

REMOVE CONTROL PROTECT



JIM'S HAZARDOUS MATERIAL REMOVAL INFORMATION KIT



Removal

www.jimshazmatremoval.com.au



INFORMATION KIT



Removal

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BUILD A NEW BUSINESS

THE JIM'S SYSTEM IS VERY POWERFUL, ESPECIALLY IF YOU ARE PREPARED TO WORK HARD AND TAKE ADVANTAGE OF THE TOOLS, SUPPORT AND TRAINING THAT IS AVAILABLE TO YOU AS A FRANCHISEE.

JIM'S HAZARDOUS MATERIAL REMOVAL OFFERS YOU THE BEST OPPORTUNITY TO BECOME A SUCCESSFUL BUSINESS OWNER WITH AUSTRALIA'S MOST RECOGNIZED, TRUSTED AND ICONIC FRANCHISE BRAND. WE WILL HELP YOU BUILD A BUSINESS WHICH PROVIDES YOU WITH INDEPENDENCE, FLEXIBILITY, FINANCIAL REWARD AND ALL THE SUPPORT THAT YOU NEED.

» **Be your own boss**

Decide where and when you want to work

» **Business in a Box**

A complete, proven system with all the resources, training, support you need

» **Guaranteed work availability**

We guarantee you that at least \$2,000 of work is available each week



***“You will gain access to ongoing support,
networking and training”***

WHAT WE DO



Removal

A Jim's Hazardous Material Removal franchise creates an opportunity to work your own hours, create the lifestyle you want for your family and to build a successful business and financial return with Australia's leading franchise brand.

A Hazardous Material Removalist carries out and manages the safe and thorough removal and remediation of materials such as methamphetamine, mould and asbestos from residential and commercial properties.

Our focus is the long term safety of Removalists and Clients alike.

We pride ourselves on service that has:

- » No delays and a fast response time
- » Outstanding Customer Service
- » A strong focus on health & safety
- » Utmost discretion & confidentiality

Our motto is –

REMOVE-CONTROL-PROTECT

The types of services franchisees offer include:

- » Methamphetamine Decontamination
- » Mould Remediation
- » Asbestos Demolition
- » Asbestos Removal
- » Asbestos Haulage
- » Asbestos Disposal
- » Hazardous Materials Management
- » Sanitary Hygiene



“Work close to home”

HOW IT WORKS



Removal

ROLES & RESPONSIBILITIES

Franchisees are granted a territory close to home. This territory is a base to build your business from but you are not confined by its borders.

You will receive leads from the Jim's call centre and a dedicated Regional Franchisor will be your business coach, helping you to identify and make the most of opportunities in your local area.

Franchisors and Franchisees are supported by a dedicated Divisional Franchisor who has developed the proven business model, established the resources and templates and who aids you to build the brand nationally.

FRANCHISEES

Franchisees are responsible for:

- » Generating local business
- » Face to face contact with potential referrers like real estate agents, builders and demolition companies
- » Working with insurance companies to activate claims on behalf of clients
- » Networking with other Jim's divisions and industry stakeholders
- » Events and activities that raise your profile locally
- » Responding to leads within 2 hours (most franchisees respond within minutes)
- » Managing your own schedule
- » Delivering hazardous material removal services
- » Invoicing and receiving payments from clients
- » Preparing and sending control plans and assessments
- » Actively participating in training and divisional activities like meetings, professional development and conferences
- » Ensuring compliance with contract terms

REGIONAL FRANCHISOR

Regional Franchisors support franchisees. and will:

- » Arrange your initial, intensive, industry leading training from Jim's Headquarters in Melbourne
- » Provide in the field coaching and review your initial Hazardous Material Removal jobs
- » Organise regular franchisee meetings including networking, peer support and professional development
- » Manage monthly Newsletters & dedicated social media initiatives with industry updates and developments
- » Provide one-on-one business reviews & monthly proactive calls
- » Provide on-call technical support if required

Franchisor's also:

- » Invoice your fixed monthly management & variable lead fees
- » Ensure contractual compliance
- » Manage customer complaints



“Joining Jim’s Hazardous Material Removal reinvigorates your career”

PROFESSIONAL DEVELOPMENT



**HAZARDOUS
MATERIAL**

Removal

Joining the Jim's Hazardous Material Removal Division gives you the opportunity to reinvigorate your career. When you join the Jim's Group you start by participating in an intensive training program at Jim's headquarters in Melbourne, which can cover the following modules:

- » Jim's Group orientation
- » Customer service and communications
- » Jim's Reporting – our unique iPad software
- » Small business management
- » Sales and marketing
- » Methamphetamine decontamination accreditation
- » Mould remediation training
- » The non-friable asbestos removal course
- » The supervisory asbestos removal course
- » Sanitary hygiene training

Your Franchisor will provide additional intensive support and training including undertaking removal work with you and continually reviewing the progress of your business.

ONGOING PROFESSIONAL DEVELOPMENT

Each year you will be required to accrue professional development points and attend events such as the National Conference to ensure your skills and knowledge are current and maintained.

The additional training we provide keeps you at the forefront of the ever-evolving hazardous material removal industry.





OUR KEY SERVICES



**HAZARDOUS
MATERIAL**

Removal

MOULD REMEDIATION

Jim's Hazardous Material Removal are Australia's leading experts in mould services, trained in the safest and most effective practices of remediation.

With safety in mind and using the very best in chemical technology, Jim's Hazardous Material Removalists won't just treat mould, they will identify and eliminate the very root of the problem.

They also advise on preventative strategies to ensure that mould in the home or business won't again be a problem going forward.

METHAMPHETAMINE DECONTAMINATION

Jim's Hazardous Materials Removal offer comprehensive, tailored packages for the testing and remediation of properties that have been exposed to methamphetamine manufacturing.

With a strong focus on customer service and confidentiality, Jim's Hazardous Materials Removal technicians are highly skilled, experienced and committed to best work practices to ensure successful and stress free remediation, every time.

ASBESTOS REMOVAL

Jim's Hazardous Material Removal offer asbestos removal and encapsulation services for both residential and commercial purposes via the divisions sub-brand, Jim's Asbestos Removal. Jim's Asbestos Removal is included in the Jim's Hazardous Material Removal franchise purchase.

We also work closely with Jim's Building Inspections to deliver and promote the testing of hazardous materials such as mould, meth and asbestos in the home. Jim's Building Inspections acts as an excellent referral source and helps Jim's Hazardous Material deliver the complete suite of testing and removal services for our clients.

SANITARY HYGIENE

Jim's Hazmat Hygiene offer a complete solution for the ongoing care and management of your bathroom facilities and want clients to feel completely supported in their aim to maintain the very highest of health and safety standards. Jim's Hazmat Hygiene's clients are both commercial and residential from restaurants and work places through to medical facilities. Some of our most popular products and services include Sanitary Bins, Nappy Bins, Soaps, Air Fresheners, Urinal Cakes and Sanitisers.



"Our standards ensure safe Asbestos removal for all Franchisees and Clients"



PRE-REQUISITES



**HAZARDOUS
MATERIAL**

Removal

There is a minimum standard of qualifications and experience required to purchase a franchise.

These standards ensure quality service and eligibility for franchisees, where state licensing applies.

It is recommended that to do asbestos removal you have -

- » Experience in the building industry
- » A Class A License – able to remove friable asbestos
- » A Class B License – able to remove non-friable asbestos
- » Alternatively, you must be willing to be trained in the field and we will assist you in obtaining your Class B Worksafe license.

No prior experience is required for mould remediation, methamphetamine decontamination or sanitary hygiene services.

A Jim's Hazardous Material Removal franchise suits people who -

- » Highly motivated and willing to invest time building and managing their own business
- » Willing to learn new skills
- » Committed to great, responsive customer service
- » Willing to adhere to a proven system
- » Enjoy the benefits of a franchise system
- » Have an eye for detail





“For your security, we offer a work availability guarantee of \$2000pw”

YOUR INVESTMENT



Removal

FRANCHISE TERRITORY PURCHASE

- » Rights to the territory of your choice
- » Rights to the \$2,000 pw work availability guarantee
- » Business name registration
- » Business cards
- » Digital promotional materials
- » Uniforms
- » Vehicle signage
- » Email address
- » Software, templates and resources
- » Training package for applicable services – asbestos removal, mould remediation, methamphetamine decontamination - including all training materials, transfers, accommodation and all meals (ex-airfare if applicable)
- » Asbestos vacuum

ONGOING FEES

Fixed Monthly Management Fee:

- » Fixed Monthly Management Fee:
- » Regional advertising
- » Franchisor support
- » Access to all resources and software
- » Call centre fees
- » Administration
- » Data Back-up
- » Variable lead fee
- » Per lead fee which is invoiced monthly

Additional Items you will also need to consider:

- » Approved Tipper truck OR an appropriate trailer with an approved vehicle - please ask the divisional for advice on approved cars and trailers
- » Additional Tools
- » Insurance
- » Compulsory professional development activities (eg: conference & training attendance)
- » Whatever additional investment in local advertising and promotion you may wish to undertake

PAY FOR WORK GUARANTEE

Jim's Hazardous Material Removal is committed to your success from the word go.

We know that your mortgage and other financial commitments don't go away while you are starting a new business which is why we offer a Pay for Work guarantee of \$2,000 (including GST) per week, conditional on the undertaking of promotional activities in your local area.

If you don't earn at least \$2,000 per week, Jim's Hazardous Material Removal will cover the difference, giving you some breathing space and the confidence to keep your eye on the ball.

WE DO NOT

- » Take a percentage of your profits. Whatever effort you put into building your business is yours to keep.
- » Charge you for repeat work from clients we send your way.
- » Charge you for clients who are referred by others or who approach you directly
- » Restrict the area you work in as long as you don't advertise in another franchisees territory
- » Treat you like a sub-contractor or an employee – you are a small business owner free to grow your business and take on employees and additional vehicles at no extra cost.

***"A limited number of opportunities now
available Australia wide"***



WHAT NEXT?



A limited number of Jim's Hazardous Material Removal opportunities are now available.

These opportunities suit people who meet our technical pre-requisites and share in our commitment to build a Nationally recognized and trusted Hazardous Material Removal service.

You should be:

- » Highly motivated & willing to invest time building and managing your own business
- » Willing to learn new skills
- » Committed to great, responsive customer service
- » Willing to adhere to a proven system
- » Willing to participate in a supportive and fun peer environment
- » An ethical person who is respectful and able to get on well with others

These opportunities may suit:

- » Existing Hazardous Material Removal companies and specialists in asbestos removal, methamphetamine decontamination and/or mould remediation
- » People with experience in the industry who want to step up and be their own boss
- » Qualified building professionals wanting to enter into the industry
- » People who are willing to be trained and are seeking a career change

INFORMATION & APPLICATIONS

Contact us with any questions and to begin the process of applying for a franchise.

www.jimshazmatremoval.com.au

Email: info@jimshazmatremoval.com.au

Phone: 131 546

FRANCHISE APPLICATION PROCESS

EXPRESSION OF INTEREST

After reviewing the Information Kit complete an Expression of Interest form. We will check that your skills, qualifications and experience meet the pre-requisites and go from there.

INTERVIEW

If the pre-requisites are met, an interview will occur whereby we will explain the details of the franchise and assess your suitability or likelihood of succeeding as a franchisee.

WORKSHOPS

Jim's Group Orientation

Spend three days with the Jim's Group at Mooroolbark to complete an obligation free, initial induction and ensure you have a thorough understanding of the expectations and responsibilities before entering a contract.

Jim's Hazardous Material Pre-Franchise

During a workshop with your Franchisor you will complete a pre-franchise planning process which includes an intensive introduction to our services, systems and software.

Try-Out Day

A try out day may be required where you will accompany a Hazardous Material removalist to allow you to gain practical insight into the franchise opportunity and to further assess your suitability.

OFFER

Based on your application, interview and outcomes of the intensive workshops an offer of a franchise territory or region may be made. Contracts will be provided for your review at this stage.

All offers are conditional on successful completion of our intensive training program.



***“Any work you do to build your business,
will directly benefit you”***

How does the territory work?

You purchase the rights to a territory in which you work and market yourself. However, you are not restricted to this territory. Our franchise system allows and encourages you to take leads from all areas providing it doesn't infringe on someone else's territory. This allows you to maximise your opportunities.

What is the work availability guarantee?

If your income is less than \$2,000 per week averaged out over a month, your franchisor will make up the difference, giving you certainty as you start your new business. To receive the work availability guarantee, you will need to be willing to undertake local promotional opportunities which will ultimately help you build your business.

This guarantees you an income of \$2,000 per week.

It is good to know however, that even new franchisees rarely need to claim the work availability guarantee.

Do I have to offer all Removal services?

You do not have to offer all of Methamphetamine Decontamination, Mould Remediation, Sanitary Hygiene and Asbestos Removal services. You can choose to tailor your service offerings based on your experience and interests and complete the training and accreditation only related to the services you wish to provide. It is up to you entirely, it is important that you speak to your Franchisor for further information.

What are lead fees?

You pay a fixed monthly management fee and a variable lead fee. This is a charge per lead we send you from the national call centre. The lead fee is the same regardless of the value of the service you sell or whether you then keep the customer as a recurring client.

More importantly, any work you get for yourself is 100% yours and it doesn't attract any fees from us.

You can reduce your monthly lead fee as you build your business and find your own clients, reducing the number of leads you take from us over time.

How much can I earn?

Your commitment and effort will directly relate to your earning capacity. Earnings vary between franchisees. As you are an independent business owner you are responsible for deciding how much time and finance to invest in your business. This generally determines your earning capacity.

You also have the capacity to set your own service prices. We provide you with estimated guide prices that are recommended, you may vary these.

Attached to your information kit is an appendix describing case studies of what other franchisees earn.

Will my investment grow?

Any work you do to build your business will benefit you. You might choose to add more vans or employ staff and buy additional territories or become a regional franchisor. And remember, you can resell your business or split and sell part of your territory for any price.

What type of vehicle do I have to purchase?

A common identifiable vehicle is a trademark of the Jim's brand. All franchisees must have or purchase a two tonne tipper or a trailer, which is less than five years old. The vehicle must be white and will be signed using the template provided.

When can I take time off?

As you are your own boss, you set your own hours, manage your own schedule and decide which days to work and where you want to work. If you wish to have time off either regularly or for holidays, simply update your status online to reflect when you are or aren't available for work and we will respond accordingly.

Can you help with finance?

Jim's Finance Professionals offer a finance broking service, call 131 546. Otherwise contact your usual finance broker service or bank. We assist you with a cashflow/ business plan and supporting documents for a loan application

How long does it take to start a franchise?

The time frames vary. The greatest factor is the availability of places on the required training program. Generally the application process for a franchise will vary but it is usually up to 4 weeks. Once approved, allow up to 10 weeks to complete training and commence trading.



CALL » 131 546

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