



Contact Information- Who Gets Lead Referrals

Date: September 2025

Name: Morris Shamouni

Address: Tampa, FL 33612

Phone: (310) 901-5611

Email: morris@generalfranchise.com

Email to send leads to: morris@generalfranchise.com

Website: <https://americasgreatestfranchises.com/accelerated-waste-solutions-franchise>

Business Basics

Industry	Junk Removal and Trash Valet Services	Year started franchising	2020
Year business started	2008	Franchise units open	39 (12 more sold)
Number of Company units open	• 101 DD-Valet Trash (Apartment Accounts) {in 23 States} • 6 JUNK SHOT (Markets in FL)	Investment Range \$	\$141,172 to \$352,022
Franchise fee \$	\$59,900 for both brands together	Required liquid capital \$	\$100,000
Required net worth \$	\$150,000	Royalty Ad Fee	7% 2% Ad (not currently being charged Year 1)
Industry size \$	\$3 Billion for valet trash service \$10 Billion for junk removal	Available in Canada/ Internationally	No

SBA Registry?	YES	VetFran/Minority Fran	Vet Fran Discount of \$7,000
Offer Group Health Insurance?	YES	State Registrations	See below

Currently not offering franchises in:

Not registered: Hawaii, North Dakota, Rhode Island, South Dakota, Washington

Pending (Filed) Registrations: New York

Sold out: San Antonio, Tampa, Fort Lauderdale, Orlando.

Business Features

Description:

TWO AMAZING BRANDS FOR ONE FRANCHISE FEE!!

Accelerated Waste Solutions was founded in 2008 in Tampa, FL and began providing technology driven 21st century junk removal and valet trash services. AWS has combined these two essential businesses, JunkShot and Doorstep Details under one franchise fee of \$59,900. The brands are complimentary to each other and provide diversification for franchisees.

JunkShot is a customer focused technology driven junk removal business that has the only patented app for customers to send a picture, get a quote and book their job. We utilize custom-built larger trucks that allow us to outprice and outwork the competitors in our space. With those larger trucks, we shift much of our focus to commercial and multi-unit jobs which differentiate us from others in the space while targeting multiple monthly pick-up needs vs single use in residential.

Doorstep Details is a valet trash removal business targeting multi-unit complexes for long term contract based 5 night a week doorstep trash pickup. It is high margin mailbox money for franchisees with minimal work and overhead.

- Function of the owner/daily tasks: Head on and not a hands-on owner. Time is divided between:
 - Managing Staff
 - Recruiting
 - Hiring
 - Managing marketing activities
 - Develop local marketing activity that aligns with the comprehensive corporate marketing program.
 - Managing P&L which will also include payroll.
 - Managing sales and customer experience
 - Apartment complexes
 - Storage facilities
 - Realtors
 - National Referral Program
 - B2B relationship building.
 - Managing customer experience

- Desired background of prospects and Ideal candidate: Has management, service professional, and/or sales experience and charisma that includes task performance management, hiring, developing/inspiring their team, and managing customer experience.
- Is there an Earnings claims? If so, give information. Yes. The 2025 Item 19 is below for our corporate and franchise locations.

2025 Corporate Location Item 19

CORPORATE UNITS

The following table represents financial performance representation on historical financial performance of Corporate Units in Florida from January 1, 2022 to December 31, 2024. AWS operates four territories, with each territory consisting of approximately a population of 250,000, across Florida. For the purposes of this Item 19, all four territories operated by our affiliate AWS are considered Corporate Units.

YEAR	JUNK SHOT ONLY ⁽¹⁾			DOORSTEP DETAILS ONLY ⁽²⁾			JUNK SHOT AND DOORSTEP DETAILS		
	2022	2023	2024	2022	2023	2024	2022	2023	2024
Annual Gross Revenue	\$3,451,644	\$3,124,750	\$2,716,100	\$1,992,453	\$1,778,380	\$111,225	\$5,444,097	\$4,903,130	\$2,827,325
Labor Costs	31.9%	30.6%	27.4%	63.5%	61.7%	55%	43.5%	41.9%	28.4%
Disposal Costs	13%	14.3%	11.1%	\$0	\$0	\$0	8%	9.1%	10.7%
Fuel Costs (3)	8.9%	7.5%	2.74%	\$0	\$0	\$0	5.6%	4.8%	2.6%
Total Cost of Service	\$2,081,341	\$1,874,850	\$1,324,628	\$1,295,094	\$1,125,715	\$61,146	\$3,376,435	\$2,966,393	\$1,385,774
Total Gross Profit (4)	\$1,370,303	\$1,249,900	\$1,391,472	\$697,359	\$652,665	\$50,079	\$2,067,662	\$1,936,737	\$1,441,551
Gross Profit as % of Revenue	40%	40%	51.2%	35%	36.7%	45%	38%	39.5%	50.9%

2025 Franchise Locations Item 19

		1st Full Calendar Year- Single Unit Owner	1st Full Calendar Year- Multi Unit Owner	2nd Full Calendar Year- Single Unit Owner	3+ Full Calendar Year- Multi Unit Owner
# in Group		2	7	3	1
Average Annual Gross Sales		\$334,760	\$436,539	\$667,144	\$1,103,578
# of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Sales		1	4	2	1
% of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Sales		50%	57%	66%	100%
Highest Annual Gross Sales		\$349,752	\$705,050	\$732,573	\$1,103,578
Lowest Annual Gross Sales		\$319,768	\$112,316	\$572,149	\$1,103,578
Median Annual Gross Sales		\$334,760	\$463,605	\$696,711	\$1,103,578

		1st Full Calendar Year- Single Unit Owner	1st Full Calendar Year- Multi Unit Owner	2nd Full Calendar Year- Single Unit Owner	3+ Full Calendar Year- Multi Unit Owner
# in Group		2	7	3	1
Average Annual Gross Profit		\$176,098	\$238,442	\$313,464	\$673,772
Average Annual Gross Profit Percentage		52.60%	54.62%	62.63%	61.05%
# of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Profit		1	3	2	1
% of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Profit		50%	43%	66%	100%
Highest Annual Gross Profit		\$185,394	\$458,690	\$451,209	\$673,772
Lowest Annual Gross Profit		\$166,800	\$37,039	\$375,969	\$673,772
Median Annual Gross Profit		\$176,098	\$203,000	\$426,678	\$673,772

- Number, type of employees: 2-3 to start and will grow over time with the business.
- Description of territory: A territory will consist of 250,000 in population & at least 7,500 Apartment Units.
- Are there any territories that are sold out? Tampa, Orlando, Jacksonville, Fort Lauderdale
- Competitive advantage of the product / service:
 - TWO unique, complimentary niche businesses for ONE Franchise Fee!
 - Diverse multiple revenue stream models in adjacent businesses. Derive mailbox money from Doorstep Details valet trash business while driving revenue in your JunkShot junk removal business.
 - Instant Differentiation - The only Patented Junk Removal App Company in the World!
 - Custom Built Dump Trucks - "Bigger Trucks Better Pricing", wins jobs over competitors.
 - Our model targets multi-unit, commercial and trade accounts with recurring needs versus competitors that focus mainly on single use residential clients.
 - Proprietary Workforce Management Software helps monitor jobs in Real Time.
 - National Call Center- Our C.A.R.E. Center Support Teams books and dispatches all jobs, as well as creates routes for you! All calls and leads are handled by our experienced team.
 - GREEN Business- Large percentage of what we haul is recycled, resold, or repurposed.
 - Scalable business and easily run as a semi-absentee or passive owner.
 - Extremely Low Overhead- Operate from a simple self-storage unit Unique B2B business model with targeted sales and high margins.
 - Rare "Win-Win" business model for you and Apartment Mgmt./Ownership
 - Tech-Driven Operations (Photo-Documented Reporting)
 - 24/7 Ops Support for Night Trash Collection Confirmation and Reporting
 - National Apartment Management Relationships that reinforce your Local Sales
 - National Accounts and Waste Consultant Leads
 - Recession Resistant- Pandemic THRIVING – Businesses... People will always need to get rid of their Junk!
 - HIGH MARGINS!
 - 24/7 OPS, SALES, & CUSTOMER SUPPORT
 - OWNERSHIP & CULTURE
 - White Collar Professional using Technology in Blue Collar Industries.
 - We C.A.R.E. (Customer Service. Affordability. Reliability. Environmental Responsibility)

- Franchisor support:

Initial training – 8-10 weeks of Pre-Training online and via webinars. 1 week at corporate office in Tampa, FL. 20 hours of classroom training and 28 hours of hands-on training out in the field.

Opening Training and Support- 3-4 Days on site week of opening with a franchise trainer or Field Consultant.

Ongoing support - Field Consultant assigned to every franchisee with support and coaching. Scheduled field visits with FC or trainer. Online database and training video library available to owners and their teams 24/7. Call Center available for day to day operations assistance.

Monthly financial review and planning with field consultant.

- Management strength:

President of DOORSTEP DETAILS: Fred Tomlin, Jr.

Mr. Tomlin has served as the President of our DOORSTEP DETAILS division since September 2019. He is co-founder of our affiliate Accelerated Waste Solutions of North America, LLC. He has served as Chief Operating Officer of AWS' DOORSTEP DETAILS division and Executive Vice President of AWS' JUNK SHOT division in Tampa, Florida, since January 2010.

Chief Operating Officer and President of JUNK SHOT: Sherrod Hunter

Mr. Hunter has served as the President of our JUNK SHOT division since September 2019. He is co-founder of our affiliate Accelerated Waste Solutions of North America, LLC. He has served as Chief Operating Officer of AWS' JUNK SHOT division and as Executive Vice President of AWS' DOORSTEP DETAILS Valet Trash division in Tampa, Florida, since January 2010. Mr. Hunter has served as Director of Operations for Tampa Bay Trash, LLC, in Tampa, Florida since 2008.

Vice President of Franchise Development: Todd Leonard

Mr. Leonard has served as the Vice President of Franchise Development since May 2022 in Tampa, Florida. He previously worked with FranXperts, LLC in Waco, Texas from April 2020 through May 2022. He previously served as VP of Operations and Franchise Development in Hackensack, New Jersey from September 2014 to March 2020. He has more than 20 years of Franchise experience.

- Prospect's perception of the company (what concerns will surface): Hiring. How do I hire and retain quality employees? This is a quite common concern with any business.
- Competitors
 - o Junk Removal:
 - Junk Luggers
 - 1-800-GOT-JUNK
 - College Hunks Hauling Junk
 - o Valet Trash:
 - Valet Living
 - Trash Butler
- Are you interested in expansion outside the U.S. and if so, where? Not now.
- Are you currently available in Canada? Not now.

Recession Resistant

- Valet Trash is a popular service among multi-family apartment complexes which offer it as a service for a competitive advantage to attract and keep tenants. It is a large and growing industry with a lot of opportunities to build relationships that can be cross marketed with JUNK SHOT junk removal services for higher margins.

- When the economy is good, new multi-family complexes are built and their owners/investors are looking for ways to increase rents with value-add services such as trash valet. When the economy is flat or down, they are looking for competitive advantages that will help them reduce tenant turnover and maintain their rates with services like this, as well.
- As businesses grow, close, or relocate, junk removal is a part of the process, whether it is office, retail, private homes, or multi-family apartment complexes. The services are needed and performed regardless of the overall economy.

Issues and Ambushes

- A fear of quitting their job and becoming an entrepreneur.
 - The majority franchise owners face this as they come from corporate America. Our sales process is designed to address fear and help them overcome that fear.
- Hiring, training, and retaining quality employees.
 - We assist each franchisee on hiring and how to train their employees. The field consultants and corporate staff are there every step of the way during the hiring, training, and recruiting process.

Hooks and Hangers

- High margin jobs.
- Low cost and low overhead. Can be run from a home office and self-storage unit.
- Incredible technology and tools for overseeing the business.
- Strong focus on B2B Market which is far different from competitors who mainly focus on residential clients. The money is in the commercial, apartment and multi-unit portfolio business.

Sales Process ~ 60 days

- Step 1
 - Introductory Call - Building a relationship with the candidate, sharing our story, and listening to their story.
 - In-depth discussion of investment and all other expenses, sales & marketing tools (how we get customers), description of territory.
 - Discussion of the day and the life of an owner.
 - Send FDD, budgeting tools, additional information on the brand, and outline the process moving forward.
- Step 2
 - Technology overview - what technologies do we use and how they are integrated into each franchisee's business.
 - Support - how we support each franchisee after they leave training.
 - Each franchisee is assigned a field consultant to support them directly with all aspects of the franchisee's business.
 - Training - discuss initial training and ongoing training opportunities.
 - FDD & Validation Review
- Step 3
 - Territory design
 - We work directly with the candidate to design the territory.
 - The candidates are on a screen share with us discussing the market, what is sold, what is available, etc.

- o Executive Call - this is a chance for the candidate to get to connect with a member of our executive team and learn more about the company and the company philosophy.
 - o Discovery Day/Meet the Team Day- Tampa, FL
- Step 4
 - o Franchise Agreement Review
 - o Closing Call
 - o Execute Agreement