



# JIM'S BUILDING INSPECTIONS INFORMATION KIT





# INFORMATION KIT



BEFORE YOU BUY

BEFORE YOU BUILD

## CONTENTS

<b>WHAT WE DO</b>	<b>5</b>
<b>HOW IT WORKS</b>	<b>7</b>
<b>BEYOND BUILDING</b>	<b>9</b>
<b>OUR IPAD APPLICATION</b>	<b>11</b>
<b>PRE-REQUISITES</b>	<b>13</b>
<b>YOUR INVESTMENT</b>	<b>15</b>
<b>WHAT NEXT?</b>	<b>17</b>
<b>FAQ</b>	<b>19</b>

## BUILD A NEW BUSINESS

Jim's Building Inspections offers you the best opportunity to combine your knowledge as a qualified and experienced builder with Australia's most recognised and successful franchise brand to build a business that offers you independence, flexibility, financial reward and all the support you need to succeed.

### » **Be your own boss**

Decide where and when you want to work

### » **Business in a Box**

A complete system with resources, training, support and our industry leading iPad application

### » **Guaranteed work availability**

We guarantee you that at least \$1,500pw of work is available each week

# WHAT WE DO

**Jim's Building Inspections**

**BEFORE YOU BUY  
BEFORE YOU BUILD**

**Jim's Building Inspections**

**BEFORE YOU BUY  
BEFORE YOU BUILD**

**Jim's Interior Design**

**Jim's Professional Painting**

**Jim's Removals Australia**

**Jim's Paving**

**Jim's Window Tinting**

**Jim's Fencing**

**Jim's Pressure Cleaning**

**Jim's Dog Wash**

**Jim's Building Maintenance**

**Jim's Window Cleaning**

**Jim's Bath Resurfacing**

**Jim's Traffic Control**

**Jim's Finance Professionals**

**Jim's Cleaning Group**

**Jim's Electrical**  
Call 131 546

**Jim's Pest Control**

**Jim's Skip Bins**

**Jim's Tree & Stump Removal**

**Jim's ASBESTOS Removal**

**Jim's Plumbing.net.au**  
1300 133 509

**Jim's ASBESTOS Removal**

**Jim's Conveyancing**

**Jim's Relocations**

**Jim's Glass**

**Jim's Heating & Cooling**

**Jim's Roofing Services**



# WHAT WE DO



Jim's Building Inspections provides the opportunity to become a building inspector with arguably Australia's most well-known franchise brand.

A building inspector carries out inspections for all types of buildings including commercial and residential buildings. Inspectors investigate and report on the condition of buildings, identifying defects.

Our motto is...

***Before You Buy.  
Before You Build.***

It's our guarantee against missed or overlooked defects.

**We pride ourselves on service that has:**

- » No fine print
- » No jargon
- » No delays

**The types of services franchisees offer vary based on their individual skills & experience. These may include:**

### **General building services**

- » Pre-purchase building inspections
- » Pre-purchase termite & building inspections
- » Pre-sale & vendor reports
- » Renovation reports
- » Quotations & project management
- » Invasive inspections
- » Asbestos inspections and workplace registers and management plans
- » Asbestos clearance certificates
- » Mould Sampling
- » Energy efficiency reports
- » Playground equipment
- » Insurance reporting
- » Property condition reports
- » Property safety reporting
- » Methamphetamine Sampling

### **New construction reports & services**

- » Documentation review & preparation
- » Construction stage inspections
  - » Base / slab
  - » Frame
  - » Lock up
  - » Handover
- » Dilapidation reports
- » Owner Builder defect reports

### **Investment, commercial & industrial reports and services**

- » Essential maintenance & safety reports
- » Industry specific building reports (child care, aged care & health facilities)
- » Preventative & remedial maintenance plans
- » Disability access planning & reporting
- » Vacancy & condition reporting
- » Depreciation schedules
- » Strata sinking reports

Most importantly you are not restricted to the residential pre-purchase market. You may deliver any inspection service for which you are licensed and insured. Your clients may range from individuals through to government departments, body corporates, public and commercial enterprises and property managers.

**“Work close to home”**

**hockingstuart**



**sold**

Indulge in first class family entertaining

**Auction** **Saturday 20th May - 1:30pm**

131 546  
jims.net



# HOW IT WORKS



Franchisees are granted a territory close to home. This territory is a base to build your business from but you are not confined by its borders. You will receive leads from the Jim's call centre and a dedicated regional franchisor, your business coach, assists you to identify opportunities in your local area. Franchisors and Franchisees are supported by a dedicated Divisional Franchisor who has developed the business model, your industry leading software application, all resources and templates and who aids you to build the brand nationally.

## FRANCHISEES

### Franchisees are responsible for:

- » Generating local business
- » Face-to-face contact with potential referrers like real estate agents, conveyancers, solicitors and finance providers
- » Networking with other Jim's services and industry stakeholders
- » Events and activities that raise your profile locally
- » Respond to leads within 2 hours (most franchisees respond within minutes)
- » Manage your own schedule
- » Deliver inspection services, prepare & send your reports
- » Invoice & receive payments from your own clients
- » Prepare & send your reports
- » Actively participate in training and divisional activities like meetings, professional development and conferences
- » Ensure you comply with contract terms

## REGIONAL FRANCHISOR

### Regional Franchisors support franchisees. They:

- » Arrange your initial, intensive, industry leading training from Jim's Headquarters in Melbourne
- » In-the-field coaching & online reviews of your draft reports during the first months
- » Regular franchisee meetings including networking, peer support, professional development
- » Newsletter & dedicated social media initiatives with industry updates & developments
- » One-on-one business reviews & monthly proactive calls
- » On-call service: technical support

### Franchisor's also:

- » Invoice your fixed monthly management & variable lead fees
- » Ensure compliance with contracts
- » Managing customer complaints



***“Joining Jim’s Building Inspections reinvigorates your career”***

# BEYOND BUILDING



BEFORE YOU BUY  
BEFORE YOU BUILD

Joining the Jim's Building Inspection Division gives you the opportunity to reinvigorate your career.

When you join you will participate in an intensive training program at Jim's Headquarters in Melbourne.

### Training includes:

- » Joining the Jim's group
- » Standards, Legislation & Regulations
- » Customer service & communications
- » Jim's reporting – our unique iPad software
- » Small business management
- » Report writing
- » Sales & marketing

Your franchisor provides an additional month of intensive support and training including undertaking inspections with you and reviewing your reports.

## ONGOING PROFESSIONAL DEVELOPMENT

Each year you will be required to accrue development points and attend compulsory events like the National Conference to ensure your skills and knowledge are maintained.

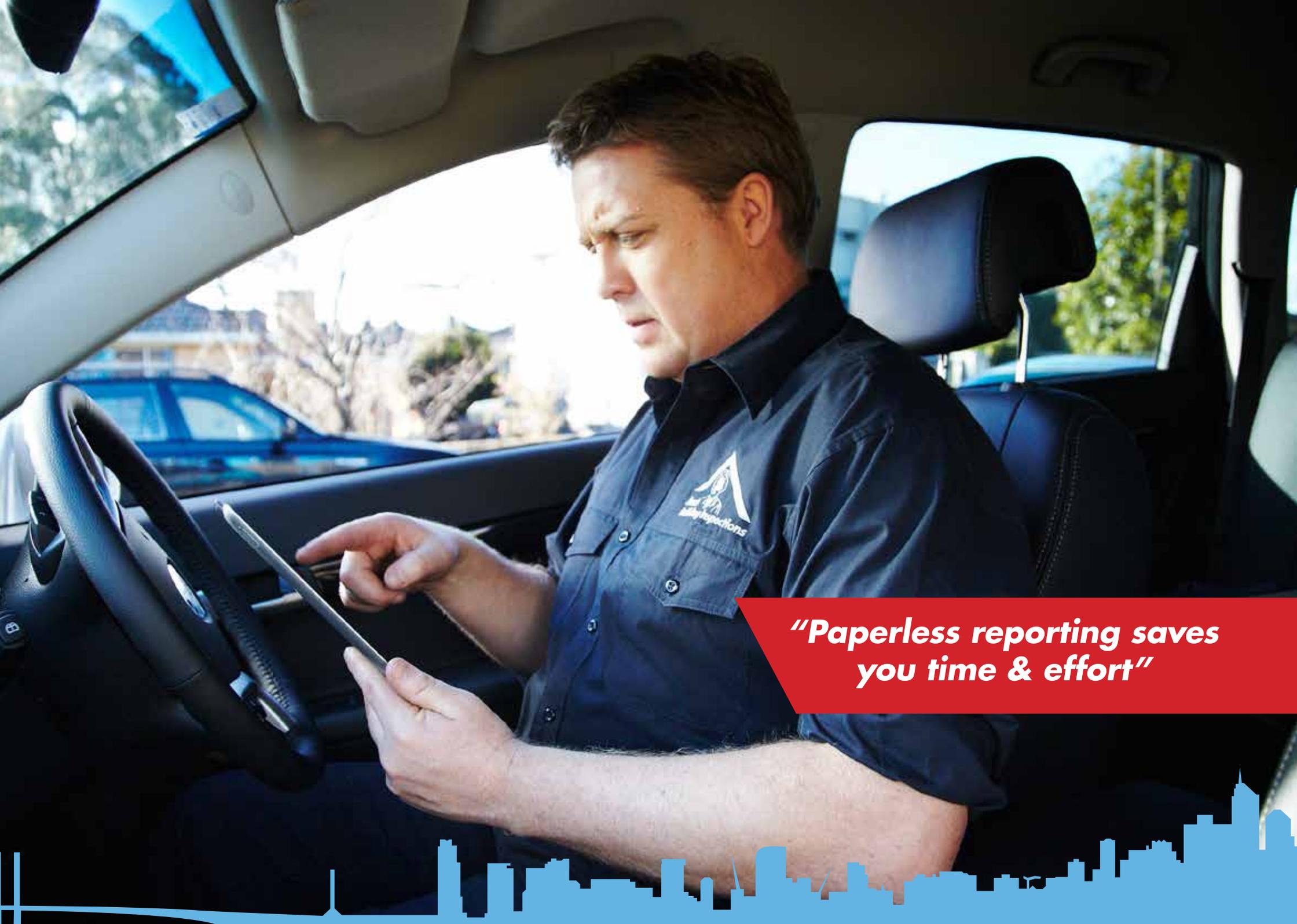
The additional training we will provide widens the range of services you can offer.

### You can also pursue recognised qualifications including:

- » Certificate IV in Building & Construction
- » Diploma of Building Surveying
- » Diploma of Building and Construction (Building)
- » Certificate IV in Energy Efficiency



NEW ZEALAND QUALIFICATIONS AUTHORITY  
MANA TOHU MĀTAURANGA O AOTEAROA



***“Paperless reporting saves  
you time & effort”***



# OUR iPad APPLICATION



**BEFORE YOU BUY  
BEFORE YOU BUILD**

**Included in your franchise purchase is a latest edition iPad and industry leading customised software for all of your inspection reporting and business management:**

- » Complete your reports using checklists & templates at the job site
- » Sync to your home PC/laptop for future reference
- » Email the clients directly for same day reporting
- » Client records, scheduling, invoicing & expenses tracking are all managed directly from your iPad
- » Easily send your financials to your bookkeeper for management
- » Seamless track leads sent to you by Jim's
- » Store all relevant Australian Standards, Building Codes & Legislation for easy reference
- » Business performance reporting
- » Interact with other inspectors via Facebook, Twitter and YouTube



***“Our 2014 Jim’s Building Inspections conference with our 45 franchisees. In 2016 we have over 70!”***



# PRE-REQUISITES



There is a minimum standard of qualifications and experience required to purchase a franchise. These standards ensure quality inspections and that, where state licensing applies, franchisees are eligible.

## QUALITY ASSURANCE

Jim's Building Inspection's has an extensively documented set of Operational and Occupational Health and Safety Procedures.

In addition our training programs and auditing ensures that franchisees are able to implement these practices consistently.

Our Quality Assurance program ensures that we deliver a consistently high quality inspection service that meets the client's expectations.

Purchasing a Jim's Building Inspection franchise is also a commitment to participate in and maintain these standards across the division.

## PRE-REQUISITES

### Hold or be one of the following:

- » Licenced building practitioner Carpentry Licence OR
- » National Certificate in Carpentry OR
- » Diploma in Applied Technology (Building) OR
- » Bachelor of Applied Technology (Building)
- » AND a minimum of 2 years relevant experience

## INSURANCE REQUIREMENTS

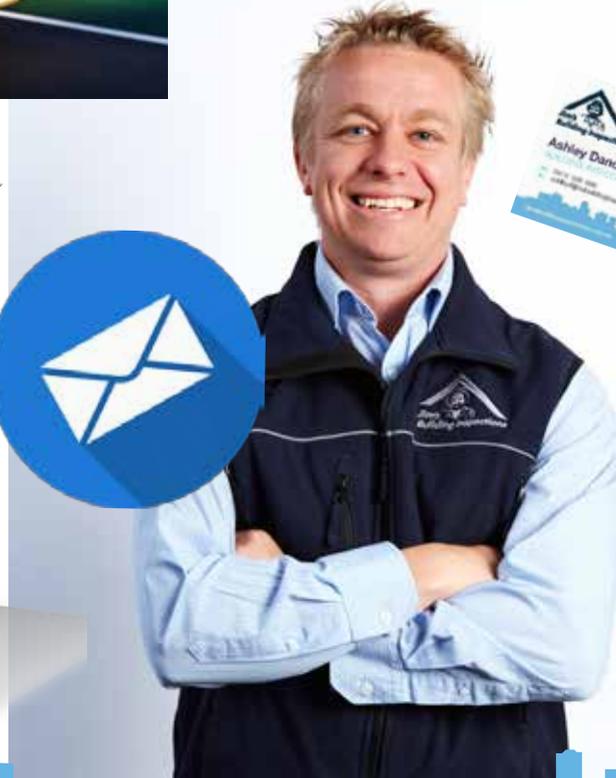
Some services have additional qualification and licensing requirements in order to gain professional indemnity insurance.



# BUSINESS PACK



BEFORE YOU BUY  
BEFORE YOU BUILD



# YOUR INVESTMENT



**BEFORE YOU BUY**

**BEFORE YOU BUILD**

## FRANCHISE TERRITORY PURCHASE

- » Rights to the territory of your choice
- » Rights to the \$1,500pw work guarantee
- » Business name registration
- » Business cards
- » Digital promotional materials
- » Uniforms
- » Vehicle signage
- » Current model iPad, WiFi 3G 64GB & specified accessories
- » Email address
- » Software, templates & resources
- » Training package including all training materials, transfers, accommodation & all meals (ex-airfare if applicable)

## ONGOING FEES

### FIXED MONTHLY MANAGEMENT FEE

- » Regional advertising
- » Franchisor support
- » Access to all updated resources & software
- » Call centre fees
- » Administration
- » Data Back-Up

### Variable Lead Fee

- » Per lead fee which is invoiced monthly

### Additional Items you will also need to consider

- » Approved SUV or dual cab ute in nominated colours, maximum of four years old
- » Minor Equipment – ladder & torch
- » Insurance – you need public liability & professional indemnity insurance
- » Compulsory professional development activities (eg: conference & training attendance)
- » Additional optional inspection equipment, for example, thermal imaging camera
- » Whatever additional investment in local advertising and promotion you may wish to undertake

## PAY FOR WORK GUARANTEE

Your mortgage and other financial commitments don't go away while you are starting a new business.

For your security we guarantee that \$1,500pw of work will be available. This reduces risks and the income lag often experienced in starting a new business.

If your earnings don't reach \$1,500pw, we will top it up, conditional on you undertaking promotional activities in your local area.

## WE DO NOT

- » Take a percentage of your profits, whatever effort you put into building your business is yours to keep
- » Charge you for repeat work from clients we send your way
- » Charge you for clients who are referred by others or who directly approach you
- » Restrict the area you work in as long as you don't advertise in another franchisees territory
- » Treat you like a sub-contractor or an employee – you are a small business owner free to grow your own business and take on employees and vehicles at no extra cost

***“For your security, we offer a pay  
for work guarantee of \$1500pw”***



# ONSPEC PROPOSAL



BEFORE YOU BUY  
BEFORE YOU BUILD



1. The inspector goes to the property and conducts the inspection.



2. They complete the report on the iPad app and upload it to our website.



3. Potential home buyers view and purchase the report online.

***“You will gain access to ongoing support, training  
and the industry leading iPad application”***





***“A limited number of opportunities  
now available Australia wide”***





676  
Mount Richmond  
HOTEL • AUCKLAND

Weddings  
Accommodation  
Bar & Restaurant  
Conferences & Functions  
*"Great food, warm friendly service"*

Hotel  
★★★★  
Sustainable  
Enviro Award  
Silver  
Sustainable  
PoolSide  
RESTAURANT & BAR  
garden bar & restaurant

***"The Mt Richmond Hotel in Mt Wellington,  
Auckland, hosts our training days"***

# WHAT NEXT?



A limited number of opportunities are now available Australia wide.

These opportunities suit people who meet our technical pre-requisites and share our commitment to build the country's industry leading building inspection service.

## You should be:

- » Highly motivated & willing to invest time building & managing your own business
- » Willing to learn new skills
- » Committed to great, responsive customer service
- » Willing to adhere to a proven system
- » Willing to participate in a supportive & fun peer environment
- » An ethical person who is respectful & able to get on well with others

## These opportunities may suit:

- » Existing building inspectors & building inspection companies
- » Builders seeking to diversify their income & even out cash flow
- » Qualified building professionals wanting to work for themselves
- » Qualified tradesmen wanting to move off the tools into a professional role

## INFORMATION & APPLICATIONS

Contact us with any questions and to begin the process of applying for a franchise.

[www.jimsbuildinginspections.com.au](http://www.jimsbuildinginspections.com.au)

Email: [info@jimsbuildinginspections.com.au](mailto:info@jimsbuildinginspections.com.au)

Phone: Paul on 0407 541 052

## FRANCHISE APPLICATION PROCESS

### EXPRESSION OF INTEREST

After reviewing the Information Kit complete an Expression of Interest form. We will check that your technical skills, qualifications and experience meet the pre-requisites.

### INTERVIEW

If the pre-requisites are met, an interview occurs in which we explain the details of the franchise and assess your suitability or likelihood of succeeding as a franchisee.

## WORKSHOPS

### Jim's Group Orientation

Spend three days with the Jim's Group at Foothills, Mooroolbark to complete an obligation free, initial induction and ensure you have a thorough understanding of the expectations and responsibilities before entering a contract.

### Jim's Building Inspections Pre-Franchise

During a workshop with your Franchisor you will complete a pre-franchise planning process which includes intensive orientation to our services, systems and software.

### Try-Out Day

A try-out day may be required where you will accompany an inspector to allow you to gain practical insight into the franchise opportunity and to further assess your suitability.

### OFFER

Based on your application, interview and outcomes of the intensive workshops an offer of a franchise territory or region may be made. Contracts will be provided at this stage.

All offers are conditional on successful completion of our intensive training program.



***“Any work you do to build your business, will directly benefit you”***

# FAQ



**BEFORE YOU BUY**  
**BEFORE YOU BUILD**

## How does the territory work?

You purchase the rights to a territory in which you work and market yourself. However, you are not restricted to this territory. Our franchise system allows and encourages you to take leads from all areas providing it doesn't infringe on someone else's territory. This allows you to maximise your opportunities.

## What is the pay for work guarantee?

If your income is less than \$1,500pw averaged over a month, your franchisor will make up the difference giving you certainty as you start your new business. To receive the work availability guarantee, you will need to be willing to undertake local promotional opportunities, which helps build your business.

This guarantees you \$1,500pw of income.

However, even new franchisees rarely need to claim the pay for work guarantee.

## What are lead fees?

You pay a fixed monthly management fee and a variable lead fee. This is a charge per lead we send you from the national call centre. The lead fee is the same regardless of the value of the service you sell or whether you then keep the customer as a recurring client.

More importantly, any work you get for yourself is 100% yours, it doesn't attract any fees from us.

You can reduce your monthly lead fee as you build your business and find your own clients, reducing the number of leads you take from us over time.

## How much can I earn?

Your commitment and effort will directly relate to your earning capacity. Earnings vary between franchisees. As you are an independent business owner you are responsible for deciding how much time and finance to invest in your business. This generally determines your earning capacity.

You also have the capacity to set your own service prices. We provide you with estimated guide prices that are recommended, you may vary these.

Attached to your information kit is an appendix describing case studies of what other franchisees earn.

## Will my investment grow?

Any work you do to build your business, will benefit you. You might choose to add more vans or employ staff and buy additional territories or become a regional franchisor. And remember, you can resell your business for any price you like.

## What type of vehicle do I have to purchase?

A common identifiable vehicle is a trademark of the Jim's brand. All franchisees must have or purchase an approved SUV or dual cab ute that is at most four years old. The vehicle must be one of a nominated group of colours including navy, white and silver. All vehicles will be signed using a template provided.

## When can I take time off?

As you are your own boss you set your own hours, manage your own schedule, and decide which days to work and where you want to work. Should you wish to have time off either regularly or for holidays, simply update your status online to show when you do/don't want work and we will respond accordingly.

## Can you help with finance?

Jim's Finance Professionals offer a finance broking service, call 0800 11 77 00.

Otherwise contact your usual finance broker service or bank.

## How long does it take to start a franchise?

The time frames vary. The greatest factor is the availability of places on the required training program. Generally the application process for a franchise will vary but is generally up to 4 weeks. Once approved, you should allow up to 10 weeks to complete training and commence trading.



**BEFORE YOU BUY**  
**BEFORE YOU BUILD**



- » **0800 11 77 00**
- » **[jimsbuildinginspections.co.nz](http://jimsbuildinginspections.co.nz)**
- » **[info@jimsbuildinginspections.co.nz](mailto:info@jimsbuildinginspections.co.nz)**