

DISCOVERY GUIDE

*Starting your franchise journey with
SUPPLY POINTe.*



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*Providing logistics, packaging, and shipping services
since 2002.*





Welcome

Thank you for your interest in SUPPLY POINTe.
We're here to guide you through this process from
now till retirement!



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A Little About YOU

We're Seeking Franchisees with a Wealth-Builder mindset



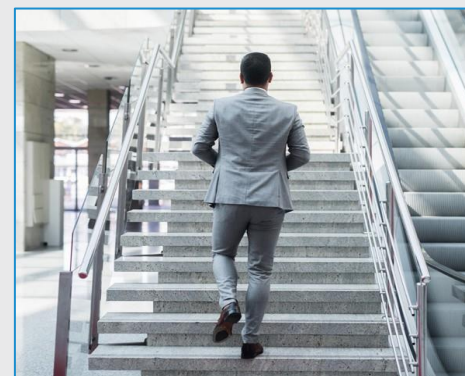
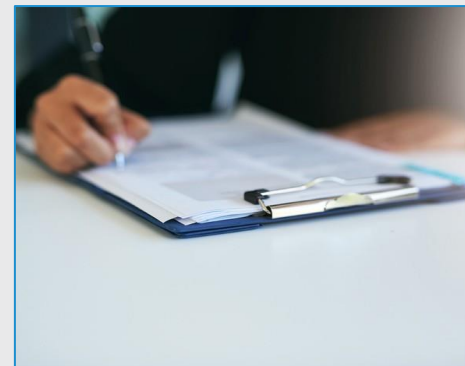
Are you a fit?

GETTING TO KNOW YOU



Building your own business is one of the most exciting and rewarding things you will ever do. That is exactly why motivated entrepreneurs like yourself decide to work with us. You probably have some questions!

- What does the average work day look like?
- How does SUPPLY POINTe work with its franchisees?
- What do I get for my investment?



Do You Know:

- What your personal goals are?
- Why you want to own your own business?
- Why you are interested in franchising?
- What is it about SUPPLY POINTe that interests you?



Franchise Locations Available!

www.americasgreatestfranchises.com

ABOUT SUPPLY POINTe

SUPPLY POINTe Core Values

***Do the Right Thing ~ No Excuses ~ Dream Big ~
Grow or Die ~ Help First***

Our Core Values are at the center of our entire company – our founders, franchisees and staff live by them each and every day.

We Support Industry

America's supply chain is the backbone of basically every industry. Food, chemicals, steel, or agriculture -- it's all about shipping. That means when you join SUPPLY POINTe, you're becoming an integral part of America's economy.

Why You Will Love SUPPLY POINTe

Low overhead

SUPPLY POINTe is a rather unique business model as you need very few (1-2) employees and no need to invest in a storefront. That's a big deal when you're just starting out and revenue hasn't yet begun flowing in. You need every chance to cut overhead. That's exactly what SUPPLY POINTe does. This is **not** a niche business. We are entrenched in the manufacturing and distribution industries. The world depends on manufacturing and distribution to function!

Unique B2B structure

SUPPLY POINTe is a B2B business (business to business) which places it in a unique position among franchises. Our model allows for added stability - your success isn't tied to consumer whims as it would be with a B2C business (business to consumer).

Flexible schedule

This is one of the biggest draws for SUPPLY POINTe. There's nothing more rewarding than feeling the freedom to make time for your family or travel while still giving time to your business. Our franchisees enjoy being able to make their own schedule—and changing it when they need to.

Strategic, Scalable, and More

SUPPLY POINTe can help scale your business as you begin to experience success. We leverage a vast number of strategies to ensure the brand continues to evolve and grow. That is why our leadership is constantly finding new ways to incorporate technologies, vendors, and adding new products and services to sell to industrial America.



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The Transportation and Logistics Industry

Did you know that 5 million **tons** of goods move daily along the country's 140,000-mile rail network, serving industrial, wholesale, and retail sectors? We know that having top-quality transportation partners can make or break a company's bottom line. At SUPPLY POINTe, we aim to be the number one solutions provider for our customer's needs.

A MULTI-TRILLION Dollar Industry

Did you know that the current annual revenue from the U.S. trucking and packaging industries is over \$1 Trillion each? Shipping and logistics have been around for decades, and as you might imagine, it is here to stay. U.S. logistics is nearly a MULTI-Trillion Dollar industry. Logistics services comprise air, rail, road, ocean freight, storage solutions, packaging supplies and so much more.

Areas of transport that **SUPPLY POINTe** services:

- International, domestic and intermodal
- Inbound and outbound coordination
- Shipment tracking
- Customs compliance
- Ocean freight
- Airfreight
- Hazmat cargo
- LTL and FTL shipments
- Van transport
- Flatbed transport
- Temperature-controlled transport
- Warehousing
- Inventory control
- Storage solutions
- Waste removal
- Packaging materials



We also **SUPPLY** businesses with **industrial packaging services** including:

- Wooden pallets
- Lumber
- Plywood
- Shipping crates
- Plastic pallets
- Corrugated boxes
- Gaylord boxes
- Bulk bags
- Steel drums
- IBC totes
- And much more!



A Solution For Every Need

We pride ourselves on being our customers' one-stop-shop to serve any packaging and shipping need.

Do You Know:

- What characteristics you possess to be a successful business owner?
- If you are able to follow the blueprint of a franchise system that is provided for you?
- What separates a good vendor from a bad vendor?
- Why it is beneficial to be able to provide a customer multiple goods and services?





The SUPPLY POINTe Business Model

We drive the heartbeat of the Global Economy.



Ready to join us?

Our Customers' Single SUPPLY POINTe.

The SUPPLY POINTe business model allows the customer to enjoy one point of contact that connects them to multiple vendors that offer numerous products and services they need to help get their goods out the door.

That is why we named our company *SUPPLY POINTe*. We want to be our customer's main point of supply!

One POINTe of contact, multiple services



Since we have been around for many years, we have mastered what it takes to earn a customer's trust. Through our many relationships, we provide one of the very best vendor networks for our customers to tap into.

That continues to grow rapidly day by day.

We pride ourselves on customer service and communication. We treat every customer like they are the most important customer.

That is what we call the **golden package rule**. Treat everyone the way you want to be treated!

Do You Know:

- What customers are looking for in a business partner?
- What will help you become a good business partner?

Why Work With SUPPLY POINTe?



We Love Our
Work From
Home Model.



How about you?

Owning Your Own Business

One of the things people tell us they like most about being a SUPPLY POINTe franchisee is the independence they get. For people who are used to working at another company, it's a totally new experience. While there are some risks, the potential for rewards is huge.

10 reasons why you should consider becoming your own boss as a SUPPLY POINTe Franchise Owner

1. Achieve financial freedom
2. Each work day is exciting and different
3. Have true job security
4. Design your own schedule
5. Create a flexible lifestyle to spend more time doing what you enjoy
6. Build a Legacy Business or an Asset for Retirement
7. Work hard for YOUR business – not someone else's
8. Collaborate with other franchisees to build your business
9. Pursue your interests
10. The opportunity to build an empire!

Here at SUPPLY POINTe we appreciate the unique perspective that each of our franchisees brings to the table.

Everyone has a different reason for working with us. In our experience, understanding those goals can help you achieve lasting success as you forge your new career. Let's talk about it. What are you passionate about?



Design Your Own Workday

The SUPPLY POINTe opportunity gives you the freedom of a business owner with the structure and support of a franchise.

You really get to design your own workday from the ground up, deciding when and where you do business.

The Benefits of a Franchise

Buying a franchise is an absolutely life-changing experience. In general, franchises succeed much more often than their stand-alone business counterparts. There are a ton of reasons for this, but let's explore a couple big ideas.



A structured business model

We created a plan that works. During training, we will show you how to follow the plan after you launch. Receive ongoing support from our staff that are always there to teach and guide you through the ins and outs of our business model.



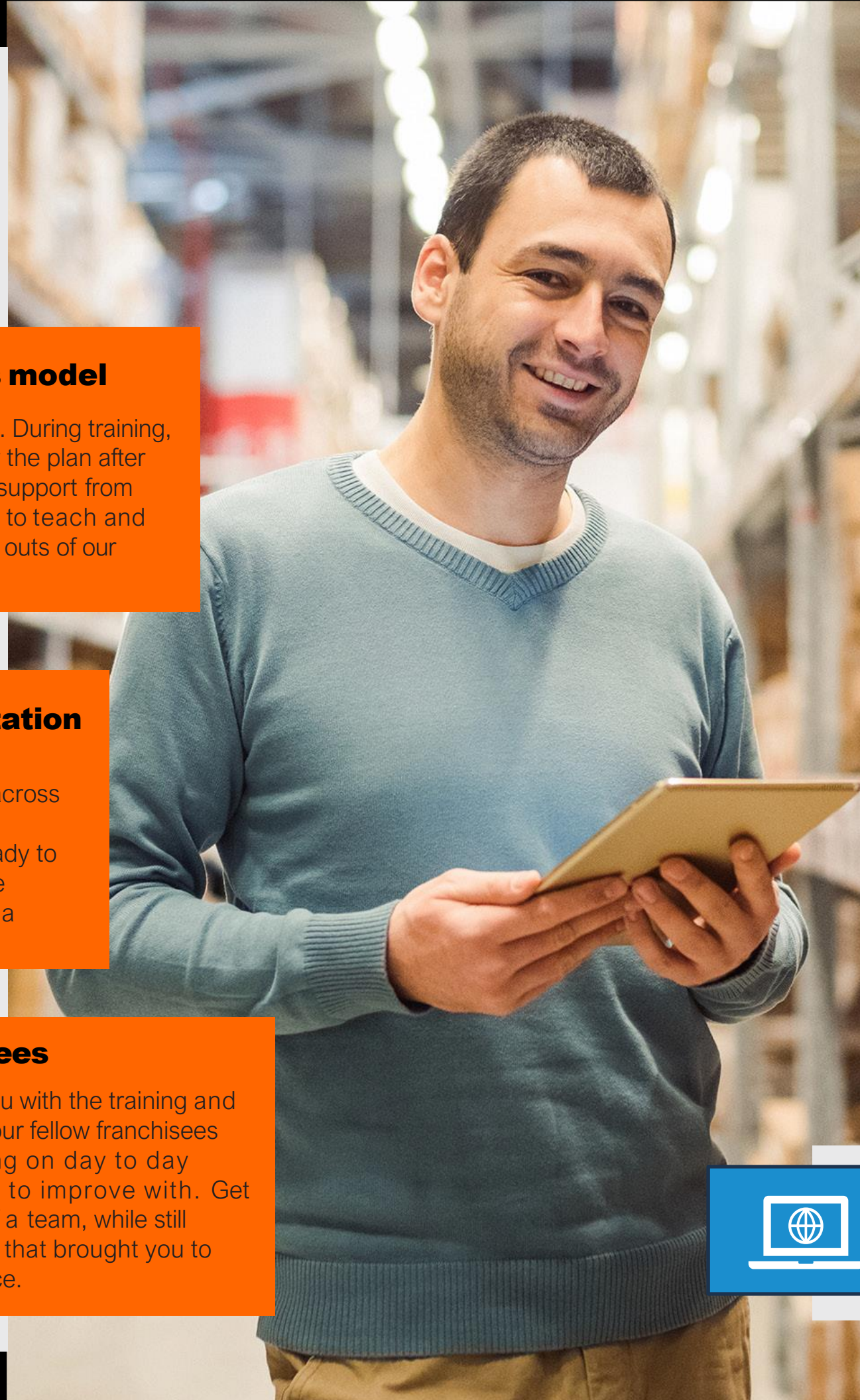
A business with a great reputation

You're not alone! You're part of a chain of SUPPLY POINTe franchises that stretch across the US. That means you have brand recognition, loyalty, and awareness all ready to go. You're buying into a strong and stable brand—which is invaluable when starting a business.



A network of franchisees

While the franchisor will help you with the training and tools you'll need to succeed, your fellow franchisees will help you with collaborating on day to day issues as well as new ideas to improve with. Get the advantage of being part of a team, while still maintaining the independence that brought you to SUPPLY POINTe in the first place.



Become your own boss

Franchising is a great way to become your own boss while minimizing the risk of owning your own business.

After 5 years, 92% of franchised businesses are still in business. Yet, only 18% of stand-alone businesses are still around after 5 years.

Which sounds better to you?



Franchise Locations Available!

www.americasgreatestfranchises.com



FRANCHISOR

RESPONSIBILITIES

It would be ridiculous to think that you have the natural ability or expertise to be efficient and effective at all the aspects of running this business. That's exactly why we have franchisors. Their experience is integral to your growth as a franchisee. The franchisor delivers the entire framework around which the business is built.

The franchise model offers the franchisee the ability to grow under a common brand and share in the benefits of a larger group of business owners. Though each business is independently owned and managed, all franchisees share in the collaborative benefits of the organization through the support and oversight of the franchisor.

Franchising offers a better chance to succeed.

The U.S. Department of Commerce and other authors of statistics concerning franchising have shown that the revenue from franchise establishments accounts for more than one-third of all U.S. retail sales.

Some Benefits of Franchising:

- Group advertising resources not typically available to small, independent business owners
- Owning your own business and making day-to-day decisions yourself, guided by the experience of a successful business enterprise
- The benefit of a recognized and proven brand with trademarks, proprietary information, patents, and/or designs
- Training from successful business operators
- Lower risk of failure and/or loss of investments than if you were to start your own business from scratch
- Being a part of a uniform operation, which means all franchises will share the same interior and exterior physical appearance, the same product, the same service and product quality, and overall customer brand awareness
- Operational support from the franchisor, both before and after launching your business venture, in all areas of the business.
- An opportunity to work within an established business model.

We Support YOU!

As you serve your customers, our responsibility is serving you.

A Day in the Life of a Franchisee



Each day is your own.



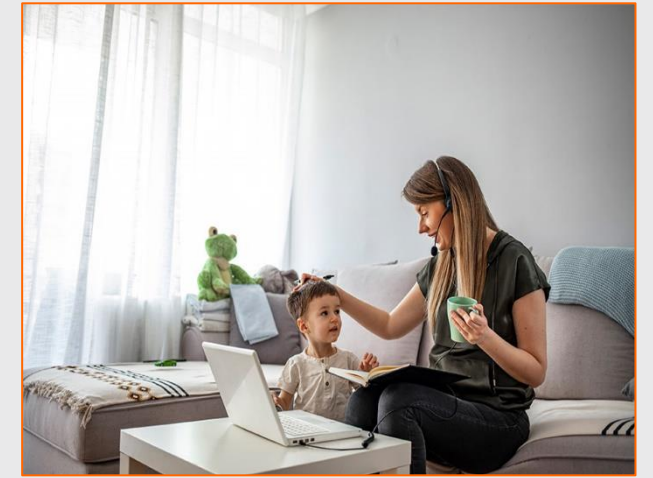
Sound good to you?



The beauty of SUPPLY POINTe is that no day is like any other. We enjoy fast-paced work that allows us to offer supply chain solutions that our customers need to get their product out the door affordably and reliably.

Some days are office days and some days you are in the field. **And guess what...**some days you do both!

There is nothing better than meeting with customers and getting opportunities to provide pricing and closing a deal! To do that, you might need to converse and meet with your vendors, and sometimes you will even go visit with them to collect and provide samples to take to your customer.

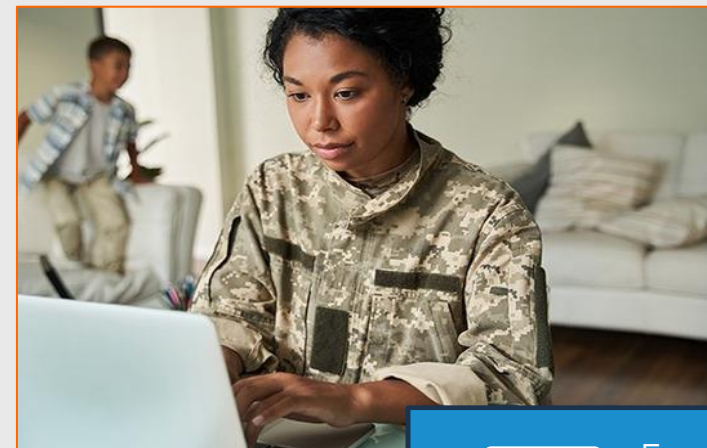


What franchisees love is the opportunity to leverage technology to take your office with you wherever you go.

With your phone and computer close by, you are able to connect your SUPPLY POINTe CRM and business software programs anywhere in the world while you do business!

Do You Know:

- What your ideal business lifestyle looks like?
- If you can achieve that goal at SUPPLY POINTe? Why or why not?



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Your Future With SUPPLY POINTe

A Bright Future
Lies Ahead!



Ready to invest?



Your hard work pays off.

What Do I Get For My Investment?

Earlier today, you were asked, what is your “why?” We want to help you achieve that answer. Our model offers you many opportunities to change your future and possibly your loved ones as well.

Whether it was freedom, money, or status, we feel our model can allow you to achieve your personal goals. Franchising, or owning a business is not for everyone, but if you follow the SUPPLY POINTe system as designed, the potential for your growth is priceless.

Franchise Investment & Fees

Every business venture requires some degree of upfront investment. SUPPLY POINTe offers an affordable entry into business ownership.

Type of Expense	Cost
Franchise fee	\$54,450 - \$145,000
Ready to Launch Program	\$79,900
Royalties	4.5%
National Marketing Fee	Flat Monthly Fee
Working Capital	\$50,000+
Total estimated initial investment	\$187,425 - \$324,250

NEXT STEPS

Do you still have questions about SUPPLY POINTe? Contact us today, we're happy to answer anything that might still be lingering after the Discovery process is completed. As always, we want to be a resource for potential franchisees so they can have the confidence and knowledge that they'll need to succeed. We're here for you. Ready to get started?

What You Can Look Forward To

After signing the Franchise Agreement, you'll be ready to meet your onboarding specialist & prepare for your training and business launch.

Initial Task Items:

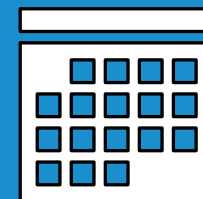
- Financial forecasting plan
- 1, 3, 5-year goals plan
- Business plan
- SUPPLY POINTe system software training and set ups
- Business systems set ups
- Become familiar with your Territory
- Introduction to SUPPLY POINTe Sales Coach
- Introduction to your franchise Business Coach

Once you're ready to launch:

- Bi-weekly status meetings with franchisee team and their SUPPLY POINTe brand relationship manager
- Weekly team mentor meetings with your Sales & Business coach
- Targeted sales and marketing strategy
- Ongoing financial forecasting and review and strategy
- Ongoing team training support
- Mastermind group with other franchisees
- Weekly and monthly status calls

READY TO GET STARTED?

*Reach out to your Consultant to
schedule a call today!*



Secure Your Future With **SUPPLY POINT_e**



SP
SUPPLY POINT_e
STAYING AHEAD OF TOMORROW

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