



# FRANCHISE APPLICATION PROCESS



## APPLICATION PROCESS

To be considered as a Franchisee you will need to be formally approved by the Franchisor. Please see the application process outlined below:

- STEP 1:** Complete pre-approval questionnaire online under franchising section to be reviewed by the Franchisor and if we are proceeding with you as an applicant you will receive our application pack.
- STEP 2:** Completion and submission of Franchise Application Form and notification of outcome by Franchisor.
- STEP 3:** Setup of Franchisee approval interview and notification of outcome.
- STEP 4:** Site selection and confirmation of site availability.
- STEP 5:** A deposit of R15 000 is payable upon a site being confirmed (applicable to new salons only).
- STEP 6:** Signing of lease and franchise agreements.
- STEP 7:** Balance of remainder of deposit due upon site being confirmed (applicable to new salons only).
- STEP 8:** Invoice and payment.
- STEP 9:** Franchisee induction and in-salon training.
- STEP 10:** Salon build and opening.

## DO YOU HAVE WHAT IT TAKES TO BECOME A FRANCHISEE?

- Do you have retail or experience in the sales environment?
- Are you currently self-employed?
- Will you be devoting at least 70% of your day in salon?
- Do you have a beauty, marketing or business qualification?
- Do you love engaging with people on a daily basis?
- Are you a hands-on person that navigates easily through challenges?
- Do you believe in the brand and will you be able to market the business concept, services and products effectively?
- Are you willing to train for approximately 2 weeks in salon?

## CONTACT US

Contact Person    Aleasha Palin  
 Toll Free            0861 11 22 22  
 Website              www.imbaliebeauty.co.za  
 Email                  application@imbaliebeauty.co.za

## QUICK FACTS

FRANCHISE AGREEMENT TERMS	
Management services fee%	5% of turnover
Marketing fee %	3% of turnover
Initial agreement term	5 Years
Renewal term	5 Years
TIME FRAMES	
Application - Formal approval	7 business days
Relevant training	2 weeks
Formal approval - Opening	3 - 6 months
<i>PLEASE NOTE: Time frames given are only a guideline and are subject to change.</i>	

## TURNKEY SOLUTION

YOUR INVESTMENT INCLUDES:	YOUR INVESTMENT EXCLUDES:
✔ The right to use and operate under the brand;	✘ Working capital;
✔ Assistance with site selection and evaluation;	✘ Hair removal and skin rejuvenation technology;
✔ Assistance with lease negotiations and the conclusion of the Franchise Agreement;	✘ Rental deposit payable to the landlord;
✔ Design and set-up of your standard salon;	✘ Air-conditioning;
✔ Initial stock;	✘ Fire protection (Smoke detection, fire sprinklers);
✔ Initial training for the owner and staff to be employed; and	✘ External signage; and
✔ Initial pre-opening /launch assistance.	✘ Generator.