



ExpressFranchising.com



#1 Global Staffing Franchise

There has never been a better time to join Express Employment Professionals!

The global staffing industry was worth \$550 billion in 2021. Express franchisees achieved average annual sales of more than \$6.1 million* per territory in 2021. Last year, Express franchises employed more than 586,000 people.

Consider This

- Express has been named the #1 staffing franchise for more than 11 consecutive years by Entrepreneur magazine.
- Express earned a 99% satisfaction rating from franchisees on the quality of the Express franchise system.
- Express achieved record-breaking company sales totaling \$4.1 billion in 2021.
- Express funds payroll for temporary employees.
- Express Employment Professionals Item 19 demonstrates an exceptionally strong ROI.
- The average new owner generates annual revenue of \$900,049 by their 12th month of operation and \$1,844,613 by their 24th month.
- Offices open more than 24 months average over \$6.1 million in annual sales with an annual gross margin over \$1.25 million.
- Express franchisees paid an effective royalty of just 8.5% in 2021.

What's the Investment?

- **Traditional Model** – Requires an investment of \$140,000 to \$220,000 and an active role in new business development by the franchise owner.

The minimum net worth required for an Express franchise is \$250,000. Funding from a combination of cash in bank accounts, stocks, bonds, vested 401(k), IRA, home equity, or a line of credit is acceptable.

*All figures are demonstrated within Item 19 in the Express Franchise Disclosure Document.



Superior Support System

Training

- Our training received a 98% satisfaction rating by our franchisees in our 2021 FranSurvey by Franchise Research Institute and 99% for ongoing training and support.
- New franchisees will receive a total of four weeks of virtual training.
- Franchisees and their staff have ongoing learning opportunities through Express University, including online courses, development tracks, and training calls.
- Express hosts two live training events annually, our regional SALESummit and our International Leadership Conference.



Vinny Provenzano,
Vice President
of Franchising



Brook Wise



Bill Thompson



Melissa Davis



Dan Gunderson



Michelle Hamon



Courtney Richmond



Justin Southwell



Boone Ellis

Network of Support

Express offers layers of support and tools for a successful franchise system, including a field support team that visits each franchise location, a technical support line, and a toll-free assistance center, open weekdays from 7 a.m. to 7 p.m. CT. Our International Headquarters has a support staff of more than 350 professionals offering specialized advice, along with onsite support. Express is continuously developing and updating our proprietary software, handbooks, and manuals.

Sales and Marketing

- During the first 26 weeks of business, Express franchisees receive individual coaching to help them reach business development benchmarks and get their business up and running. Our Success Track program incentivizes goals with rewards to drive offices toward the Circle of Excellence—our highest annual sales award—and beyond.
- All collateral advertising and marketing materials are available at no cost. Promotional campaigns are available at volume discounts.
- Express provides monthly public relations resources and instructional assistance with social media.

Contact the Express franchising team today!

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See available territories at
ExpressFranchising.com/Available-Territories