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HealthSource Chiropractic

Contact Information - Who Gets Lead Referrals

Date Last Updated: June 20, 2023
Referral Agreement Date: March 20, 2023
Name: Aaron Sawyer
Address: 36901 American Way Ste 7, Avon, OH 44011
Phone: 8086756987
Fax: N/A
Main Email: aaron@repmgroup.com
Email to send leads to: leads@repmgroup.com
Territory check email: territorychecks@repmgroup.com
Website: HealthSourcechiro.com
FranNet Referral Fee:

Units Fees
1 \$29,000
2 \$39,000
3 \$53,000
4 \$71,000
5 \$89,000
6 \$95,000
7 \$111,000
8 \$127,000
9 \$139,000
10 \$143,000

*Each Subsequent and additional unit above 10 40% of the franchise fee
Resales : N/A except for Section 4B of the franchise agreement

Business Basics

Industry	Chiropractic & Wellness	Year started franchising	2006
Year business started	1994	Franchise units open	138

Number of Company units open	0	Investment Range \$	Single: \$302,275.00 - \$441,720.00 Startup Clinic- \$355,662-\$492,358
Franchise fee \$	1 unit: \$60,000 2 units: \$110,000 3 units: \$135,000 4 units: \$180,000 5 units: \$225,000 6-9 units: 40K per unit 10 + 35,000 per unit	Required liquid capital \$	\$150,000
Required net worth \$	\$400,000	Royalty	7%
Industry size \$	\$20.4 Billion - Chiropractic \$52 Billion - Wellness Industry	Available in Canada/ Internationally	No/No
SBA Registry?	Yes	Discount Program Offers	Veteran Fran
Offer Group Health Insurance?	No	Buyer Motives	A/B/E/S
In House Financing?	No	Item 19	Yes
Semi Absentee/Absentee	Yes	Semi Absentee/Absentee Ramp-up Timeframe	N/A

State Registrations

Registration States

Currently not approved and not available in:
HI, MD, NY

Non-Registration States

Currently not available in:
None

US Territories

Currently not available in:
GU, PR

Canadian Provinces

Currently not available in:
NB, NL, AB, NT, NS, PE, QC, SK, ON, YK, MB, BC, NU

CONFIDENTIAL

Business Features

We are a nationwide network of pain and wellness specialists, using advanced techniques and treatments in chiropractic, progressive rehab, and nutrition to help you get back to doing what you love. Our mission is to deliver comprehensive chiropractic care tailored to each patient's unique health needs to improve their overall well-being.

Multiple Revenue Streams:

- Chiropractic care
- Functional Rehab
- Spinal Decompression
- Photobiomodulation
- Class IV laser
- Branded Nutritional Supplements & Products
- Wellness subscriptions & Sleep aid.

Recession Resistant

HealthSource is the only franchised chiropractic brand that accepts insurance. Millennials, the largest and fastest growing generation, are turning to chiropractic care for drug free pain management and to maintain their health. Chiropractic care is becoming increasingly important in the fight against opioids.

Pandemic Resistant: Since they are a medical clinic, it is deemed an essential business; therefore, would stay open.

Issues and Ambushes

Current Industry Conditions, Advantages, and Projections:

Millennials, the largest and fastest growing generation, are turning to chiropractic care for drug free pain management and to maintain their health. Chiropractic care is becoming increasingly important in the fight against opioids.

Failures

Not Available

Hooks and Hangers

Brand Differentiators and Competitive Advantages of our Product/Service: We are the only chiropractic model that offers many different revenue streams and modalities resulting in not only higher profit margins but also extremely satisfied patients. We have 99% client satisfaction ratings nationwide. Our clinics are also able to accept third party pay including Personal injury and Workers Compensation along with private pay for certain treatments and wellness care. They are the only franchised chiropractic brand that accepts insurance.

Discovery Day Process

Franchise Awarding Process (6-8 Week Process)

1. Introductory Webinar
2. Unit Economics Webinar
3. Marketing and Operations
4. Executive & Franchisee Validation Calls
5. Discovery Day
6. Franchise Awarded

Consultant Payment Terms

Payment occurs once the franchisor is funded.

VetFran/Minority Discounts

VetFran Only - There is a \$5,000 discount off the first license.

E2 Visa/EB-5 Program Status

No

State Deferments

VA, IL, CA

Candidate Sales Process

Franchise Awarding Process (6-8 Week Process)

1. Introductory Webinar
2. Unit Economics Webinar
3. Marketing and Operations
4. Executive & Franchisee Validation Calls
5. Discovery Day
6. Franchise Awarded

Owner Roles

What will be the role of the owner?

Managing the manager (lead chiropractor). Building a culture amongst their 3 employees. Managing financials, such as KPIs and metrics.

What will be the role of the multi-unit operators?

Building a team, community engagement, managing the manager

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Building a team, community engagement, managing the manager

FranNet Comments/Validation Summary

Not Available