



## Unit Franchisee Monthly Income

YOUR MONTHLY REVENUE	FP1 \$1,000	FP5 \$5,000	FP20 \$20,000
MANAGEMENT (11%)	(\$110)	(\$550)	(\$2,200)
ROYALTY (5%)	(\$50)	(\$250)	(\$1,000)
INSURANCE* (4%)	(\$40)	(\$200)	(\$800)
FINANCING	(\$302)	(\$356)	(\$906)
<b>YOUR GROSS MONTHLY INCOME</b>	<b>\$498</b>	<b>\$3,644</b>	<b>\$15,094</b>
INITIAL CASH	\$2,200	\$12,100	\$42,350

\* Does not include workman's compensation, as that varies from state to state.

## Unit Franchisee Package Options

GROSS MO. REVENUE	TOTAL INVESTMENT	DOWN PAYMENT	12 PAYMENTS	24 PAYMENTS	DIS-COUNT, FULL CASH PAYMENT
FP1 (\$1,000)	\$8,250	\$2,200	\$555	\$302	\$413
FP2 (\$2,000)	\$11,000	\$4,620	\$585	\$319	\$550
FP3 (\$3,000)	\$14,025	\$8,800	\$479	\$261	\$701
FP5 (\$5,000)	\$19,250	\$12,100	\$656	\$357	\$963
FP7 (\$7,000)	\$25,025	\$18,700	\$580	\$316	\$1,251
FP10 (\$10,000)	\$33,000	\$23,100	\$908	\$494	\$1,650
FP15 (\$15,000)	\$45,375	\$31,762	\$1,248	\$680	\$2,269
FP20 (\$20,000)	\$61,500	\$42,350	\$1,664	\$906	\$3,075



PROFESSIONAL

COMMERCIAL

CLEANING

SERVICES

# Prosperity

**HEITS Building Services is ranked the 41st fastest growing franchise in the country.\***

**Our proven approach towards delivering professional cleaning services to the commercial market provides the pathway to individual franchisee success.**

\* Franchising Times, 55 Fastest Growing Franchisees, 2007

This illustrates a franchisee's net monthly revenue after typical fixed fees and expenses and before variable operating expenses. Variable operating costs will vary between franchisees and Franchise Packages.

The chart assumes you elect to finance the balance of your franchise fee and purchase liability insurance through Heits.

The amount of your variable operating expenses will vary based on how you choose to operate your franchise and other market conditions. The figures above are calculated using information that has been disclosed in our Franchise Disclosure Document (FDD).

The chart shows that the potential net monthly revenue available to cover your variable operating expenses and to recoup your initial investment.

The chart assumes that Heits has provided you with all the janitorial accounts necessary to meet the total monthly revenues associated with your Franchise Package.

NOTE: As explained in our FDD, the monthly dollar volume of the Franchise Package you purchase should not be considered as the actual or potential income or profit you will realize. Your actual or potential income or profit will depend on numerous factors, including how well you operate your franchise.

**The Commercial Cleaning Industry is vibrant, even in difficult economic times.** There is always a need for businesses and public places to be cleaned.

Owning your own cleaning business puts you in control of your success. Provide great service with a smile, and your customer list will grow rapidly.

The customer list is unlimited! Almost every business you drive by is a potential customer.

- General offices
- Medical facilities
- Health clubs
- Churches
- Auto dealerships
- Restaurants
- Movie theaters
- Schools
- Retail stores
- Day care centers
- Realtors
- Construction sites

**We train you to perform special services and intensive cleaning treatments that provide higher profit margins:**

- Tile and Grout intensive / restoration
- Floor restoration
- Painting
- Power-washing
- Exterior windows



# Success

# Freedom

**Work as little or as much as you want.**

**Financing is available. In as little as 90 days\*\* you can pay off your initial investment and be on your way to a monthly gross income of over \$15,000.**

All you do is service the customer. We provide the active customer base, training, cleaning products, equipment, insurance, and advice.

\*\* HEITS Franchise Plan 20

**Franchise packages start at an initial investment of \$2,200.**

**Your guaranteed monthly income can range from \$1,000 to \$20,000.**

To assure your success, we provide:

- Comprehensive Training Program
- Certified Support
- Initial Customer Base
- Start-up Equipment
- Start-up Supplies



# Independence