

“turning passion into profits” 131 546



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Wicked service: Jim's Brazilian was spotted on a trip to Exmouth.

It must be true, it was in the West Australian !
[And newspapers are the pillars of integrity]

You Know Not All Franchises Are the Same !!

I have been working with a group of Jim's Cleaning Group Franchisors from around the country, on a mini-project to revamp a section of the group web site, and of course this has necessitated some research.

And it served to remind me that “Not All Franchises Are the Same”.

By nature I assume that everyone is as open and honest and fair as Jim's but when you read the information that's available—it's not necessarily the case.

For example if it states that;

1 – Your Territory is protected – no other Franchisee can work there. **This also means that you can't work anywhere else, you're limited.**

2 – You buy your materials directly from us – **This means that you can't buy elsewhere and you have no control over pricing.**

3 – We supply your equipment – **This means that you have no choice in equipment selection to suit you.**

There are no such restrictions with a Jim's franchise, call today and see.

Welcome!

To the latest edition of the *Out'n'About* Newsletter.

You know, our clients have an unflinching curiosity in our business and there are a few questions that crop up time and again;

1 – Are you busy ?

Well, if you rang for a booking today you'd probably have to wait 10 days to get your car cleaned. Seriously 10 days !

We have enough work for an extra 2 Franchisees right now, without any additional advertising.

2 – Is there really a Jim ?

Yes there is and everyone gets the chance to meet him when they go for training in Melbourne.

3 – How many Jim's things are there now ?

Last time I looked there were 32 different opportunities. Sadly the one advertised in the photo is not available.

Ergo, there must be one that suits you.

See you *Out'n'About* ..

Allan Fox

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Notes on Bad Weather ..

This is my third winter as a Jim and certainly the wettest but just because it's wet it doesn't automatically signal bad news.

This month I had a week where I literally had half the week off because of rain **yet still managed to exceed my budget.**

AND the bonus during this week was that I used the time that I wasn't detailing, to work on my business.

This is a key strategy for anyone in business for themselves .. **There is always work that can be done, have some discipline about how you spend your work hours.**

And my wet weather tip for today – **keep your feet warm and dry** – and the rest will be easy.



Last week I cleaned my first Smart Car. [some cars you just don't get asked to clean very often]

The booking had been made and adjusted twice [by client], which meant that she [and her car] had literally been waiting for weeks for me to get there.

So, I had visions of a vehicle that was deep in sand, grass seeds, dog hair, and neglect. Instead, I found the Smart Car and a client that loved her little baby.

The Smart Car Gets a Bath ..

I like my clients with a sense of humour 'Not So Smart'

New Franchisors for Jim's Car Cleaning

We have two new Franchisors to welcome this month.

Jim's Car Cleaning Western Victoria has been purchased by Sara



Wilson and Catherine Minogue, who are existing Cleaning Franchisees. Sara and Catherine joined Jim's in 2004 and because they love a challenge they will continue to operate their current business in addition to their new business which already has 5 Franchisees.

Jim's Car Cleaning Northern Melbourne

has been purchased by Ismet Kuru, who has been in the Car Wash Industry for the past 5 years. Ismet also has 5 Franchisees in his region. A great start !

Welcome on board guys, these are exciting times.

When Ali Olmez took over the Division he said that he had **BIG** plans and it's fantastic to see them coming to fruition.

Hello Old Friends ..

I was reacquainted with a couple of old friends last week.

Clay Bar – a remarkable product that mysteriously removes over-spray and contaminants from paint.

Dog Hair Block – a tool that really does ease the pain of cleaning furry upholstery.

I don't use them every day but it's good to know that when I need them my old friends are there.

Countdown to Summer?

The days are getting longer – the sun is getting stronger – Summer is on its way.

Call me to talk about joining Jim's Car Cleaning 0407 086 470, and start your own business this Summer

Don't delay .. call today .. take the leap .. be your own boss ..