Redspot.

Car. Ute. Truck. Van. Rentals



FRANCHISE INFORMATION PACK

The Ultimate Franchise Opportunity

Unlock Your Success with Redspot

Embark on a journey to success with Redspot, where we offer a proven business system, global charm, and unparalleled support. Join the Redspot family, where your success story begins on a friendly note. Discover the features and benefits that await you on this exciting journey as a Redspot franchisee.



1

Proven & Successful Business Systems:

Benefit: Franchisees benefit from a well-established and proven business system. This includes specialized training, operational support, and a reduced risk of failure, ensuring a smoother and more successful start-up.

2

Marketing Activities and Brand Recognition:

Benefit: Redspot franchisees enjoy the advantages of group marketing activities, including branded marketing, local area marketing, and an international marketing presence. This results in increased local awareness, customer and business growth, and the valuable benefit of being associated with a recognized and respected brand.

3

Access to IP and Documentation:

Benefit: Franchisees gain access to Redspot's intellectual property, which includes brand names, logos, and a business format franchise system. This not only contributes to market recognition and goodwill but also provides consistency of standards through documented systems and a franchisee operations manual.

4

Comprehensive Franchisee Support:

Benefit: Redspot provides ongoing support to franchisees, including field visits, regular reviews, and training and assessment programs. This support extends to ensuring high-quality products, achieving customer satisfaction, and facilitating franchisee and staff development. The result is a thriving business with the potential for repeat business and sustained success.

If you are ready to start your journey feel free to reach out to our friendly franchise team via email.
e: franchising@redspot.com.au

Answers to some commonly asked questions

Frequently Asked Questions

What is franchising?

Franchising is about being in business for yourself but not by yourself. Franchising is where the Franchisor licences the Franchisee the right to distribute and market a product or service, and use their business name and / or trademarks for a fixed period, in return for a fee and a share in the income generated. Under Redspot franchise system, the Franchisee has the opportunity to conduct a business using Redspot's international brand names, business system and services.

What is a franchise?

According to the Franchising Code of Conduct, a business is deemed to be a franchise where:

- There is a written, oral or implied agreement;
- One party (the Franchisee) is granted the right to carry on a business of offering, supplying or distributing goods or services under a system or marketing plan, which is substantially determined, controlled or suggested by the other party (the franchisor);
- The operation of the business will be substantially or materially associated with the franchisor's trademark, advertising or commercial symbol; and
- Before starting or continuing the business, the Franchisee must pay or agree to pay the franchisor an amount, whether an initial fee, ongoing royalty or other payment.

Why should I choose a franchise instead of starting my own business?

Starting a new business can be risky. By purchasing a franchise, you can reduce the risk to some extent as you are buying a business with an established, successful business system and brands. In addition, you receive comprehensive initial training and ongoing support, advice and training.

How do I go about becoming a Redspot Franchisee?

You have already started the journey. The next thing you must do is complete the Expression of Interest Form and Confidentiality Agreement. This information will assist us in assessing your suitability as a Redspot franchisee. Should you meet our initial criteria, we will provide you with a detailed outline of the steps to be completed in order for you to become a Franchisee.



Am I required to work in the business?

Yes. At Redspot, we believe that the most successful franchises are those which are run by the actual owner. We also believe that the best head-start you can give your business is to commit yourself to it so as you can fully understand every aspect of the operation. It is important that you want to pursue an active involvement in the franchise. At a later stage you may wish to open further outlets.

I would like to own a franchise with my business partner. Is this acceptable?

We believe the best company structures are those kept simple. If you do decide that a partnership best suits you, we encourage and strongly recommend that you discuss the responsibilities that you would both undertake as franchise partners and devise a dispute resolution strategy.

What do I receive for my Initial Fee?

The Initial Franchise Fee is your payment for the grant by us of the right to use the valuable intellectual property, which includes the brand names, operational systems, existing business relationships and the Redspot business opportunity. As a Redspot Franchisee, you will receive a comprehensive Training Program on all aspects of your Redspot business, customer service techniques including transaction processing, and hands-on training in the management of the business day to day. Whilst this training is happening, you will also receive an Initial Marketing Program designed to assist you to establish you in a Redspot Location.

What happens at the end of the first franchise term?

Provided that you have complied with our policies and procedures during the initial term and notify us of your wish to renew within the required time, you will be able to renew your franchise for a further term. You should be aware there are a number of requirements set out in the Franchise Agreement that need to be met before your franchise can be renewed and you will have to pay the legal costs of arranging the renewal. You also have to sign a new Franchise Agreement which may contain new or altered conditions. If you have proven to be a successful Franchisee, it is in our interests to have you renew. Full details of how this works is included in the Franchise Agreement.

What Locations are available?

We need to assess your suitability to join Redspot franchise network, just as you need to do your own assessment of our suitability to you and your lifestyle. When we are both comfortable to progress, you will be given the opportunity to lock in a particular location providing it is still available. The lock in procedure may be discussed in more detail in the interview stages.



When I open for business, will I be left on my own?

No. When you join Redspot we will guide you until you are comfortable with the way you operate your business. Whilst you are a part of Redspot network support is just a phone call away.

Will I have an opportunity to contribute to the franchise network?

Yes. Our franchise system has been designed to provide all Franchisees with an opportunity to contribute.

Will I be able to sell my business in the future?

Yes, the franchise is yours to sell under certain conditions, to someone who meets with our approval just as you did, and then continues on with the franchise. This is a very important issue which differentiates owning a franchised business from just holding down a job. The more profitable your business is the greater is its sale value. When you leave a job, the value you have created stays with the company, as a Franchisee, it stays with you.

How much will it cost?

The initial investment in your Redspot franchise depends on the type of fitout and number of vehicles, and whether you lease or buy. Full cost details will be provided in the Disclosure Document. Indicative total cost for a start-up franchise varies from approximately $150,000 - $250,000. These figures do not include the purchase of vehicles or working capital.

Is there any ongoing Franchise Service Fees?

There is an ongoing Franchise Service Fee or Royalty of 7.5% of sales turnover.

- Use of our Redspot range of brands
- Training and monitoring
- Manual updates
- Access to Redspot range of products/services
- Assistance in making your business more effective and profitable
- The benefit of group purchasing power
- Ongoing advice and support

What is the Marketing Contribution?

There is an ongoing Marketing Contribution of 2.5% of sales turnover. The Franchisor organises this marketing and advertising for the benefit of the overall business and you should allocate funds from your turnover to carry out local promotional activity.



Would a Redspot Franchise suit me and what qualifications do I need?

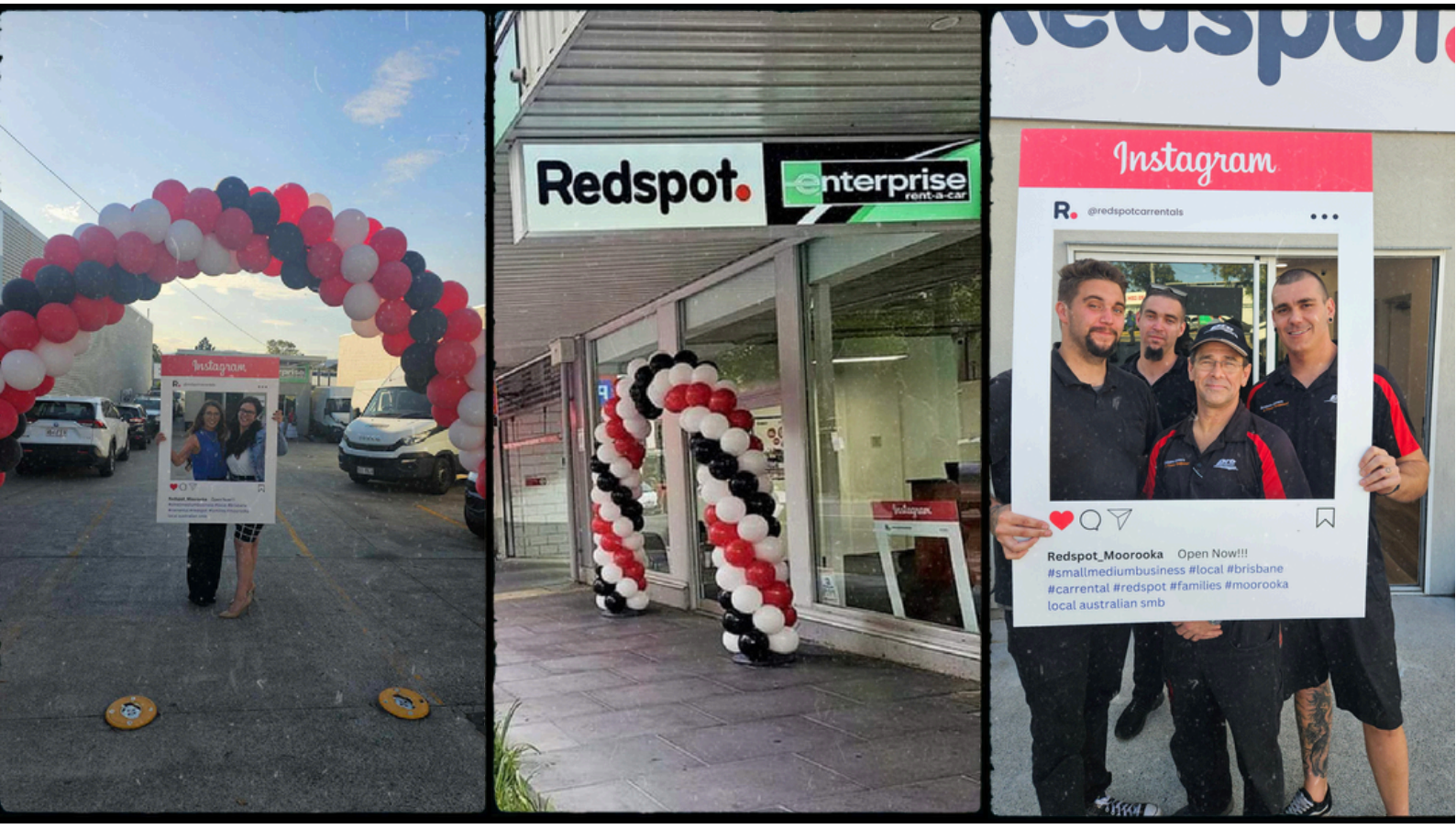
You don't need any formal qualifications; you will be trained in all aspects of the business. A Redspot Franchise would best suit people who like meeting people, developing repeat business customers, looking after staff and most importantly creating the right service levels forr the customers.

Why should I become a Redspot Franchisee?

Redspot has been successfully operating for over 35 years and continues to grow at a healthy rate. The company management is highly experienced and recognised for excellent customer service. The acquisition of the Master Licence for the world famous Enterprise, National and Alamo brands will generate significant additional business from around the world.
We would now like to share our success and knowledge with others through our franchising program.

Will I have an exclusive Location?

We will discuss with you the Location where your outlet will be based, depending on availability and where you live.



If you are ready to start your journey feel free to reach out to our friendly franchise team via email.
e: franchising@redspot.com.au

Ready to Drive Your Own Success?

Join the Redspot family and put yourself in the driver's seat of a thriving franchise opportunity. Whether you're a seasoned operator or new to the business, we're here to support you every kilometre of the journey.

📞 Want to learn more?
Let's chat! Reach out to us today for your personalised meet and greet with our franchise team.

✉️ Email: franchising@redspot.com.au
🌐 Website: redspot.com.au/about-us/franchise-enquiries/
📍 Proudly Australian. Proudly Redspot.

"You can rely on Redspot"

