



Top 100
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EXPRESS EMPLOYMENT PROFESSIONALS

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Mr. Fred Bartliff, VP of Franchising

Express franchise offices provide a full range of business-to-business staffing and HR services. The franchise includes all three service lines in one agreement: temporary/contract staffing, professional search/direct hire, and HR services. Express offers new franchise owners the unique chance to earn money by helping people grow their careers and businesses while impacting the local community. For established staffing business owners, we provide the opportunity to grow your business and advance the services provided. Independent staffing owners that have teamed with Express have benefited from our network of support, allowing them to keep up in this fast paced business.

BACKGROUND: IFA MEMBER
Established: 1983; 1st Franchised: 1985
Franchised Units: 592
Company-Owned Units: 4
Total Units: 596

Dist.: US-554; CAN-27; O'seas-15
North America: 49 States, 3 Provinces
Density: 55 in TX, 34 in OK, 49 in CA
Projected New Units (12 Months): 50
Qualifications: 4, 4, 3, 4, 4, 4

FINANCIAL/TERMS:

Cash Investment: \$130-170K
Total Investment: \$153,750-\$241,500
Minimum Net Worth: \$300K
Fees: Franchise - \$35K
Royalty - 8-9%; Ad. - 0.6%
Earnings Claims Statement: Yes
Term of Contract (Years): 5/5
Avg. # Of Employees: 3 FT, 0 PT
Passive Ownership: Not Allowed
Encourage Conversions: Yes
Area Develop. Agreements: No
Sub-Franchising Contracts: No
Expand In Territory: Yes
Space Needs: 1,000-1,200 SF

SUPPORT & TRAINING:

Financial Assistance Provided: No
Site Selection Assistance: Yes
Lease Negotiation Assistance: Yes
Co-Operative Advertising: Yes
Franchisee Assoc./Member: No
Size Of Corporate Staff: 200
On-Going Support: A,,C,D,E,,G,H,I
Training: 2 Weeks Oklahoma City, OK;
1 Week Certified Training Office (In Field)

SPECIFIC EXPANSION PLANS:

US: All United States
Canada: All Except Quebec
Overseas: South Africa and Australia

