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Franchise Opportunities List

By Staff Writers
Cygnus Publications

From garages to kitchens and baths, 2009 could be a good year to take a new direction.

Remodeling contractors are entrepreneurs by nature. And this year, more than any other year in recent memory, those entrepreneurial skills are being put to the test. Most remodelers are in the process of right-sizing their business, finding the right blend of cost reductions and marketing know-how to grow the top line, all while keeping a firm hand on expenses. For many remodelers, this may well be the year to strike out into new directions, to re-examine the opportunities offered by the many remodeling industry franchise networks and dealer opportunities.

A recent discussion on Qualified Remodeler's LinkedIn group page (www.linkedin.com) featured points made for and against seeking new opportunities at this time. Ron Cowgill, president of the Chicago NARI chapter, cited the upfront costs and the potential for a delayed payback as reasons for holding off on exploring the franchise option this year.

Likewise, Bruce Case, president at Case Design/Remodeling Inc., recommends a thorough analysis before proceeding in a decision to explore purchasing a remodeling franchise or dealership.

If you are currently not meeting your business goals and aspirations, there are two basic types of opportunities that might fit, says Case.

1. **New Business Engine:** Add a new arm to your business to improve short-/mid-term cash flow, effectively add new clients and to enhance the stability of your business. There are a number of options like gutter licenses, sunrooms, etc. Case's new "Handyman Express" licensed product gives you the tools to add Handyman services under your current business name/brand at a low level of investment.
2. **Franchising:** Franchising is more akin to getting married than the options outlined above. This approach is good if you are ready, willing and able to make a larger investment of time and money to embrace the systems of the franchise. If you think you're ready for franchising, plan on spending a good deal of time researching your options. I'd recommend giving franchisors a "test drive" first by experiencing their educational or licensing products.

Get A Grip Inc. offers a No Royalty Franchise that includes a turnkey, complete business system to help start a new business quickly. Common surfaces worked on include all types of countertop surfaces such as laminate and cultured marble, vanity sinks, ceramic tiles in the bathroom and kitchen, porcelain bathtubs and sinks, fiberglass bathtubs, showers and enclosures, resurfacing of laminate cabinets as well as major and minor repairs on all types of porcelain and fiberglass surfaces.

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