

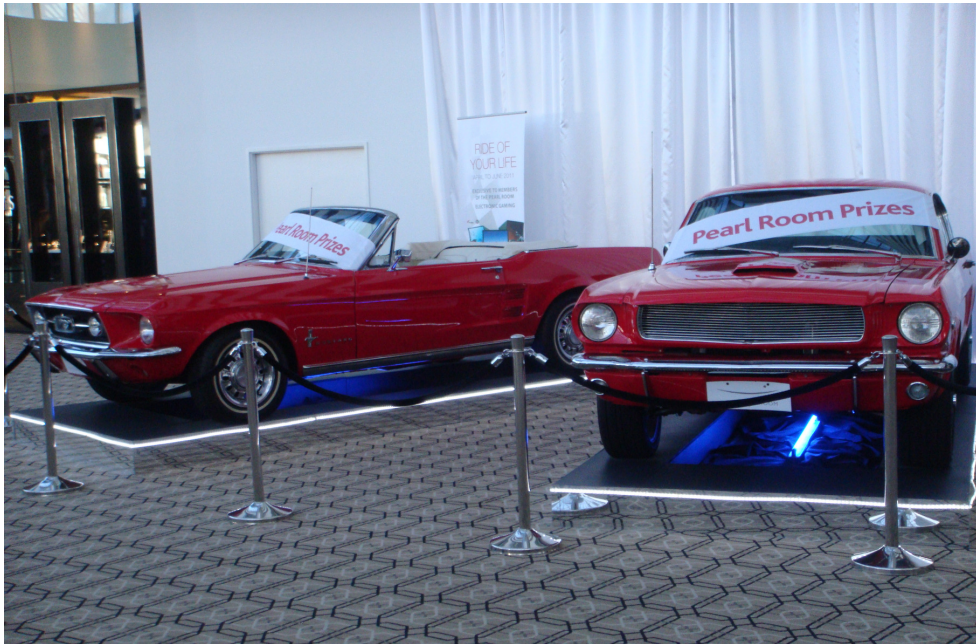
“turning passion into profits” 131 546



Allan Fox
Jim's Car Cleaning, Regional Franchisor [WA]
615 Summit Road, Mundaring WA 6073
T: 08 6394 3333 M: 0407 086 470 E: allan.fox@jimscleaning.net.au
www.jimscleaning.net.au



Issue #21 June 2011



Reminds you why you Became a Jim !

On display at Burswood Casino / Hotel Perth

Stuff needs to be replaced from time to time

I can be a real hoarder and it's compounded by the fact that I look after my things, as a result I can have equipment that is well used [aka old] but in 'reasonable' condition and as such I just hang onto it and keep using it.

Recently, for various reasons, I took the opportunity to replace a few things, such as my vacuum brush, hand brush, waffle cloth and some micro cloths.

The difference was quite stunning and it reminded me that life is much easier

when you work with good equipment.

- Firm brushes do remove dirt from carpets and upholstery better than soft bristle.
- The absorption of the new waffle cloth made the old one look like an old 'chux' by comparison.
- A new micro fibre cloth is a joy to work with and makes window cleaning a breeze.

Finally, remember that replacement equipment doesn't cost money **it saves time and money.**

Welcome!

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

And we have great news this month about 2 fantastic opportunities for budding Jims.

Vendor Finance: If you have been thinking about buying a Franchise but just haven't been able to put adequate finances together then this may be for you. Vendor Finance is now available for up to 33% of the total price and it's interest free !

Be a Contractor: If you have looked at becoming a Jim but simply can't make the dollars work then becoming a Contractor may be the answer. You work and operate exactly as you would if you owned a Franchise but you don't have the capital outlay.

Note: You need a white vehicle, an ABN, approx \$5000 for equipment and materials.

Two great offers for July.

Don't delay. Call today. Take the leap. Be your own boss.

See you *Out'n'About* ..

Allan Fox

131 JIM “we come to you” 131 546

The Call Centre works for You

The National Customer Care Centre for Jim’s is located in Mooroolbark Victoria, and they take calls for every Division [last count 32].

Car Cleaning FSEs are fortunate because we have a published Price List, which means that;

- Clients are quoted on the phone *ergo* we don’t have to spend time quoting
- Conversion rates are high because the price is already known / accepted by the time the lead is received

BUT did you know the CCC can also assist FSEs by adding Pop-Ups and Notes to jobs, and by amending Work Requirements ?

The CCC might be busy but they are never too busy to assist an FSE who needs their help.

Try it .. call them ..



If you know someone you think might be interested in turning their passion into profits, that’s someone,

- ✓ Who Loves all kinds of cars and appreciates a job well done
- ✓ Who is ready to take control of their life
- ✓ Who has the get up and go to run their own business
- ✓ Would make a great BOSS

I would love to be introduced to them **and** if they sign up as a Jim’s Car Cleaning Franchisee **Then you will receive a \$1000 Referral Reward.**

\$1000 Reward paid for successful Referrals ..

Who do you know that loves cars and takes a pride in his job ?

Managing Your Business

In a recent discussion with a Franchisee I realized that he was struggling with the management of his business because he was



drifting away from the ‘system’.

One of the pillars of being a Jim is to be **‘In business for yourself but not by yourself’** and what we mean by this is that you don’t have to re-invent the wheel when you want to do something – someone has already been there and can talk you through the process and point

out the pitfalls.

There are some great tools available and FSE’s are encouraged to revisit these from time to time, including;

- The Operations Manual
- The Cleaning Group Website

And of course getting together with your FSO & colleagues regularly.

Winter Work - Rule #24

There is a distinct difference in the way you do some things in Winter rather than in Summer.

For example be prepared to vary the sequence of tasks. Finish the interior whilst the weather is dry

– You can always wash a car whilst it is raining but you cannot clean interior windows with the doors standing open to the rain, neither can you vacuum nor dress the interior.

Rain hinders but seldom stops a good detailer.

Be ready for Summer?

This time of year we actually can’t work as hard as we can in summer because there’s less daylight. Call me to talk about joining Jim’s Car Cleaning 0407 086 470, in time for Summer

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