

Fastest Labs

Franchise Summary

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Category: Alternative Health Care Services

Subcategory: Medical Testing

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Schedule a call with us today, just click here:

<https://calendly.com/morris-shamouni/30min>

Franchise Fee: \$59,500

Royalties: 7%

Cash Investment: \$100,000

Total Investment: \$125,500 - \$164,500

NetWorth: \$400,000

VetFran: No

SBA approved: Yes

Master Franchise / Area Developer Opportunity: No

Founded: 2008

Franchised: 2010

Additional Details

Fastest Labs is the first and only drug, alcohol and DNA testing franchise in the United States that is non-medical and operates as a brick and mortar opportunity. Fastest Labs is already the number one fastest growing drug testing franchise in this industry, with over 200 physical franchise locations and thousands of drug tests conducted each year. We see clients within 5 minutes rather than a typical 1 hour wait at a medical facility. LabFusion, our proprietary drug testing technology, reads and immediately reports a client's drug test results in a confidential portal (rather than 1-3 days) enabling Fastest Labs to be an industry disrupter. We offer a Clean, Fast, and Affordable testing experience with the professionalism and comfort of dealing with a nationally branded entity that is locally owned and operated. Low start-up costs, high margins, 9-5 banker's hours, minimal staffing and square footage requirements, and thorough Franchisee training make a FastestLabs drug testing franchise extremely appealing.

Having started franchising in October 2010, Fastest Labs is now servicing in 35 states. We are a franchise company built by Franchisees, for Franchisees. Our Founders, Dave and LeDona Clafin, have over 28 years of experience as franchise owners of two other service based franchise businesses. They understand what it is like to be a Franchisee from a startup owner operator to a Franchisor. This is a unique strength that few Franchisors have as a skill set.

Fastest Labs has a proven client acquisition system utilizing Zoom Info and Engage CRM. We provide customized proprietary incoming and outgoing sales guides developed in-house and also utilize Scorpion for local digital marketing providing support, customized budget, strategy for SEO, Organic and PPC online marketing to acquire customers. Franchisees are assigned a Scorpion representative and are required to spend \$1,500 per month for their first 12 months of advertising to kick off their digital campaign. Franchisees must pay a total of \$18,000 when they sign the Franchise Agreement. We have relationships with national laboratories such as CRL, Quest, DNA Diagnostics, DNA Solutions, Alere and many more developed by the franchisor. This offers us group buying power that provides a lower cost of goods on high-quality testing kits, branded materials and lab related services necessary for this industry.

Summary:

- First & Only Non-Medical Drug, Alcohol & DNA Testing Franchise in the United States
- No HIPPA requirements. No Medical Director. No medical liability.
- Proprietary & Industry Disruptive Drug Testing Technology & FAST Processes.
- B2B & B2C rapid services that drive recurring revenue and a positive customer experience.
- Simple Business Model with Low Operating Cost . FAST Path to Profitability.
- Small Real Estate Footprint. Minimal overhead. 1-2 Employees. M-F 9-5 banker's hours.
- World-Class Franchisor Systems, Lead Gen Program & National Vendor Partnerships.
- Values-based, Franchisee-focused organization built by experienced Franchisees.
- Rare ~\$100K Brick & Mortar Investment & Scalable Earnings Opportunity.
- High profit margins.

Item 19 Earnings Claims:

- Single Unit Gross Revenue: \$575,975
- Single Unit Adjusted Earnings: \$262,931 (45.65%)
- 37.8% YOY Systemwide Gross Revenue Growth 2022 - 2023
- Average Weekly Tests: 207
- Average Ticket: \$57

Why Fastest Labs:

Nights, Holidays & Weekends Off
Best-In-Class Training
Ongoing World-Class Support
Innovative Technology
High Gross Margins
No Need for Medical Training
No Sales Tax
Low Overhead
Small Office Space Footprint
Low Number of Employees (1-3)
Low-Cost PL & GL Insurance
Small 7% Franchise Royalty

Ideal Franchise Candidate

We are looking for franchise partners who have outgoing personalities, great customer service skills and enjoy sales and marketing. We are a sales a marketing company that happens to do drug testing. Fastest Labs owners are not required to have any medical background, medical license or drug testing experience.

Traits of the Perfect candidate:

Good People Skills
Enjoys Networking
Strong Oral & Written Communicator
Sales & Marketing Background
Ability & Willingness to Sell Services
Driven to Achieve Goals
Customer Service Oriented
Passion for Our Business

AVAILABLE MARKETS

US markets available: See 2 minute drill
HOT Regions/Desirable: See 2 minute drill
NOT Registered In: AK, HI, NY
Canadian Referrals: NO
International Referrals: NO

BACKGROUND

FINANCIAL DETAILS

Franchise Fee: Single: \$59,500
Providing earnings guidance in Item 19 in FDD: YES
Total investment range: \$125,500-\$164,500
Net worth requirement: \$400,000
Royalty: 7%
Additional fees: Brand Fund 2%
Financial assistance available: NO
VetFran program: NO - Vets take \$1500 off initial territory fran fee

SUPPORT & TRAINING PROVIDED

Training and support program details: Fastest Labs® provides 3 weeks of training: 2 weeks of our online university virtual training and 1 week of training at our home office in San Antonio, TX. Training covers all necessary drug testing certifications, one on one sales instruction, internet and marketing strategies and business operations. Prior to arrival, we provide additional online training modules, complete with instruction videos and tutorials that track your progress. Our home office offers ongoing coaching and technical support to help Fast Track the launch of your new business.

On-Going Support

Fastest Labs offers support in all areas of the business including:

Franchise Experience Coordinator's (FEC) - Testing/ Lab questions, Test collection review (upon request)
Onsite visit from home office within 6 months of opening
Phone Support M-F 9-5 CST
Marketing Team
Scorpion SEO and PPC support

Year founded: 2008
Year Franchised: 2010
Number of franchises currently operating: 210
Number of franchise units awarded: 400
Number of corporate owned franchises: 1

Home Based: NO
Semi Absentee ownership available: NO
Accepting Master Franchisor and Area Developer Referrals: NO
Average number of employees required: 1-3
E2 Visa Friendly: NO

Monthly Systemwide NitroBoost webinar with founder/home office team
Annual franchise convention with entire Fastest Labs franchise systems
Circle of Excellence awards for performing Franchisees
Online library of documents and FAQ's
Fastchat - Online chat between Franchisees
Preferred vendor programs: laboratories, MRO services, printed materials, customized apparel, insurance, and marketing materials

Cost for Training: Training is included in the franchise fee

Lodging and airfare included: NO
Site Selection Assistance: YES
Lease Negotiation Assistance: NO

Mentor following training: NO
Length of mentoring Franchisee: N/A

Last updated: 9/5/2025