



ALL FRANCHISEES are looking for a solid return on their investment. These five franchises offer particularly good returns.



1 Planet Fitness

Initial investment: \$672,600-\$1,658,000

Planet Fitness is so vehement about its target customers—casual exercisers—that it has a “lunk alarm” for people who drop weights, grunt loudly or otherwise display bad gym etiquette. While this may alienate some potential customers, it appears to be drawing many others. The fast-growing, low-cost, 24-hour fitness concept operates 600 units and yields good profits. Operating income for the typical franchisee is about 31 percent of revenues, according to the company’s recent disclosure documents.



2 Auntie Anne’s

Initial investment: \$201,375-\$374,600

Soft pretzels are a surprisingly good business. Auntie Anne’s, the pretzel maker founded by Anne and Jonas Beiler in a farmers’ market in 1988, has become a fixture in malls worldwide with 1,300 units. Based on the company’s most recent disclosure documents, franchisees can make back their money in about two to three years, with the average franchisee generating operating income of \$121,717.72 on sales of \$516,409.

3 Palm Beach Tan

Initial investment: \$554,725-\$821,375

Americans love their tans. Thanks to a combination of drop-in business and memberships, Palm Beach Tan franchisees can profit from this love. It does take time, however. First-year franchisees of the business, which offers both spray tanning and tanning booths, typically post \$350,000 in revenue. By year seven, a franchisee’s business averages \$644,595 in sales. For the brand’s company stores, earnings before interest, taxes, depreciation and amortization average nearly 40 percent—a good sign.



PALM BEACH TAN

4 Sotheby’s International Realty

Initial investment: \$194,050-\$619,500

Franchisees of this luxury real estate chain can get up to half of their 6 percent royalty payments back if they meet certain sales goals. The rebate can be substantial. Operators making \$3.2 million in revenue get 1 percent returned; those exceeding \$29.3 million get 3 percent. That’s at least \$879,000 in additional profit.

Sotheby’s
INTERNATIONAL REALTY

5 Christian Brothers Automotive

Initial investment: \$362,600-\$419,600

Christian Brothers is a lifestyle franchise that requires franchisees to close on weekends and stay open only until 6 p.m. on weekdays. It’s also a faith-based organization with the motto “Love your neighbor as yourself,” making it the Chick-fil-A of the auto repair business. Franchisees split profits with the franchisor, but only after they collect an initial \$60,000 salary. This enables some of its operators to take home an additional \$120,000 or more.



Christian Brothers



This is a franchise where nice guys finish first.

8,000 people turn 65 every day in the U.S.*

Success is measured by whom you have helped. Senior Helpers assists families by providing in-home caregivers to allow seniors to stay in their homes for an extended period. We train franchise owners to manage their territories, step by step, in everything from staffing to promotions. Our many programs include the Senior Games® program, which educates our caregivers and families about the care necessary for Alzheimer’s/dementia patients. This is an avenue to the growing population affected by this condition.

This is an expanding business.

Between 2010 and 2050, 88.5 million seniors will reach 65 while those turning 65 will total 19 million.** Finding these people care is not just a business opportunity, it’s a necessity. Learn more about building a business on doing good; go to www.seniorhelpers.com/ty.

*Source: AARP.org
**Source: Alzheimer’s Foundation of America



www.seniorhelpers.com/ty
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