



INFORMATION PACK

Your Hire A Hubby Journey Starts Here...

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Foundation of Australia

WELCOME TO HIRE A HUBBY

“

One of the things that makes Hire A Hubby such a strong franchise operation is our experience. We've refined the way we work since 1996 to become Australia's most successful handyman franchise business. That experience, combined with our ongoing development helps make Hire A Hubby a safe (and profitable) option for someone who wants to be a business owner.

We are always on the lookout for new Hubbies to manage the ever-growing demand for our handyman services. Our Franchisees come from a

diverse range of backgrounds, not necessarily trades.

Before making a commitment, it's important that everyone's confident they've made the right choice for the long term. There's a lot to understand about Hire A Hubby and how it works. We can't cover everything in this document, so if you would like to have a chat or have any questions answered, please get in touch.

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BRENDAN GREEN, CEO



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BENEFITS OF HIRE A HUBBY



Recognised Brand

A well-known brand provides immediate credibility, attracting customers more easily and cultivating loyalty.



Proven Business Model

A tested, successful business model reduces risk and provides a clear path to profitability.



Training and Ongoing Support

Comprehensive training and continuous support help ensure operational success and business growth.



Integrated Technology Solutions

Technology tools streamline operations and improve efficiency; saving time and money.



Marketing Assistance

Our Marketing Team ensures you attract the right customers.



Data Analytics

Data tools help track performance, customer trends, and opportunities for growth.



Access to Resources

Gain access to a variety of supplier discounts, training and licencing, and support for all aspects of running your own business.



Community and Networking

Benefit from the support and mentoring of the Hire A Hubby network.



WHO ARE OUR HUBBIES?

You don't need to be a Tradie. Our Hubbies come from all walks of life, they enjoy the satisfaction of fixing and building, solving problems, and making a real difference in customers' lives.



Handyman Skills

A background in property maintenance and a good grasp of common household maintenance issues.



Communication Skills

Effective communication is key for explaining projects, pricing and timeframes.



Attention to Detail

A good Hubby ensures tasks are done thoroughly and to high standards.



Adaptability

Each day will be different, so being adaptable and willing to learn new things is an asset.



Problem-Solving Ability

The ability to diagnose and solve problems is an enjoyable element of the business.



Customer Service

A positive attitude and reliability go a long way in building a loyal customer base.



Organisation and Time Management

Time is your commodity. We help you maximise your time.

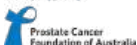


Team Player

A willingness to trust and learn from the expertise of support staff, trainers and fellow Franchisees.

No matter their background, our Hubbies share a common goal - building successful businesses by leveraging the Hire A Hubby brand and support network to achieve financial and lifestyle goals.

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STEPS TO CONSIDER



1. Read through this Information Pack

Make a list of your questions.



2. Book an Introductory Call

Start the conversation and see if this is a right fit for you.



3. Online or In-Person Meeting

Dive into the details.



4. Speak with our Hubbies

Get their feedback on the Franchise.



5. Day on the Road

Try before you buy.



6. Territory Selection

Lets find the right fit.



7. Sort your Finance

Let's make sure you can afford the opportunity, we can assist with all finance matters.



6. Franchise Agreement

Now get professional advice.



7. Commencement

We take care of all start-up business activities.



8. Training Program

Getting you ready, ensuring your ready to hit the ground running.



9. Commence Trading

Start your new business.

NEED HELP WITH FINANCE? ASK US HOW.

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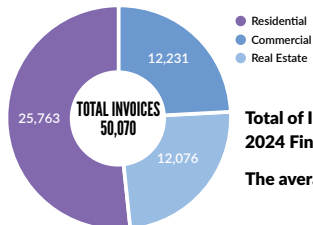


AN ABUNDANCE OF WORK

We have more job requests than we can keep up with.

We help you generate a cross section of work. Our marketing expertise and operational experience help create a combination of residential and repeat business customers.

Our Field Managers are accustomed to assisting our Hubbies in managing their workloads. We often find that the business can ramp up very quickly, exceeding expectations on demand for work.

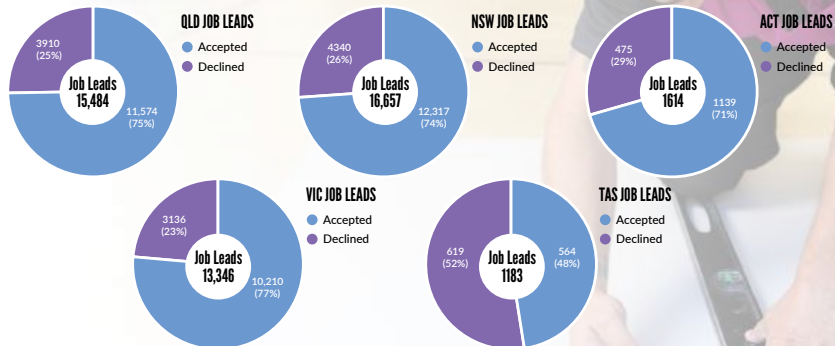


Total of Invoices Written for the 2024 Financial Year.

The average Invoice Value was \$1035.

Job Leads For Each State in the 2024 Financial Year

The Job Leads represent new customers for Hire A Hubby. Repeat customers will re-engage their preferred Hubby directly.



We have the right systems and strategies in place so our Franchisees can keep up with the demand, expand their business, and increase profitability.

Our national call centre and website allow our customers to request jobs 24/7 which are automatically offered to the Franchisees.

FLEXIBILITY

You control when you work and what you charge.

With Hire A Hubby, there are no set hours or prices. As a business owner, you decide when you work and how much you charge. We will provide guidance on rates to ensure you are maximising your profitability.

Most Hubbies prefer to have their weekends to themselves. Motivations are different; some prefer to master the 'work-life balance', while others are chasing the financial return. As part of your training, we provide current day insights into top end market rates. Our rates are certainly impressive.

POTENTIAL

Grow to any size and watch your earnings multiply.

Our systems and processes are designed to suit individual needs, offering the opportunity to scale the business as desired. Some choose to operate solo, while others have a small team, and some engage sub-contractors on a regular basis. We have Franchisees who operate out of warehouses with a multi-skilled team and admin assistance.

NEW FRANCHISEE

We offer a high level of support to help you get started. We conduct a launch marketing campaign to kick-start your business before you 'hit the road'. You will have weekly meetings with your Field Manager to ensure you're making money and heading in the right direction.

At the three-month mark, we conduct a Business Review with you and help create a Business Plan for the next twelve months. As your business grows, you'll reach a point where you're at full capacity. You'll have the option to build a team and take your business to the next level, or find ways to manage your workload while maintaining your lifestyle. Regardless of the path you choose, our support team will be there to help you achieve your goals.

For those with more ambitious plans you can also consider our pathways program which can help you to attain additional licences and accreditations including Cert III courses and Kitchen Bathroom Laundry Renovation Licence (KBLR).





OUR BUSINESS MODELS



1. MAN IN A VAN

Most of our new Franchisees start as a single-person operation, which we refer to as a “Man in a Van” (MIAV). Not all Hubbies want to employ staff. As a MIAV you can set realistic goals for how much work you want to take on each week and take full control of your work-life balance.



2. YOU AND TWO

For those wishing to leverage the brand and enhance their earning potential, this business model offers the opportunity to have more of a managerial role; allocating jobs to staff members whilst still being hands-on for half a day.



3. ENTERPRISE

Growth in this business can be perpetual. We have Franchisees who operate out of commercial premises with a team of trades and admin staff. A Hubby with a business at this level tends to oversee the business rather than work on the tools.



4. MULTIPLE TERRITORIES

For experienced Franchisees who have proven their ability to successfully manage a single Territory and are looking to expand their portfolio. Owning multiple Territories offers significant growth potential.

TRAINING PROGRAM

Hire A Hubby has a two-week induction training program. Combining the flexibility of online learning modules with the hands-on experience of interactive workshop activities.

Successful completion of the Hire A Hubby Induction Training course entitles our new Franchisees to a Cert 1 Licence.



Online Training Modules

Our online modules allow Franchisees to study at their own pace, covering key topics such as operations, client services, quotations, marketing, and financial management. Wives and partners often participate in this part of the training program



Workshop Sessions

The workshop training sessions offer hands-on experience, real-time feedback, and opportunities for peer collaboration. We'll help refine your existing skills, introduce new techniques and tips.

This blended approach ensures that Franchisees gain both the foundational knowledge and the practical skills they need to successfully run their business and uphold the brand's standards.



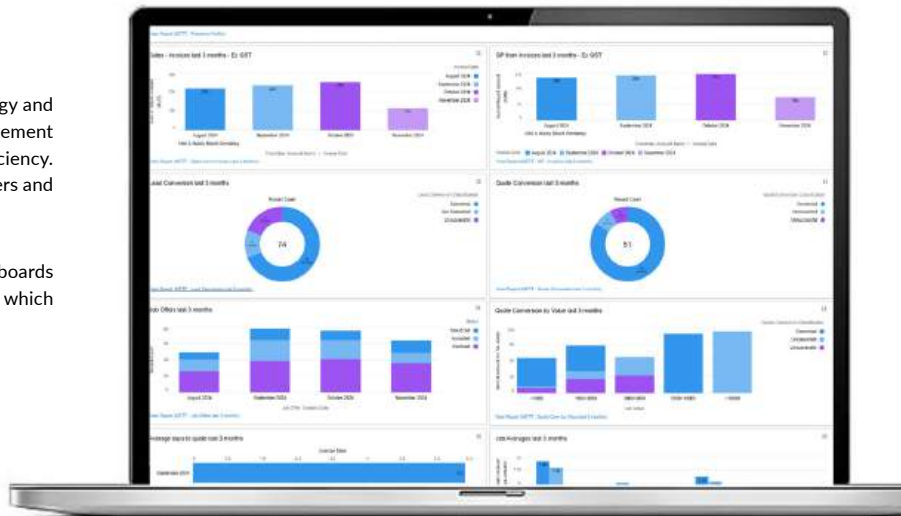
As your business grows you may wish to obtain more qualifications; we can assist through our "Pathways Program".

Our suppliers offer specialised training courses on their new products and innovations. These courses are designed to keep Franchisees up-to-date with the latest product offerings, features, and benefits.

TECHNOLOGY

We like our Hubbies to 'work smarter, not harder', by embracing technology and services to streamline business management. Our custom-built job management system, also accessible from your phone with an app, increases your efficiency. Allowing you to generate quotes and invoices, track customers and suppliers and automatically sync accounting information to the Xero system.

The job management system generates dashboards and reports for in-depth business analysis, which assists our support staff to help.



SUPPORT

**Business is a shared journey.
We're here to support you all the way.**

Our Hubbies have full support from the Head Office team and the Hire A Hubby network.



Head Office Support

From your Induction Day, a dedicated Field Manager (FM) will be there to support you in all aspects of the business. With ongoing operational support, including business coaching, troubleshooting, and assistance with any challenges a Franchisee may face.

Your FM will connect you with fellow Hubbies in your area and help you build a strong support network, including mentors who can guide you along the way. Our support team ensure that our Hubbies have the tools and resources needed to meet their performance targets and grow their businesses effectively to ensure long-term success.



Admin Support

We appreciate that running the 'back end' of the business is not as exciting or rewarding as being on the tools.

We can offer an admin service called MyPa. The MyPa team can take some or all of the administration work off your hands; manage job requests, quotes, invoices, follow-ups, scheduling etc.



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MATESHIP

Peer Support and Mentoring

Our Franchisees are not in competition. We foster collaboration through our concept we call “Cell Groups”; local Franchisees working together to share their experience, tricks and tips, often helping one another on the job.

Franchisees can tap into the vast wealth of knowledge from our nationwide network via apps and social media groups. Whether you're searching for an obsolete part, or need advice on a tricky job, our Hubbies are happy to share their expertise.

This collaborative support system ensures that Franchisees have the resources they need to tackle any challenge, ensuring both efficient problem-solving and a sense of community within the network. Whether it's advice, troubleshooting, or shared experiences, our Hubbies are here to help each other succeed.

When you join a franchise like Hire A Hubby, you'll find a supportive group of like-minded people who often become great mates!



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EMBRACE OUR BUYING POWER

Never pay full price again with trade and non trade suppliers.

Having a large network of Franchisees allows Hire A Hubby to negotiate discounts at levels an independent operator cannot achieve.

Operating a business like ours is not just about material prices, other expenses are sometimes overlooked.

We have discounts available for all aspects of the business including, office equipment, fleet vehicle discounts, vehicle maintenance, and both business and personal insurances. Additionally, Franchisees can access non-business-specific discounts at retailers like JB Hi-Fi and many more.

Hire A Hubby aims to offer significant discounts through our network of trade and service partners. You are free to source your materials from whichever supplier best suits your needs.



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FINANCIAL SECURITY

Our Income Guarantee provides peace of mind for your family.

We're confident that a new Hubby will be profitable from the start. However, we appreciate you may need reassurance, which is why we offer an Income Guarantee (IG). This gives Hubbies and their families the peace of mind and security they may need in the early stages of starting a new business.

The IG is a minimum commitment from us to you. It comes from the work we help you generate using our established marketing methodologies. In the event that you don't hit the IG figure for the week, we top you up, so you and the family can rely on a minimum figure every week.

The Income Guarantee (IG) is included in the franchise package and is intended to assist, if needed, in the initial stages of the franchise business. Terms and Conditions apply.



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FINANCING YOUR FRANCHISE

We are a Territory based franchise. Investments start from \$45,000, and include everything you need to start the business, except for tools and a trade vehicle.

We assess each Territory utilising Census data, creating demographic profiles, and categorising them as Bronze, Silver or Gold Territories based on their potential. For availability and pricing in your area, please contact our representative.

Hire A Hubby has extensive experience with franchise lending. If you're unsure about making the initial investment, please reach out early and we can guide you through the most cost-effective methods to consider.

SECURE YOUR FUTURE & BE THE BOSS



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Marketing & Promotional Items

- Launch marketing campaign
- Online marketing support
- Regular customer email marketing
- Business cards
- Generic DL flyers
- Personalised flyers
- Generic 'To Do' lists
- Property Manager folders
- Community Noticeboard tear-offs
- Hire A Hubby merchandise



Insurance

- Public liability - \$20 million
- 24 hour personal injury cover
- \$10,000 tools and equipment
- Illness income protection

WHAT'S INCLUDED WITH YOUR FRANCHISE?

Communications

- Electronic job management system
- Customer 24/7 call centre
- Mobile phone plan package
- Family phone deals
- Franchise intranet forum

Business Support

- Dedicated Field Manager
- Business planning & budgeting
- Forming Good Habits Program
- Business reviews
- Local support networks of Franchisees
- Quarterly franchise meetings
- Annual 3 day National Conference

Uniforms

Selection from the following:

- Magenta polo shirts
- Windcheater/sleeveless vest
- Wash and wear trousers and shorts
- Jacket and hat



Business Tools

- Discount tool and supply deals
- Fleet vehicle discounts
- Electronic Equipment: Tablet PC, Customised Job Management System, Xero accounting program
- Electronic payment system
- Bunnings Trade Account

Induction Training Course

- Quoting and pricing
- Hands-on practical training
- OH&S instruction and comprehensive manual
- Marketing your business
- Business training



BRONZE TERRITORY

PURCHASE PRICE: \$45,000 - \$55,000

Monthly Fees:

- Management: \$988 (After the first 12 months)
- Advertising Levy: \$304
- Technology: \$217

To support you in your journey with us, we've staggered the monthly management fee over the first 12 months:

- 0-3 Months: \$0
- 4-6 Months: \$494 (50%)
- 7-12 Months: \$741 (75%)
- 13 Months Ongoing: \$988 (100%)

DO YOU NEED HELP WITH FINANCE? ASK US HOW.

INCOME GUARANTEE

\$85,000 in Gross Profit

Average \$1,700 per week over 50 weeks

**T&C Apply*

All prices shown include GST. Valid from 01/07/2024. Conditions apply and outlined in application.



SILVER TERRITORY

PURCHASE PRICE: \$60,000 - \$70,000

Monthly Fees

- Management: \$1,488 (After the first 12 months)
- Advertising Levy: \$304
- Technology: \$217

To support you in your journey with us, we've staggered the monthly management fee over the first 12 months:

- 0-3 Months: \$0
- 4-6 Months: \$744 (50%)
- 7-12 Months: \$1,116 (75%)
- 13 Months Ongoing: \$1,488 (100%)

DO YOU NEED HELP WITH FINANCE? ASK US HOW.

INCOME GUARANTEE

\$110,000 in Gross Profit

Average \$2,200 per week over 50 weeks

**T&C Apply*

All prices shown include GST. Valid from 01/07/2024. Conditions apply and outlined in application.



GOLD TERRITORY

PURCHASE PRICE: \$80,000 - \$90,000

Monthly Fees

- Management: \$1,888 (After the first 12 months)
- Advertising Levy: \$304
- Technology: \$217

To support you in your journey with us, we've staggered the monthly management fee over the first 12 months:

- 0-3 Months: \$0
- 4-6 Months: \$944 (50%)
- 7-12 Months: \$1,416 (75%)
- 13 Months Ongoing: \$1,888 (100%)

DO YOU NEED HELP WITH FINANCE? ASK US HOW.

INCOME GUARANTEE

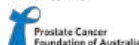
\$140,000 in Gross Profit

Average \$2,800 per week over 50 weeks

**T&C Apply*

All prices shown include GST. Valid from 01/07/2024. Conditions apply and outlined in application.

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FAQS



What's included in the purchase price?

Everything you need to start the business except for the vehicle and tools is included in the purchase.

Who gets paid?

All payments by customers are made to the Franchisee at the completion of the job.

What are the vehicle requirements?

We are quite flexible on vehicles. A clean and tidy white van or ute is all that is needed. We don't expect you to start the business in a new vehicle. The signage is included in the purchase; a sign-written vehicle generates a lot of enquiry.

Can I work outside my Territory?

It makes sense that you can provide services for your client's friends, family, and associates; some conditions apply. You cannot actively "Market" yourself outside your Territory boundaries.

How do I receive the work?

New users of Hire A Hubby can enquire through our website or contact our 24/7 call centre. The job will then be automatically assigned to the relevant Franchisee through our Job Allocation System. Returning customers will reconnect directly with their preferred "Hubby".

How long does it take to become a Hire A Hubby Franchise owner?

We work with a time frame that suits you. It generally takes 4-12 weeks for people to come on board. The timing needs to be right for you and your family.

Hire A Hubby is the longest standing corporate partner of the Prostate Cancer Foundation of Australia



Hire A Hubby CEO, Brendan Green, and Steve Callister AM, National Chairman of Prostate Cancer Foundation Australia gather on the Central Coast to accept \$1 million dollars raised by our Hubbies. (As featured on A Current Affair in July 2024)



Hire A Hubby often engages in brand building activities like the Porsche Carrera Cup - which is at no cost to our Franchisees.

Want To Learn More?

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Recruitment Manager

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Scan to book a Chat with Pat

