

# CheckHome

## FRANCHISE OVERVIEW

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# Considering a Career Change? Become Your Own Boss with CheckHome!

It's the Kiwi dream, to be your own boss and to own your own business. Owning a home based business that gives you freedom, flexibility and a great lifestyle, can seem impossible in the current economic climate. If you would like to start a successful business, that doesn't require putting in 60-70 hours CheckHome could be the perfect opportunity for you.

Starting your own business is a giant step towards a future of financial security and potential wealth.

However, by going it alone, you have to overcome several risks, notwithstanding that most business start-ups in New Zealand fail within three years. Unless you manage your time and resources well, you may run into some serious challenges, and ultimately failure.

Did you know that 94% of franchises in New Zealand survive 3 years and more?

That's where a well-developed franchise system, such as the one CheckHome offers, gives you the backup you need to succeed.

Now you have the opportunity to tap into a proven franchise business plan in a growing industry, and be part of the success statistics. Most importantly, you can finally be your own boss and build the life you desire.

Our tried and trusted system, based on a current growth industry - home inspections - offers added security and a proven process to help you succeed.

## We provide:

**Training:** CheckHome is a leader in the home inspections industry. Gain all the know-how the necessary training to learn the trade from experts who know the game. A simple step-by-step system with logical, easy-to-learn processes makes this opportunity accessible to anyone with a desire to learn.

**Tools:** Our automated systems ensure that you save time and provide clients with fast, effective service, while allowing you more time to market your business and increase sales.

**Support:** Ongoing support ensures that you handle your CheckHome franchise business as an expert and experience continued growth. We will even help you make the right connections.

## 1. Who Can Start a CheckHome Franchise?

This opportunity is ideal for, but not limited to, people in the building and property industries with the ambition to become self-employed and carry an increasing workload.

As a CheckHome franchisee, you will receive a property inspection license that affords you the flexibility to choose your work hours. It will also enable you to build your business to support your desired lifestyle.

If you have been looking for a reliable, trusted brand, to take your income to the next level, then this opportunity is for you.

### *Live the Kiwi Dream*

CheckHome gives you a chance at freedom, flexibility and a lifestyle you have been dreaming about. You can be your own boss!

## 2. What is CheckHome?

As more home buyers demand to be informed before they buy properties, it creates a growth in the home inspections industry. Home inspectors help home buyers to make informed buying decisions and as a result, enjoy the benefits of a lucrative business opportunity in a growing market.

## Peace of Mind

CheckHome is a 100% locally owned business that offers building inspection performed by a qualified team of inspectors. The company is independent of any developers and agents, offering potential home buyers objective, professional, unbiased and prompt reporting on all their building inspection requirements.

## About Home Inspections

From new builds, renovations and extensions and commercial projects, CheckHome does it all. A registered builder carries out all of the building inspections and reports on both the structural and cosmetic issues associated with projects.

## Why CheckHome

Engaging the services of a qualified and totally impartial professional inspector provides home buyers peace of mind whenever they are buying, building or renovating. A professional home inspection helps to protect the client's largest personal investment - their future home. CheckHome provides clients with comprehensive professional reports, usually within 24 hours of the inspection.

## How Building Inspections Work

CheckHome carries Professional Indemnity Insurance for added peace of mind.

All building inspections are recorded on site at a pre-arranged date and time.

Reports are available within 24 hours, via e-mail or a signed copy if requested. All information and reports are confidential and will not be made available to any other party without approval.

Clients are welcome to attend inspections, with prior knowledge of the vendor/agent. CheckHome allows homebuyers to purchase with confidence, ensuring that materials and workmanship are up to standard. Each user friendly report includes a summary and colour digital photographs, and are easy to read and view.

Phone support will be provided to answer your questions concerning the building inspection report.

## CheckHome Inspection Services

When you become a CheckHome Inspector, you will perform a range of different home inspections, including:

### Pre-Purchase Inspections

As an impartial inspector, you will provide buyers with peace of mind when purchasing their largest personal investment - their future homes.

Pre-Purchase Inspections reduce costly surprises and allows buyers to negotiate with confidence. You will

provide clients with a full structural integrity report.

## Pre-Sale/Auction Reports

The Pre-Sale/Auction report allows homeowners to make necessary repairs or to negotiate with potential buyers. This includes:

- Full inspection report
- Full report on cosmetic details
- An extensive inspection of your property
- Moisture Test
- Hot Point Test and wiring check
- Written Quote for Repairs
- Test for all appliances
- In-depth written report in PDF format or on paper
- Approximately 40-65 Pages
- Photos of the house and problem areas
- Hard copy if required

## New Building Progress Reports

We present three overall reports with reference to the original building plans. Clients must inform builders in writing of the inspector's attendance.

This includes:

- At footings and slab stage
- At the completion of walls and roofing
- At the 'Practical completion' stage

# What We Check

We examine the roof – from outside and inside the roof space, the sub floor – where accessible, general foundation condition, and every individual room.

## Exterior -

- Roof: External covering – Tiles, sheet metal and gutters.
- Fretting of roof tiles, corrosion and leaks
- Framing: timber, steel or trusses
- Roof space: insulation, ducting, timber size and spacing
- Eaves, fascias, bargeboards and gables
- Walls: structure, cladding, render
- Rising damp
- Chimneys: visual overall condition report

## Interior -

- Fixtures and fittings
- Walls: covering and cracking
- Nails popping and defective lining
- Distortion and drummy Plaster
- Floors: all accessible areas, cracking, level
- Timber floors: Nails popping and general condition
- Ceiling: Sagging and nails popping

- Defective Lining and cracking
- Power points and lights
- Stairs: stringers, handrails and balusters, posts and treads and risers
- Overall stability
- Joinery
- Doors: damage and hardware
- Windows: sash operation, hardware and damage
- Timber finishes
- Cabinets and built-in furniture. Hardware, damage and operation
- Wet Areas
- Check for dampness and the overall condition of fittings
- Cracked, loose or drummy tiles
- Plumbing leaks
- Check water pressure and leaks
- Exterior Improvements
- Driveway, paths, fencing, gates and general garden condition
- Sheds and garages
- Retaining walls
- Verandahs, balconies, pergolas and decks
- Sub floor Accessible areas
- Timber Framing and Dampness or damp damage
- Pest damage Visual report only

# 1. Benefits of a CheckHome Franchise

Being part of the CheckHome Franchise system offers a range of benefits, including the fact that it dramatically reduces the risks of owning your own business.

Here are some of the other benefits:

## CheckHome is a National Brand

We offer franchises in certain areas in New Zealand.

## Growing Industry

The home inspections industry is growing as people buy and sell homes, and as new building projects are continuously being developed.

## Ongoing Support

Franchise members enjoy a range of support services from CheckHome corporate - from initial training, guidance, insurance help and excellent tools, you are never on your own.

Your role is uncomplicated, and our systems are user-friendly and easy to follow.

## Work Less - Earn More

Our intuitive systems handle the time consuming and complicated aspects of the job, leaving you free to earn up to \$200 per hour. You can deliver

90 page reports in only 24 hours. We provide everything you need to develop your business, enabling you to earn more than you ever could as an independent contractor.

### **Reduced Financial Risk**

Our state-of-the-art technology solutions, including report applications reduce the risk of errors and oversights on your assessments and costings, ensuring that you get paid for every job.

## **2. Generate Wealth with CheckHome**

Earning an income is one thing, but CheckHome allows you to develop an asset which you can sell when you decide to retire. The efforts you invest in your CheckHome franchise will contribute to creating valuable equity in your business. When you eventually decide to exit the business, you could sell it for a much higher price than you could ever get as an unbranded, independent contractor.

CheckHome is a clean, modern and professional brand that offers:

1. Training & Guidance to Build Your Business
2. State-of-the-art Tools and Applications
3. Telephonic Support and Second Opinions
4. Assistance with Insurance

## **3. What Makes a Successful CheckHome Franchisee?**

Your desire to succeed and build wealth through your own efforts, in your own business is your most important asset.

If you have a strong work ethic, with a customer-oriented attitude and strong sales ability (without the hard-sell) you are a good candidate. We want inspectors who can relate well to customers, and assist them to make the right decision.

Referrals form a big part of the CheckHome business, and franchisees should be comfortable with developing a network of key referrers to help grow your operation. We have found that referral business is much easier to secure, because happy clients do the selling for you.

To succeed at your CheckHome franchise, you need to be a good planner and organiser.

Some business experience will stand you in good stead and basic computer skills are required. We will teach you how to use our tools and applications, but you need to know how to use email, internet and use a digital camera.

Enthusiasm and initiative will catapult you to success, but you are required to follow

our systems in accordance with our training programme and as prescribed in the detailed franchise operating manuals.

We provide full training. In fairness to your fellow franchisees, your personal presentation, manner and actions (and those of the staff you are responsible for) need at all times to reflect the professional stance of the CheckHome organisation.

Our company has a reputation for delivering on our promises, and we expect our franchisees to uphold that standard by continuously striving to exceed expectations.

### **Is Franchising Right for You?**

Before taking this opportunity any further, it is worthwhile to take the time to consider if franchising is the right option for you. Please consider the following points carefully before deciding to continue:

### **Am I able to follow the company's guidelines?**

As a franchisee you would be working within a clearly defined set of procedures and codes of practice. The franchisor sets the standards, rules and regulations and although you may have a degree of input into these factors, it is the franchisor (CheckHome) who defines the operating systems and regulations.

Although you will own your own business, you will not be free to run it however you wish, but rather be subject to the franchisor's rules, which are reasonable and designed to benefit the entire chain of franchise owners.

You also need to work closely in conjunction with your regional franchisee.

**Do I realise that the franchisor is not responsible for my success?**

You will receive a great deal of support from the regional franchisee and the head office support team, but your success ultimately depends on your own commitment and drive.

It is in the franchisor's best interests for you to do well and your success will be positive for the entire CheckHome group. You can expect them to provide a high level of support and encouragement, but at the end of the day it is your business.

**Am I fully committed to providing the highest level of service to customers?**

The reason a CheckHome franchise is a recipe for success is that it provides systems and support to overcome many of the weaknesses and negatives homeowners perceive in the building trades.

You can only succeed with a CheckHome franchise business if you are truly committed to customer service and to being so much better than the independent operators in your area.

You must be committed to developing the potential of the area assigned to you and to operating a profitable business.

## Projected Turnover

**\$150,000 + per annum**

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