

# How to become a Franchisee

dlcs ISO 9001 certified ISO 45001 certified ISO 14001 certified

amc COMMERCIAL CLEANING



# Join the AMC family, as a franchisee.

## Boutique business feel, big picture thinking

As an Australian-owned cleaning service provider, AMC Commercial Cleaning specialise in a diverse range of commercial cleaning applications for a variety of industries, including office and commercial cleaning, aged care and retirement cleaning, education cleaning, retail cleaning, medical cleaning, industrial cleaning, sports and leisure cleaning and hospitality cleaning.

Established in 1988 as a small family run company, our business is built on the values of honesty, integrity and reliability. We provide premium, and bespoke cleaning solutions to a range of small, medium and large businesses, throughout Australia and overseas.

Responding to a need for comprehensive and professional cleaning service for the commercial sector, we pride our success on our ability to see our clients, not as numbers, prospects or jobs, but as people. We've built long-standing relationships with some of Australia's leading corporations helping them to achieve their strategic cleaning requirements with our industry leading cleaning solutions.

The AMC Commercial Cleaning team currently consists of over 2,500 employees and 500 operatives, with offices located across the country and overseas.

## Dedicated to high standards of health & safety

At AMC, we believe it's important to look after people. In fact – it's why we do what we do. We are committed to achieving excellence within our industry because we believe a clean and safe environment is something that everyone deserves.

Working for AMC is about more than just cleaning. It's about developing relationships and creating customised cleaning solutions for our clients, ensuring the utmost in cleanliness, safety and hygiene for staff, clients, patients, members and visitors, delivered with sensitivity, care and compassion. For us, it's about people, and making sure that we do whatever we can to ensure that people are well looked after.

## Join the AMC family

With over 25 successful years in the commercial cleaning arena nationwide and internationally, AMC Commercial Cleaning is a demonstrated Australian success story.

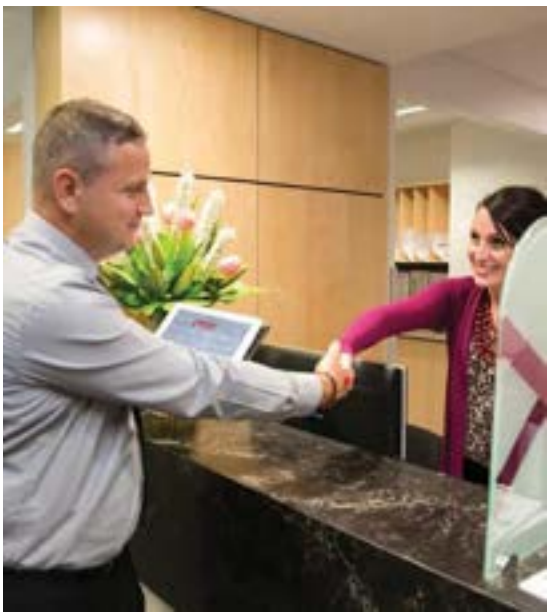
Started as a small family business, AMC Commercial Cleaning has now grown to a well-established and reputable cleaning enterprise, prioritising honesty, transparency and reliability for our clients whilst delivering consistent, high quality cleaning solutions.

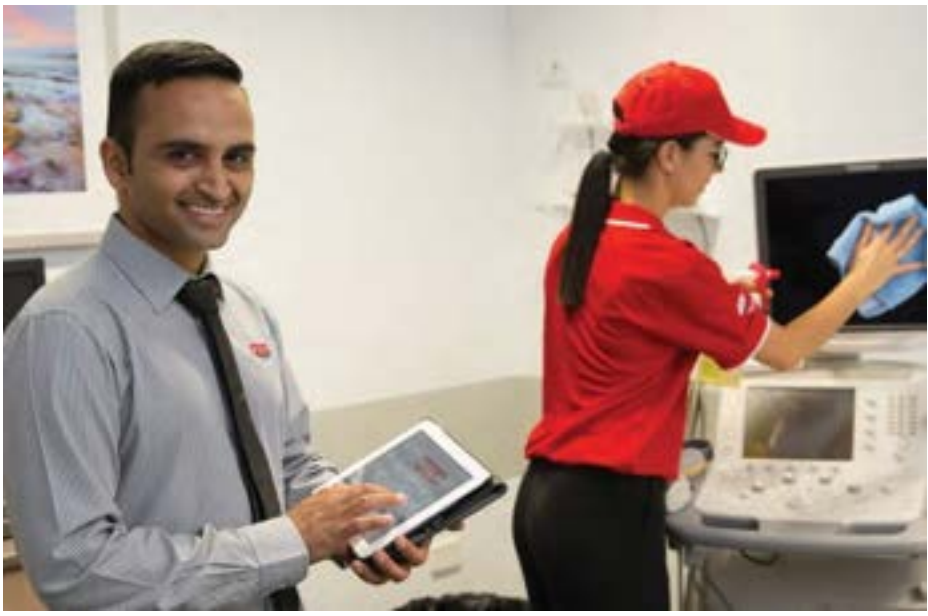
## Why become an AMC franchisee?

As well as being your own boss and the benefits that can bring, here's a few more reasons to consider the opportunity represented by becoming part of the AMC Commercial Cleaning team:

- Security of a recession-proof business
- Access to a blue-chip client base
- All cleaning contracts provided by AMC for the first two years guaranteed (no selling is required during this time).
- Low investment (starting from $15,000)
- You can be a business owner and working within 2-4 weeks







## The AMC difference

AMC Commercial Cleaning holds the prestigious triple quality certification – meaning that our company complies with ISO standards for Environmental, Quality Management, and Occupational Health and Safety. Our processes in these areas reflect the highest industry standard, ensuring our customers receive a cleaning service that is second to none, and that's something all of our franchise holders are very proud of.

Here are some other ways that set our company apart from the competition:

- ✓ We use earth and human friendly, non-toxic, safe and effective cleaning products.
- ✓ We tailor our services to our client's need and requirements to maximise efficiencies.
- ✓ We offer a large range of ancillary specialist cleaning services including carpet cleaning and window cleaning.
- ✓ All AMC team members are highly trained and have the relevant security checks in place.
- ✓ We believe that everyone is entitled to a clean, safe and healthy working environment.

## Training, support and guaranteed income

We have clients available, Australia-wide, for suitable applicants who are looking to run their own business with the backing of an innovative and award-winning company. We offer a proven system that offers intensive and ongoing support for our valued franchisees.

You'll receive thorough training in all areas of the business to ensure you're qualified to represent AMC in the very best light, as well as upholding our prestigious triple certification.

## What do you need to become part of the AMC team?

To succeed as an AMC franchisee you'll need passion, determination and drive to be the very best. You'll be proactive and embrace innovation in all areas of cleaning and customer service. But more than anything, you'll be a people person, dedicated to partnering with our clients, and going above and beyond to deliver customised cleaning solutions in a wide variety of industries.

In return, you'll receive fantastic benefits, along with ongoing support and guidance from the AMC Commercial Cleaning team.

With relationships at the heart of our business, we'll provide you with all of your work for a low upfront investment.

## FCA membership

AMC is a member of the Franchise Council of Australia.

Contact us now to arrange an appointment to discuss franchise opportunities further.

In the **presentation** you will watch the franchisee video to gain a deeper insight into AMC

If you are interested to discuss further, a personalised **face-to-face** meeting and presentation is arranged

A franchisee **information pack** will be provided to you which contains everything you need to know

You have made **contact with AMC** Commercial Cleaning




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It's time to
on your firs
**Our operatio**
**guide and**
until you feel

**AMC Commercial Cleaning is a reputable company with over 25 years' experience.**

You will then go over the finer details and **terms** of purchasing an AMC business

05

**Options and levels** are outlined and discussed along with associated costs and investment required

**Cost:** from $15,000

06

You will have some time to go away and consider your options. If you choose to proceed, you will come in to sign the **contract**

07

08

A full day induction is undertaken, **training** is completed and all your products and equipment will be allocated

9

**start work**
t contract!
**ns team will**
**support you**
comfortable

**...because we believe it's important to look after people.**

# Common questions:

## Why commercial cleaning?

- Flexible hours
- Regular Scheduled Work/Income
- Unlimited potential
- Realistic entry fee
- Wanted and needed service
- Stable industry
- Virtually recession proof
- Expanding market
- Services industry - fastest growing industry (after communications)
- Over 5 billion dollars spent each year on cleaning
- High resale value

## Why AMC commercial cleaning?

- 27 years in commercial cleaning
- Multi million dollar company employing over 1400 staff
- Certification to ISO 14001, ISO 9001 and AS/NZS 4801
- Approved Traineeship program
- Over 100 years industry experience in the management team
- Reputation for reliability
- Competitive pricing philosophy and know how
- Commitment to excellence
- Environmentally aware cleaning techniques
- Environmentally aware cleaning product range
- Well structured business plan
- Low investment program
- Growth assistance
- Financially responsible company
- Good image
- Family oriented organisation
- Impressive client base
- Australian owned and operated
- Long term contract
- Fully accredited management system

## Is there any contract guarantee?

Yes, for up to 24 months you will have the security of knowing that your contract is guaranteed through the AMC Contract Value Guarantee.

## Is there a franchise royalty I pay to AMC?

Yes, 8% of your gross revenue.

## Is there an administration levy I pay to AMC?

Yes, a 3% levy covers administration, invoicing, and client contact, debtor reconciliation, banking and reporting.

## Is there an operational support levy I pay to AMC?

Yes, a further 3% levy for marketing support, telephone canvassing, operational support and onsite training, as well as our AMC quality audit inspection and guidance.

**NOTE:** (The above levies and franchise royalty are a fully tax deductible expense in the hands of the franchisee.)






## What is the approximate cost of the equipment, supplies and training that I need to get started?

This is dependant on the level of purchase and is open to further discussion.

## What hours will I have to work?

Most franchisees program their cleaning, dependent on the client's needs either between 6am to 11am and 3pm to 10pm Monday to Friday, occasionally weekends may be included.

## Will I need to leave my current employment?

No, you can service most of the contracts without disrupting your current employment until your business grows to the level that you feel comfortable leaving your employment to concentrate on your own financial future.

## Can I start with a large income per annum?

Yes, you may wish to start with a large contract/ income business. All new franchisees are required to successfully complete our training program to ensure they have an understanding and the knowledge to confidently undertake their first contract with our specialist support.

## Is any finance available?

Yes, after you have purchased your Franchise (Minimum entry level), we will be able to assist you with the ongoing purchase of additional business. You should contact our office for a confidential discussion on the best finance options for your needs.

## Would any staffing support be available in an emergency?

Yes, AMC will provide franchise owners with staffing support for such emergencies as sickness or accidents. Staffing support can also be made available to enable you to enjoy a holiday.

Essentially, an employee of AMC or another franchisee would attend to your clients needs in your absence. Of course, there would be a charge for this service.

## What operating costs should I expect?

Experience has taught us that a well-run franchise business should not exceed 20-25% of gross annual turnover however; this figure varies as the business expands.

# Investment Options

| PLAN | CONTRACT GUARANTEE PER ANNUM | COST $ PLUS GST (10%) | TOTAL COST INCLUSIVE GST |
|---|---|---|---|
| **Level 1** | $0* | $15,600 | $17,160 |
| **Level 2** | $24,000 | $22,800 | $25,080 |
| **Level 3** | $36,000 | $26,400 | $29,040 |
| **Level 4** | $48,000 | $30,000 | $33,000 |
| **Level 5** | $60,000 | $33,600 | $36,960 |
| **Level 6** | $72,000 | $37,200 | $40,920 |
| **Level 7** | $84,000 | $40,800 | $44,880 |
| **Level 8** | $96,000 | $44,400 | $48,840 |
| **Level 9** | $108,000 | $48,000 | $52,800 |
| **Level 10** | $120,000 | $51,600 | $56,760 |

***Note:** Level 1 only encompasses the joining fee and does not provide you with any initial contracts. You must purchase them from AMC at 30% of the contract value.

If you would like to discuss the AMC Business Opportunity further with us, please contact our office on 1800 990 050 and join us for coffee and an informal discussion on how we could help you achieve your financial goals.

# Let AMC support you on your journey to becoming a successful business owner.



## How can I find out more?

If you'd like to find out more about AMC Commercial Cleaning, please get in touch:

**Australia**
1800 990 050
**amcclean.com.au**

**New Zealand**
0508 990 050
**amcclean.co.nz**

Australia | New Zealand

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