

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	Cathy van Vuuren
Toll Free	0861 11 22 22
Website	www.imbaliebeauty.co.za
Email	cathy@imbaliebeauty.co.za

QUICK FACTS

FRANCHISE AGREEMENT TERMS

Up to and including turnover of R150 000.00 a fee of 6% is payable as follows:

Management services fee%	3% of turnover (excluding VAT)
Marketing fee %	3% of turnover (excluding VAT)

From turnover of R150 001 the following fixed fees are payable:

Management services fee	R4500 (excluding VAT)
Marketing fee	R4500 (excluding VAT)

These fees increase every 12 months by 6%.

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

PLEASE NOTE: Time frames given are only a guideline and are subject to change.

TURNKEY SOLUTION

YOUR INVESTMENT INCLUDES:

- ✔ The right to use and operate under the brand;
- ✔ Assistance with site selection and evaluation;
- ✔ Assistance with lease negotiations and the conclusion of the Franchise Agreement;
- ✔ Design and set-up of your standard salon;
- ✔ Initial stock;
- ✔ Initial training for the owner and staff to be employed; and
- ✔ Initial pre-opening /launch assistance.

YOUR INVESTMENT EXCLUDES:

- ✘ Working capital;
- ✘ Hair removal and skin rejuvenation technology;
- ✘ Rental deposit payable to the landlord;
- ✘ Air-conditioning;
- ✘ Fire protection (Smoke detection, fire sprinklers);
- ✘ External signage; and
- ✘ Generator.