

# The UK's No.1 Dry Carpet, Upholstery & Hard Floor Cleaners



#### Welcome to Zerodrytime.

Established in 2006 as a commercial cleaning company, we quickly realised that we needed to be different and offer unique services that domestic and commercial clients demanded.

Zerodrytime evolved to what we have now; a unique franchise that offers unparalleled services with great earning potential for our franchisees.

When you join Zerodrytime, you are assured the highest standard of training and ongoing business support, backed by a team with a long and successful history in professional cleaning and franchise development.

Our unique systems and processes, together with our own products make us industry leaders in today's domestic and commercial cleaning markets.



60+ Franchisees 70+ Vans

15+ Years Trading Global Locations

# Your New Life Starts Here

Don't be confused. Dry carpet, upholstery and hard floor cleaning may not be what you think. New technology and products have changed the way we work forever.

Gone are the days spending hours on your knees, back scrubbing and carrying dirty water. The Zerodrytime system will enable you to give people what they want...

"dry carpets, clean floors or upholstery, ready for immediate use... with no fuss."

Ask yourself, would you like to change your life for you and your family?

This is an opportunity for you to make that happen. We are looking for individuals who want to make a change in their lives, who can follow the plan working with us to achieve your goals.

Zerodrytime Your next move...



Some of our commercial clients in the UK

















### The market place

The UK has in excess of 26 million households and 1.5 million businesses that require their premises cleaned. Meaning that behind every door there is a potential new customer for you. Zerodrytime has developed a business model that focuses on growth with staying power that helps you and your new business.

26 million households

1.5 million businesses



## Zerodrytime - the perfect solution...

Zerodrytime franchisees come from all walks of life with different experiences.



# 1 franchise - 5 services











#### **Zerodrytime – One complete business solution**

Businesses demand a high class service from their partners, along with an attractive rate and hassle free offer which will in turn save on their most valuable commodity – time!

At Zerodrytime, we are committed to being seen as the front runners in the domestic and commercial cleaning industry, and experts in offering a tailored services to meet our customers needs. Time saved in any business is a success, and by saving our customers time and money, you will be building a loyal customer base that will ensure future work and referrals. All these qualities help you to achieve the ultimate goal of owning a highly lucrative cleaning business.

#### **Cleaning System**

Our cleaning system and products have been refined and developed over the years. We have developed the process down to the smallest detail, allowing you to get on with running and growing your business.

Our tried and tested systems bring you the most simple and easy to use, cleaning system available today.

**Meet some of our Zerodrytime family** 

#### **Leather Restoration**

Restoring or recolouring customers' existing leather upholstery costs significantly less than buying a new suite, and leaves a surface essentially the same as the original factory finish, giving your customers many more years of use.

Our specialist techniques means we can clean and restore leather upholstery in customers' own homes or at work, saving them the expense, time and inconvenience of being without their furniture.

Leather services include:

- Professional cleaning
- Colour restoration and colour match
- Pet damage restoration
- Vehicle leather restoration



#### **Franchisee Training and Support**

Zerodrytime's extensive training programme will enable you to fully understand the practical aspects of your role so you can effectively run your business. We offer:

- 2 day 'Kick Start' Programme
- 2 week course with classroom and customer facing training
- 3 days specialist leather cleaning and restoration course
- Real time job shadowing
- Marketing materials
- Access to our E-learning portal with "How to" video tutorials
- Continued back office support from qualified professionals

#### Once your training has been completed and you're ready to go, we will provide:

- Pat tested machines ready to use
- Fully equipped stock and products
- Uniform
- Van signage
- Tools

- Marketing materials
- Dedicated microsites with upload / review system
- Online store with secure payment gateway
- Zerodrytime Portal over 150 help videos
- Franchise forum access
- An exclusive territory
- A full ready to use business package



#### **Equipment**

State of the art machinery has been selected, not only for their cleaning capabilities, but also because of their ease of use, ensuring our franchisees have the most effective tools to complete the job. We are always striving to source the right equipment and products for you, in order to stay ahead of the competition and keep up to date with market trends.

You will be supplied with every machine needed to clean both domestic and commercial environments from carpets, upholstery, leather restoration, recolouring to hard and wooden floors.

The machines allow you to clean anything in any environment, turning you into a perfect solution for your customers needs. In effect making you a 'One Stop Shop"

#### **Cleaning Products**

At Zerodrytime, we have developed our own unique range of environmentally-friendly products that have been tested to industry standards. Our super-concentrated solutions have been designed to make your job easier and more cost effective to yourself.



#### **Business Administration**

Zerodrytime offer you full back-office administration support, including:

- Business email
- Database to hold all your customer details
- Business templates
- Online invoicing system
- Full telephone answering service with integrated diary system (if required)
- Customer payment system (if required)

#### **Insurance**

Zerodrytime offers a comprehensive insurance package with a leading UK insurance broker providing you with full cover from day 1. Cover includes your machines, public and personal liability, giving you peace of mind to confidently run your business.



#### **Marketing**

We offer a wide range of supporting material to assist franchisees with marketing strategies, including bespoke flyer design and business cards. Our marketing team are always on hand to provide you with dedicated help and support if required. On top of this, we provide you with your own web page, service-specific landing pages with Google Ads support and optimisation for your local area. Sites include your social media channels, and we will ensure you appear high on the list of internet searches by customers.



We have invested in technology to support you along the way. Our dedicated Zerodrytime app gives you instant access to hundreds of videos and support information, all available from your phone.







#### **Franchise Role**

The cleaning industry is big business and Zerodrytime are operating in a sector that is worth billions of pounds. There will always be specialist jobs required, and an income to be made by doing them.

During the COVID pandemic, we have been very fortunate to be a part of the cleaning industry and allowed to continue working.

A Zerodrytime franchisee owns and runs their own mobile cleaning company. No two days are the same, and that's something that Zerodrytime franchisees say they love!

At Zerodrytime, we believe the more effort you put in, the higher the rewards will be. The earning potential is unlimited, and it's up to you how successful you want to be to grow your business in your assigned location.

As you start to experience business growth, you may need to bring your own team of operators on board to meet with customer demands, enabling you to expand your business.

Some franchisees have run their business for over 10 years – even bringing their family on board to support their growth. Others have expanded to manage multiple territories with several vans, and employees managing the extra routes. Whatever your vision, Zerodrytime are here to help you to achieve it.



#### **Earning Potential**

Taking control of your life and your future is what Zerodrytime can do for you. Your potential weekly earning can be in excess of £1,500 by working and following our tried and tested systems.

#### **Meet Chris Cox - Dudley Franchise**

(Figures are from a standing start since becoming a franchisee)

#### Year 1 - Aug 2016 - July 2017

Total jobs	402
Total revenue	£58,567.00
Average price per job	£145.68
Running costs / advertising / insurance etc	£12,240.00
Gross profit	£46,327.00

**Chris Cox** *Dudley* 

**Ex Car Repair Manager** 

#### Year 2 - Aug 2017 - July 2018

Total jobs	438
Total revenue	£66,152.00
Average price per job	£151.03
Running costs / advertising / insurance etc	£11,480.00
Gross profit	£54,645.00

#### Year 3 - Aug 2018 - July 2019

Total jobs	482
Total revenue	£70,562.00
Average price per job	£155.00
Running costs / advertising / insurance etc	£11,930.00
Gross profit	£58,632.00

#### Year 4 - Aug 2019 - July 2020

Total jobs	490
Total revenue	£ 73,740.00
Average price per job	£158.00
Running costs / advertising / insurance etc	£13,900.00
Gross profit	£59,840.00

#### Year 5 - Aug 2020 - July 2021

Total jobs	404
Total revenue	£61,550.00
Average price per job	£146.00
Running costs / advertising / insurance etc	£11,750.00
Gross profit	£49,800.00

#### Investment

#### **Key highlights:**

Domestic and commercial markets to service
Amazing earning potential and the ability to run multiple vans
Build a residual customer base
Be part of a national network
Industry-leading training and support
Man in a van opportunity or management roles – you choose
Earning potentials of over £1,500 per week
A unique franchise built to help you succeed



### A Zerodrytime franchise is £24,950 + vat\* Finance and leasing options available

\* Franchise fee includes all equipment, machines and full training

#### The fees include:

- Dedicated area for you to market, covering domestic and commercial customers
- 9 professional machines the right tools for the right job
- Extensive training on all products
- Access to video and information on our e-learning portal
- Bespoke products starter pack (includes everything to start and operate your new business)
- Marketing pack, workwear including shirts and jacket. Van decals and signage.
- Advertising pack, business cards, leaflets, brochures and all bespoke material
- Dedicated landing pages with review system

#### **Flat Monthly Management Fee**

#### The fees include:

- Day to day, ongoing support
- Dedicated 0800 number
- Web enquiries and web maintenance
- Mentoring programme
- Digital online marketing

Why not take the first step in becoming a Zerodrytime franchisee? Come and visit us in Newcastle for a discovery day.

"Your new life starts here"



# **Zerodrytime family**



### **Zerodrytime AGM annual awards**





# Training complete and welcoming our new franchisee to the Zerodrytime team



