



*“Bringing Professionalism into the Janitorial Industry”*

Entrepreneur Program

**PREMIER PROGRAM INFORMATION PACK**

**The Janitorial Agency Services Corp. (TJASC)**

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The Customer operates or will operate commercial janitorial and building maintenance businesses under their independent corporations.

The total investment necessary to begin operation of a TJASC Premier Program is \$40,000.00. For further information about the total investment, see Items below in this information pack

This document summarizes the Entrepreneur Premier Program and other information. Read this document carefully.

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**ITEM 1**  
**TJASC MISSION STATEMENT**

TJASC is a professional organization for people involved in the operation, organization, and management of janitorial companies. Our principal roles include:

- To always understand and satisfy the needs of janitorial entrepreneurs so as to provide them with products and services which will help them become better janitorial company operators and managers.
- To empower janitorial companies through information, education, relationships, and resources that will enrich their professional development and careers.
- To advance the thought, application and ethical practice of janitorial business management.

**ITEM 2**  
**TJASC PROGRAM OVERVIEW**

TJASC offers the most training, consulting, and most thorough business development programs in the janitorial industry. TJASC is looking for serious entrepreneurs who are seeking to build a successful business. In order to qualify for the purchase of a Premier Program with TJASC, we are looking primarily for those who are entrepreneurs and highly motivated individuals to build their company into a large size building services company.

TJASC provides the highest business volume opportunity margins in all of the janitorial industry. In addition, please refer to ITEMS 4,5, and 6. The Premier Program provides returns on your investment and other essential benefits to ensure your success within the proven TJASC business model. Ask your marketing executive for more details!

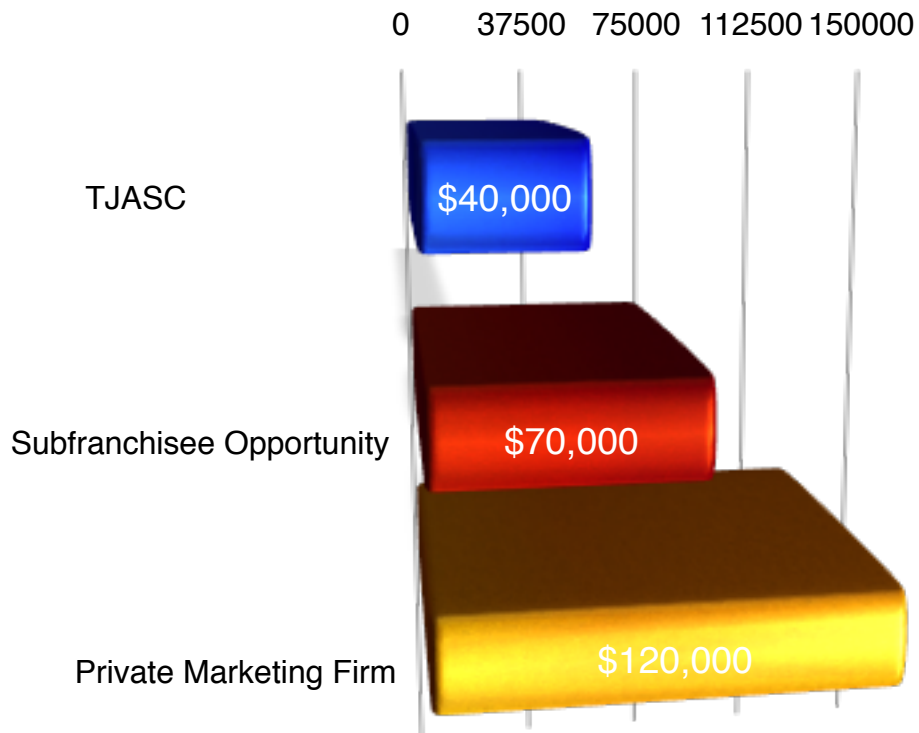
**Program Comparisons throughout the Janitorial Industry**

<b>Service</b>	<b>TJASC</b>	<b>Private Marketing Firms</b>	<b>Sub-Franchisee Opportunity</b>
Business Volume Guarantee	★		★
Website Development	★	★	
Unlimited Lifetime Marketing Services	★		
Pay Per Click Campaign	★	★	
Other Internet Marketing Services	★	★	
Business Card Development	★	★	
Logo Development	★	★	
Janitorial Industry Training	★		★
Management Training	★		
Sales Training	★		
Consulting Services	★		

**Table 1**

■ TJASC   ■ Subfranchisee Opportunity   ■ Private Marketing Firm

**“First Year Cost Comparisons(Premier Program), 2009”**



**Chart 1.2**

TJASC brings total business development to the forefront. It is imperative that your company receive all of these services in order to ensure your success in this industry. (Refer to Table 1 above) All services you need are included in the TJASC Premier Program, neither of the other compared services provide you Management Training, Sales Training, Consulting Services, or Unlimited Lifetime Marketing Services in the production of Business Volume Opportunities. While Private Marketing Firms do not produce business volume opportunities, Subfranchisee Opportunities do but at a more expensive rate than TJASC. (Refer to Chart 1.2) Subfranchisee Opportunities will provide you business volume but does not provide a program suitable for large building service companies. For instance, the franchise opportunity companies such as Jani-King do not provide even one quarter of the profit margins for its cleaners. The fees are too steep to allow you the independent advancement of your company. If you were to try to hire independent marketing firms to pay for the services that the franchise company does not execute in addition, you would end up paying an additional \$40,000 or more for the first year.

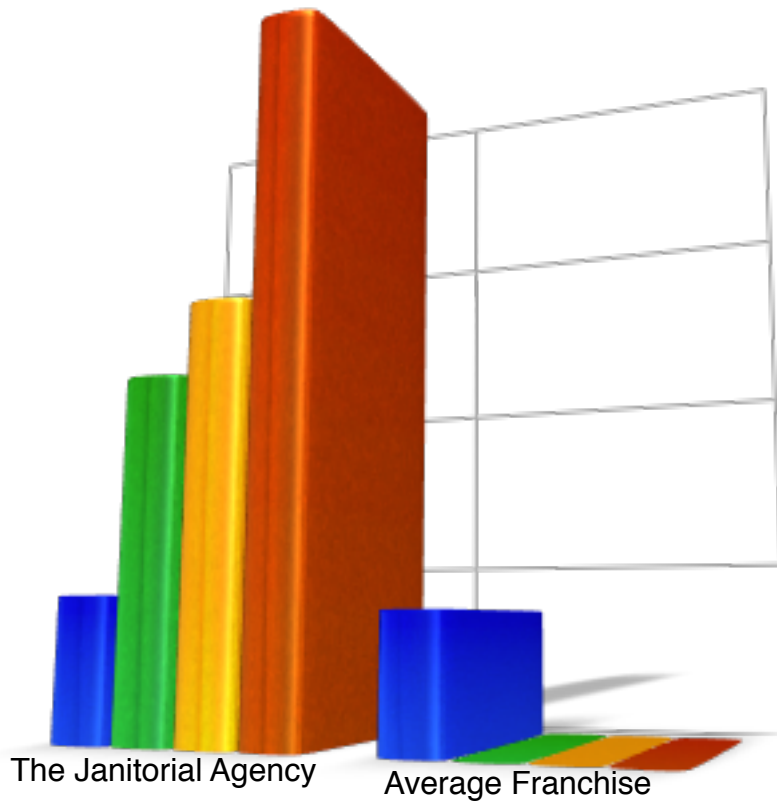
In Conclusion, in order for your company to receive similar services provided by TJASC's Premier Program you can plan to pay \$70,000.00 for your initial \$240,000.00 business volume and an additional \$120,000.00 for the other necessities. **Grand total: \$190,000.00 vs. \$40,000.00.**

Successful TJASC companies have seen increased success year after year. The key to their successes lie in the thorough development of their companies through The Janitorial Agency's business model, which includes several segments including; janitorial industry training, business volume opportunities, business consulting, sales training, executive management training and many other elements.

TJASC will provide you everything you need to take your business directly to the top. The mission of TJASC is to help your company become or maintain a large size Building Service Company (BSC). If you are looking for long term success, TJASC will provide you a platform from which to grow your independent business.

■ 2010     
 ■ 2011     
 ■ 2012     
 ■ 2013

**Growth Rate: 4 Year Take-off**



**TJASC vs. Average Franchise Opportunity**

**Chart 1.2**

As you see above (Chart 1.2), franchise companies are most interested in providing prospective companies business volume in their first year but after they have developed what the client paid for, the results are disturbing. As a subfranchisee, in order to grow, you will always pay more fees, month after month, year after year. With TJASC you will never be charged royalties, renewals, or administrative fees. Successful Premier Program companies can expect huge returns as the graph shows.

**ITEM 3**  
**PREMIER PROGRAM**

The Premier Program requires an initial investment of \$40,000.00 (USD).

Also included in the Premier Program, you will receive these additional benefits:

1. Operations Manual
2. Business and Marketing Plan Development
3. **MORE THAN 22** Training Courses with Live Consulting
4. Website Design
5. Logo Design
6. Business Card Development
7. Business Volume Opportunities: **\$240,000.00 minimum**

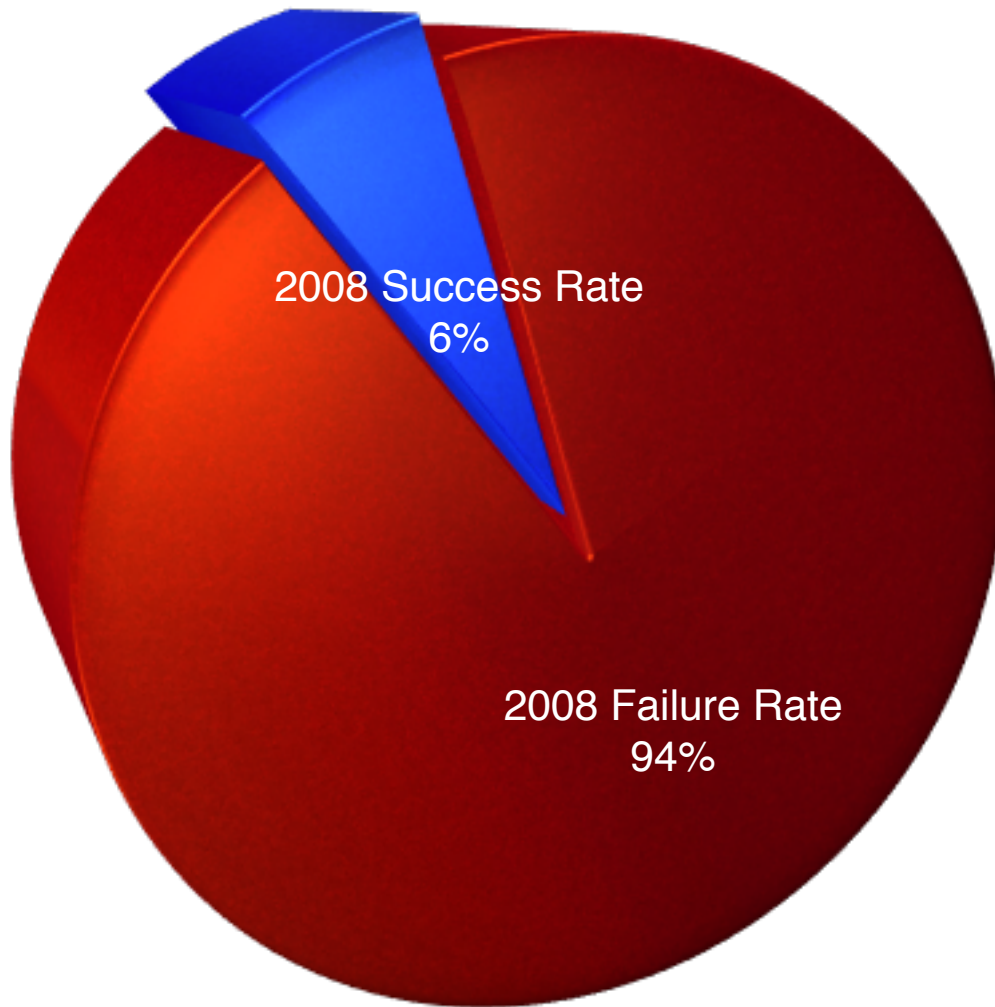
**Is This Program Right For You?**

By working with TJASC, you are investing in your future. TJASC provides you with an average of thirty percent profit margin, compared to the industry average of fifteen percent (even after paying TJASC's commission). With this investment, you will receive an industry best \$240,000.00 minimum business volume opportunities which are typically fulfilled even before the completion of training. Unlike conventional franchises, TJASC does not charge any hidden fees: royalty, administrative, management, invoicing and/or documentation fees. We also do not charge you for the contracts you obtain on your own. As you grow your business, we do not take over management or ownership of your business.

● 2008 Success Rate

● 2008 Failure Rate

### National Janitorial Independent Company Failure Rate 2008



**Chart 1.3**

In 2008, ninety four percent of all companies registered in the United States failed within the first six months of their short existence (see chart 1.3). Some experts say it is because of the lack of business consulting, some experts say it is because of a lack in marketing power. Which ever

expert you prefer to believe, TJASC has provided a system which has proven to beat the natural odds of your business failing. TJASC has the marketing power and professional consultants to effectively take your business whether failing or prospering and turn it into a great success.

Committing to a relationship with TJASC is committing to the survival and exponential growth of your company!

Gain manageability with TJASC!

**Premier Summary:**

Premier Program:

Cost: \$40,000.00

Minimum Business Volume Opportunities: \$240,000.00

**ITEM 4**  
**BUSINESS INSURANCE REQUIREMENTS**

Once you have began acquiring business volume you must hold these insurance coverage. **It is not a TJASC requirement to hold these policies until after we have begun contracting clients for your company.**

You must purchase insurance coverage in the types and amounts established by TJASC. Current minimum coverage requirements are: a bond for \$10,000, and commercial general liability coverage of \$1,000,000.

**ITEM 5**  
**TJASC'S ASSISTANCE, ADVERTISING, AND TRAINING**

After all documentation is returned to TJASC, you will be scheduled for orientation. Orientation is designed to cover all expectations for the program. Orientation may be conducted in one of two ways:

1. via telephone with your lead consultant
2. at TJASC corporate location

TJASC will provide an initial training program. TJASC will provide you with online access to the program portal which contains all training videos and support.

TJASC will help you develop a website complete with design.

TJASC will market your company to all customers in your territory who need janitorial services and perform tasks such as proposal submittal and walkthrough schedules. You will be required to purchase a small marketing package for Business Volume Opportunity training.

Your minimum business volume opportunities will be fulfilled within the first 6 months after the completion of your training programs.

You must maintain one or more telephone numbers dedicated for your business which will be listed in web directories and your website servicing the Territories and any such adjacent or nearby areas TJASC may designate.

### **Training Program**

TJASC provides an initial training program to you when you begin your Premier Program, which covers marketing for janitorial accounts, account retention and administration and developmental structure of your business (see Table 1.2). Instructional materials and methods include manuals, videos and personalized instruction. You must complete the initial training to TJASC's satisfaction. You will be required to purchase some books which are available for a reasonable fee at your local bookstores or online. There is no separate charge to attend the initial training, but you must cover your own travel and living expense while attending some training at the closest TJASC location.

Instructors are members of TJASC's management team and may change from time to time. There is no minimum level of experience with TJASC required of the instructors. The person in charge of the training program is Dan Carey, CEO.

### **ITEM 6** **TERRITORY**

Your territory will exist most typically within a 40 mile radius initially, but may be able to extend further with request and then written approval by TJASC's directors.

**ITEM 7**  
**AFFILIATIONS, REFERENCES AND THIRD PARTY REPORTING**

Entrepreneur Magazine “The Number One Business to Start” September 2009.

TJASC has a training partnership with BETCO.

TJASC has a strategic alliance with The Green Clean Institute.

**ITEM 8**  
**AGREEMENT**

The Premier Program is backed by an agreement which outlines the expectations for the program. The agreement is available once we have determined qualification and approval. Included in your agreement are the minimum business volume guarantees as well as all other TJASC promises.

**ITEM 9**  
**CLOSING**

Once you have decided that a relationship with TJASC is the right direction for your company, your marketing executive will be obliged to help you move forward. If you have any additional questions please feel free to contact your marketing executive who will direct you through the process. We look forward to long lasting, productive relationships with business professionals like you.

**In no way is this information packet intended to be served as an agreement by TJASC, please refer to your service agreement for all details.**