

College Hunks Hauling Junk & Moving

Franchise Summary

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Category: Cleaning Services, Commercial Waste Management

Subcategory: Dumpster Services, Junk Removal, Moving, Waste Management Services

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Schedule a call with us today, just click here:

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

Franchise Fee: \$75,000

Royalties: 7% of gross sales

Cash Investment: \$75,000

Total Investment: \$400,000 - \$450,000

NetWorth: \$200,000

VetFran: Yes

SBA approved: Yes

Master Franchise / Area Developer Opportunity: No

Founded: 2005

Franchised: 2008

Additional Details

Two recession resistant businesses:

- Throw away or donate the stuff they don't want (Junk Removal), and
- Move the stuff they do want (Moving).

Our Franchise owners also sell "Labor" as a 3rd revenue source. An example of "labor" would be someone getting new flooring. We move items from one end of the house to another as the floor is being done. Another revenue source is move supplies. We had a location sell over \$30,000 in move supplies in a single month.

College Hunks Hauling Junk is the fastest-growing junk-hauling franchise and moving franchise in America. The company was started in 2005 by Omar Soliman and Nick Friedman, and it began franchising in 2008. Omar and Nick have been named two of the top young entrepreneurs in America by "Inc." magazine. They literally wrote the best-selling book on entrepreneurship, co-authoring "Effortless Entrepreneur" to share the lessons, planning and strategies that have made College Hunks Hauling Junk an overwhelming success. College Hunks Hauling Junk has been named one the fastest growing companies in America by "Inc." and has made "Entrepreneur" magazine's list of top franchise opportunities for five years in a row and counting.

College Hunks Hauling Junk also has impressive brand recognition. The franchise has been featured on the 2022 Season Premier of Undercover Boss as well as The Oprah Winfrey Show, ABC's Shark Tank, HGTV's House Hunters, AMC's The Pitch, Bravo's The Millionaire Matchmaker, TLC's Hoarding: Buried Alive and Fox Business, as well as in The Wall Street Journal, The New York Times, USA Today, Time magazine, The Huffington Post, Forbes, Inc. and more. College Hunks Hauling Junk and Moving has been in demand — from franchisees, customers and the media — because our business is fun and rewarding, and our systems create a great experience for our customers and our franchise partners. Chief among those systems is our national call center, which books and schedules jobs for our franchisees seven days a week — a service that saves franchisees money and time. The call center also makes the business easier to manage. That's important, because there is tremendous demand.

Why the Junk removal and Moving industries?

- Low-cost franchise
- Ridiculous growth potential
- Automation-Resistant
- Amazon-Resistant
- Recession-Resistant
- Pandemic Resistant

When the economy is great, people move to larger homes. When the economy is bad, people move to smaller homes they can afford and get rid of things they no longer need. The average American moves 11.5 times during their lifetime!

WHY College Hunks Hauling Junk & Moving?

150,000, 5-Star Reviews on Google

- Net Promoter Score higher than Amazon, Apple, Costco, Nordstrom and Southwest Airlines (currently 90)
- The average franchisee gross revenue in 2019 was **\$1.63M**

AVAILABLE MARKETS

US markets available: 400+
Territories Available - Please check for territory availability
Canadian Referrals: Yes
International Referrals: No

- College Hunks has over **\$30M in media exposure** with appearance on Undercover Boss, Shark Tank, Blue Collar Millionaire, NY Times, CNN, Fox News, MSNBC and more....
- **In-House Call Center.** Our Sales Loyalty Center (SLC) boasts 200 Agents that book jobs for 200 franchise owners (currently booking over 13,000 jobs/week)
- SLC earned **Best in Class Contact Center in the US**
- **Performance Team** provides training and support to franchisees including **site visits** to ensure owners are reaching their goals and maximizing their profits
- **The best training in franchising.** 9-14 week ramp up includes 160-point checklist, weekly calls, one week at Corporate HQ for training and 3 days on-site with high performing franchise location
- After training, you'll have **2 Coaches working with you to help you grow the business.** Your Marketing coach and your Franchise Business Coach to maximize the College Hunks opportunity
- 2 Franchises in 1! Junk Removal and Moving are two, complimentary profit centers for 1 fee
- Franchise fee **only \$75,000 (1 Zone)** (with \$325K-\$375k working capital)
- **Inc:** Fastest Growing Companies in America
- **Forbes:** Top Franchises to buy from Shark Tank
- **Franchise Times:** Best Franchise to Buy
- **Franchise Grade:** "A-Rating"
- **Franchise Chatter:** Top Rated
- **Entrepreneur Magazine:** 2022 Top Growth Franchise
- **Entrepreneur Magazine:** 2022 Top Low Cost Franchise
- College Hunks was awarded the **#1 franchise opportunity for military veterans** as voted by both **Entrepreneur Magazine** as well as **The Franchise Business Review**
- Entrepreneur Magazine: There are 4,000 available franchise opportunities in the US. We are #221 on the Entrepreneur Franchise 500, putting us in the **Top 5%** of all franchise opportunities base on 150 data points including startup costs, systemwide growth, franchisee support, brand strength and financial growth and stability.
- Entrepreneur Magazine: We are ranked #1 in the Moving and Junk Removal category
- **Tinypulse:** College Hunks has been voted "Happiest Place to Work"
- Franchisees benefit from **National Accounts** and Strategic Partnerships which generate hundreds of thousands of dollars system-wide for our owners at no additional cost to them (and with HEALTHY margins)

BACKGROUND

Year founded: 2005
 Year Franchised: 2008
 Number of franchises currently operating: 198
 Number of corporate owned franchises: 4

Home Based: No
 Absentee ownership available: No
 Semi-Absentee ownership available: No
 Accepting Master Franchisor and Area Developer Referrals: No
 Average number of employees required: 8-10 starting out/per zone
 E2 Visa Friendly: No

FINANCIAL DETAILS

Franchise Fee: 1-Zone - \$75,000; 2nd Zone - \$65,000
 Providing earnings guidance in Item 19 in FDD: Yes
 Total investment range: \$400,000 - \$450,000 "all in" (franchise fee \$75K + working capital of \$325K - \$375k)
 Net worth requirement: \$200,000+
 Royalty: 7% of gross sales
 Additional fees: 2% National brand building fund, 1% technology fee
 Financial assistance available: third party vendor
 VetFran program: Yes
 Veterans/Minorities/First Responders Discount? Yes,
 Military discount of \$7,500 off Franchise Fee

- **Perfect Score** with Small Business Administration (no defaults on our SBA loans) which means access to **fast funding** for the credit qualified and the special "M5 Loan" for Military Veterans makes business ownership fast and easy!
- College Hunks believes so strongly in our ability to produce that we offer a **Performance Refund** for any franchisees unable to reach gross sales benchmarks within 18 months and have complied with the system
- We donate 2 meals for every junk and move job that we do to a charity called, **"Feeding Children Everywhere"** and encourage our owners to get involved in local charities and become pillars in their communities. We've donated well over 3,000,000 meals in the past few years alone!
- During the COVID lockdown, we saw a spike in domestic violence cases and we began offering FREE MOVES for victims of domestic violence and we continue to work with battered women's shelters today!
- 60-70% of the "junk" we pick up is donated or recycled, giving it a second life
- College Hunks Hauling Junk & Moving is more than just a fun, catchy name. H.U.N.K.S stands for Honest, Uniformed, Nice, Knowledgeable, Service
- College Hunks adheres to 4 core values that guides every decision as to whom we hire as well as who we invite to join our family of franchise owners:
 - Always Branding
 - Building Leaders
 - Creating a Fun, Enthusiastic Team Environment
 - Listen, Fulfill and Delight!
- Moving is one of the top 5 stresses in people's lives and for that reason, we take a totally "stress-free" approach with our clients. We also apply the "stress-free" experience to our franchise candidates.

OUR IDEAL FRANCHISEE

Most of our franchise owners do not have prior experience in the junk removal or moving business. The majority of them are either coming from corporate America as managers, marketing or sales or are prior military. Individuals who have owned other businesses tend to do exceptionally well with our franchise model as well. We have doctors, accountants, pharmacists who own College Hunks franchises.

SUPPORT & TRAINING PROVIDED

Training and support program details:

Pre-launch 160-point start-up checklist w/ training videos, 5 Day Hands-On and Classroom Training, 2-3 day training at their location 2 months after opening. Marketing Coach and Franchise Business Coaches work with franchisees at all times as well as strong mentoring opportunities with our most successful franchisees.

Cost for Training:

- Investor: Included in franchise fee
- Others: Included in franchise fee
- Later for new hires:

Lodging and airfare included: No
 Site Selection Assistance: No
 Lease Negotiation Assistance: No

Mentor following training: Yes
 Length of mentoring Franchisee: Ongoing

We are looking for "A-Players" to maximize the opportunity who are looking to do more than simply buy themselves a job. Our best owners are coachable, have a positive, "can-do" attitude, love working with 18-25 year olds, who embrace our core values and our world-class culture.

The numbers in the FDD are really impressive but most people buy our franchise because of our world-class culture, which is built on our 4 core values (building leaders, creating a fun, enthusiastic, team environment, always branding and listen, fulfill, delight).

The College Hunks A-Player:

Has been successful in their career to this point
Demonstrates Leadership ability
Aligns culturally and values the company's focus on the highest quality service and its core values.
Is coachable
Is likeable
Is resourceful
Is tenacious, driven and has grit

In short, we are looking for "A-Players" with a positive, "can do" attitude, a risk taker that will take our advice and put it into action.

Last updated: 5/17/2024