of all, they found great value in speaking with other franchise owners. "The franchisees we spoke with were very helpful, and they were all very candid in explaining both the challenges and the opportunities in this industry," explained Rebecca. "We didn't talk to anyone who regretted it or would have done something differently, even with the challenges of the caregiving industry. We contacted new franchisees and those who had been open for many years with multiple territories. I also went 'secret shopping' with some competitors in the caregiving industry. After speaking with them, I decided that Caring Senior Service was definitely for us. I loved how they interacted with us, explained their beliefs and business model, encouraged and supported us."

Scan the QR code to read the full article.



To learn more about the Caring Senior Service franchise opportunity:

- Call: 269.377.1657
- Email: ssuryan@caringinc.com
- Visit: caringfranchise.com



BUSINESS SERVICES



**Pursue
your heart
for care.**

Affordable investment level

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Nationwide territory available

Learn more about our home care franchise opportunities.



Scott Suryan | (269) 377-1657
ssuryan@caringinc.com



The Entrepreneur's Source

Startup Investment: \$117,600 – \$125,900
Cash Requirement: \$100,000
Total Units: 163

The Entrepreneur's Source® (TES) is a pioneer in the coaching space. TES has helped tens of thousands of individuals achieve their dreams of self-sufficiency. TES Career Ownership Coaches™ provide education, awareness, and discovery to their clients, helping them see how a franchise can be the vehicle that helps them achieve their personal income, lifestyle, wealth, and equity goals. The TES model is a proven system for driving strong results. TES Coaches focus on their client's "why," guiding them through a Discovery Experience to help them see how taking ownership of their careers is possible in ways they maybe never considered before. TES provides new franchisees a 12-week comprehensive training program that ensures franchisees are comfortable and confident with the TES approach to Career Ownership Coaching™, management and administration.

For more information on TES coaching franchise opportunities, call (203) 405-2145, email fdadmin@franchisesource.com or visit www.tesfranchise.com.

HEALTH & BEAUTY



Hammer & Nails

Initial Investment: \$383,950 – \$547,200
Cash Required: \$100,000
Total Units: 32

At Hammer & Nails we are; Fueled by a membership model that optimizes cash flow. Backed by the best leadership team, tools and training in the business. And, landing on the scene at a crucial moment in the premium men's care space. Our motto; Don't waste your life under an oppressive corporate behemoth. Don't risk your investment at a small start-up. Get the best of both worlds, be part of an organization where you have a seat at the table, a say in building a brand, and highly engaged leaders who return your calls. Get in, we're building something legendary.

For more information on Hammer & Nails franchise opportunities, call (864) 908-1133, email Jereme@hngrooming.com or visit www.hammerandnailsfranchise.com.

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HEALTH & BEAUTY



100% Chiropractic

Startup Investment: \$281,124 – \$461,370
 Cash Requirement: \$100,000
 Total Units: 104

100% Chiropractic is a family of full-service wellness clinics that offer cutting edge chiropractic care, massage/stretch therapy, and a full line of supreme quality nutritional supplements. At 100% Chiropractic, we don't just treat pain—we work to educate, inspire, empower, and provide lasting care for our patients to live their lives to their fullest potential. Our rapidly expanding nationwide family has been recognized as one of Entrepreneur Magazine and Inc5000's top new franchises four years in a row. We are a rising franchise in a rising industry due to our tribe mentality, profitability, and fresh ideologies. Come Live Life at 100%!

For more information on 100% Chiropractic franchise opportunities, call 719-217-0895, email info@100percentdoc.com or visit www.100percentfranchise.com.

SERVICES



Storm Guard

Initial Investment: \$185,400 – \$221,600
 Cash Required: \$50,000
 Total Units: 39

STORM GUARD IS THE LARGEST ROOFING AND CONSTRUCTION FRANCHISE IN THE UNITED STATES. Too often, building contractors act like "storm chasers"—traveling to communities in need, working for a short time, and leave. They are not committed, local providers, leading to low-quality work and price gouging. When they move on, their customers are left without a warranty. As locally owned locations, we understand the importance of offering quality work at a fair price. Storm Guard franchisees benefit from industry leading training, supplier relationships, storm-tracking and drone technology, systems for sales, production, and invoicing, and a supportive network of other owners.

For more information on Storm Guard franchise opportunities, call 415-570-9470, email jnorth@stormguardrc.com or visit franchise.stormguardrc.com.

FEATURED FRANCHISEE



BRUCE DINCIN

HomeWell Care Services
 Montgomery County, Maryland
 Franchise owner since 2021
 50 Employees

Did you have experience within the medical or senior care sector prior to starting your business?

No. I received my MBA from Georgetown University and primarily worked for large corporations such as American Express and Choice Hotels. The skills I honed in previous roles, such as customer service, communication, teamwork, and commitment to excellence are all applicable to running an in-home care agency. I always wanted to be in healthcare helping people and leading by example. This all led me to HomeWell Care Services. I received my in-home care License from the State of Maryland in February 2021.

How does HomeWell Care Services support you and your success?

The initial training from HomeWell was significant and invaluable, and the support has not stopped. I meet weekly with my Franchise Business Coach from HomeWell, attend HomeWell conferences and learning sessions, and I have access to a vast array of learning materials, marketing templates, and the support of other HomeWell franchisees.

What advice would you give to potential new franchisees?

In the beginning, clients don't come to you, you have to go get the clients. It's fun, rewarding, and engaging, but also hard work. Also, do your math and understand how the changing labor market and labor laws in your state, county, and city impact your costs.

To read the complete interview, visit franchisebusinessreview.com/post/homewell-care-services-franchisee-bruce-dincin



For more information on HomeWell Care Services franchise opportunities:

- Call: (817) 916-8904
- Email: franchising@homewellcares.com
- Visit: homewellfranchising.com

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CHICKEN SALAD CHICK

Chicken Salad Chick

Average Unit Sales
\$1,293,304*
 (Closed on Sunday)



ChickenSaladChick.com/Franchising

Multiple Revenue Streams
 Dine In, Take Out, Drive-Thru, Catering, Off-Premise



Join Our Family of Franchise Owners

*This discloses 2021 average unit volume for all 130 franchised Restaurants that operated during all of 2021. 62 (or 48%) of these 130 franchised Restaurants exceeded this AUV number during 2021. A new franchisee's results may differ from the represented performance. There is no assurance that you will do as well and you must accept that risk. These figures appear in Item 19 of our amended 2022 Franchise Disclosure Document with other historical financial performance information for franchised and affiliate-owned Restaurants. Please refer to our 2022 Franchise Disclosure Document for additional information. This information is not intended as an offer to sell, or the solicitation of an offer to buy, a franchise. It is for information purposes only. Currently, the following states regulate the offer and sale of franchises: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Oregon, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin. If you are a resident of or want to locate a franchise in one of these states, we will not offer you a franchise unless and until we have complied with applicable pre-sale registration and disclosure requirements in your state. Franchise offerings are made only after we provide a Franchise Disclosure Document.

SERVICES



Everline Coatings and Services

Initial Investment: \$127,762 – \$237,146

Cash Required: \$75,000

Total Units: 111

Founded in 2012 in Canada and recently moving into the US, EverLine Coatings and Services is North America's fastest-growing parking lot line striping and pavement maintenance services franchise for a reason. As a united brand, we are working hard together every day to meet the increasing demand for a professional and innovative company that provides full-service solutions for our clients. Through the business development focus, proprietary products and a franchise support system, it is safe to say that the industry has not seen a company like us and we are proud to be known as industry disruptors.

For more information on Everline Coatings and Services franchise opportunities, call 531-333-3278, email everlinecoatingsleads@franchisefastlane.com or visit www.franchisefastlane.com.

SERVICES



Snap-on Tools

Initial Investment: \$175,146 – \$411,941

Cash Required: \$38,126

Total Units: 4,743

Snap-on Tools is a U.S.-based global company headquartered in Kenosha, Wisconsin and has been named Entrepreneur's top tool franchise for over 10 years, has been recognized by Franchise Business Review as a Recession-Proof Franchise, and is a member of the elite Franchise Business Review Hall of Fame. Snap-on Tools, as the leading innovator, manufacturer and marketer of high-end tools and equipment for professionals, powered through the health and economic challenges of the pandemic and continued to serve its loyal customers, as it has throughout its 100+ years of existence.

For more information on Snap-on Tools franchise opportunities, call 877-476-2766 or visit snaponfranchise.com.



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POOL·PATIO·SPA
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BECOME A LOCAL POOL STORE OWNER



\$1.7M*
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270+
 LOCATIONS AND GROWING

80%
 FINANCING AVAILABLE

 Schedule a Call or visit PinchAPennyPoolFranchise.com

*For the year ending December 31, 2021, Pinch A Penny had 262 stores open. Of those stores, 257 have been open at least one year. Of those open at least one year, the average annual gross sales were \$1,773,164 and some stores (39%) had annual gross sales that exceeded the average. Your results may differ. There is no assurance that you will do as well. See our 2022 Franchise Disclosure Document for more information.

SERVICES



Surface Specialists

Initial Investment: \$43,000 – \$56,000
 Cash Required: \$25,000
 Total Units: 45

By offering more diverse variety of service options than any other franchise in the bathroom and kitchen repair and refinishing industry and capitalizing on 40 years of experience; Surface Specialists reputation as The Repair & Refinishing Experts is not just a slogan or tagline. It is a proven fact. Franchises specialize in bathroom and kitchen surface repairs and refinishing, acrylic tub and shower liner installations, tub to shower conversions, vinyl window repair, whirlpool plumbing/mechanical repairs and so much more. Benefits include low franchise fee, home based business, proven products and techniques, large territories, comprehensive training program and experienced on-going technical support.

For more information on Surface Specialists franchise opportunities, call (866) 239-8707, email info@surfacespecialists.com or visit www.surfacespecialistsfranchise.com.



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SERVICES



Orkin

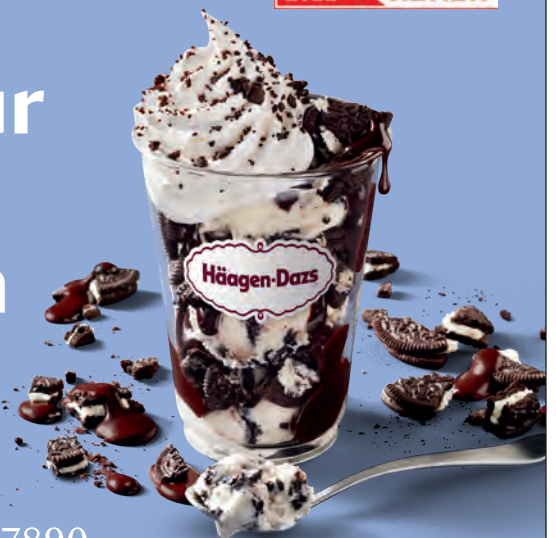
Initial Investment: \$84,975 – \$231,200
 Cash Required: \$75,000
 Total Units: 800

With Orkin, you can start your own business in a growing market by taking advantage of one of Orkin's many franchise opportunities. You'll immediately benefit from the power of the Orkin brand and our more than 100 years of experience offering successful service to residential, commercial, and industrial customers. If you have at least three years of management experience in the pest control field; a desire to work with some of the best pest management professionals in the business; and are willing to invest in the most recognized brand in the industry, please consider joining the Orkin franchise team.

For more information on Orkin franchise opportunities, call (404) 888-2875, email kcronin@rollins.com or visit www.orkin.com/franchise.



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NEW FBR HALL OF FAME INDUCTEES!

The FBR Hall of Fame celebrates franchises that have demonstrated long-term commitment to franchisee satisfaction. Hall of Fame status is reserved for franchise brands that have received FBR Top 200 awards at least 10 times. FBR welcomes our newest inductees (in alphabetical order).

 <p>Amazing Athletes® Educational Sports Programs</p>	<p>Top Franchise Award Winner: 2023, '22, '21, '20, '18, '17, '16, '15, '14, '11</p>		<p>Top Franchise Award Winner: 2023, '22, '21, '20, '18, '16, '15, '14, '13, '12</p>
	<p>Top Franchise Award Winner: 2023, '22, '21, '19, '18, '17, '16, '15, '14, '13</p>	 <p>PINCH-A-PENNY POOL-PATIO-SPA® The Perfect People For A Perfect Pool</p>	<p>Top Franchise Award Winner: 2023, '22, '21, '20, '19, '18, '17, '16, '15, '14</p>
	<p>Top Franchise Award Winner: 2023, '22, '21, '20, '19, '18, '17, '16, '15, '14</p>		<p>Top Franchise Award Winner: 2023, '22, '15, '14, '13, '11, '10, '09, '08, '07</p>
 <p>COLDWELL BANKER</p>	<p>Top Franchise Award Winner: 2023, '19, '17, '16, '15, '14, '13, '12, '11, '10</p>	 <p>RESTORE · REPAIR · REPLACE</p>	<p>Top Franchise Award Winner: 2023, '22, '21, '20, '18, '16, '15, '14, '13, '12</p>
	<p>Top Franchise Award Winner: 2023, '22, '20, '19, '18, '17, '16, '14, '13, '06</p>	 <p>GODDARD SYSTEMS, INC. FRANCHISOR OF THE GODDARD SCHOOL</p>	<p>Top Franchise Award Winner: 2023, '21, '20, '19, '18, '17, '16, '15, '14, '13</p>
	<p>Top Franchise Award Winner: 2023, '22, '19, '18, '17, '16, '14, '13, '08, '07</p>		<p>Top Franchise Award Winner: 2023, '22, '21, '20, '19, '18, '17, '16, '15, '14</p>
	<p>Top Franchise Award Winner: 2023, '22, '21, '20, '19, '18, '17, '16, '13, '12</p>	 <p>1 DAY PAINTING</p>	<p>Top Franchise Award Winner: 2023, '22, '20, '19, '18, '17, '16, '15, '14, '13</p>
	<p>Top Franchise Award Winner: 2023, '22, '21, '20, '19, '18, '17, '16, '15, '06</p>	<p><i>See all FBR Hall of Fame franchises on the Top 200 List.</i></p>	

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