

Franchise

Frequently Asked Question

1. What is the Scope for Export and Import Sector?

The size of the Export and Import Sector is worth more than 20 lacs Crores.
Export and Import market is growing at a healthy rate of 10% every year.
20-30% of the Export and Import Sector are done by Franchise.
India contributes 28% to the pool of knowledge workers globally.

2. What is Franchising?

Franchising is the legal right to carry out a business in accordance with a particular operational method and under a specific brand. This includes the right to use trademarks, logos, a business system, operating procedures, IT and marketing techniques.
It can be seen as you working for yourself and running your own business; however, you go to market with the benefits of a household name and a dedicated team supporting you with advice and guidance on how to operate effectively.

3. Why we are Franchising?

- To maximize shareholders' returns and value.
- To excel in every facet of its operation.
- To provide attractive and well rewarded career and business opportunities for all employees and Franchisees.
- To dynamically grow through pro-active acquisitions, mergers and joint ventures.

4. Why Should You Sign Up?

- Reasonable ROI (return on investment).
- Ties-up with reputed companies.
- Experience in more services.
- Commercially and technically viable and proven project.
- Low investment and minimum risk.

5. What are Support Provide by Us?

- "JC Groups" will support your business and help you grow with :
 - Start up training and Full Technical and Operational support.
 - Recruitment of the Strong the team.
 - Making policies.
 - Share clients across the Globe with regards to your territory.
 - Back office operations - Centralized Invoicing & Collections.
 - Operational processes
- (Reporting formats, database management, requirement management, incentives etc.)
 - Continuous interaction and guidance on all aspects of running the business including business development, delivery, finance, manpower issues etc.
 - Share promotional and Branding Material.
 - Continuous guidance on sourcing against typical requirements
- (Sourcing methods, target companies, etc.)
 - Cost Optimization.
 - Dedicated Access to "JC Groups" portals - at lower cost than market.
 - Infrastructure Guidance- Infrastructural equipment, Office layout plan, etc.

6. What are Benefits of “JC Groups” Franchisee?

You are granted with a license to trade as a “JC Groups” Trade Partner.
You will benefit from being part of our group, including ground representation.
You have your name, address, contact number on our website.
You receive a national advertising and marketing program that will continually reinforce our distinctive brand image.
You have all of your processing done through system by our head office, enabling you to focus on generating more sales.
You receive Affinity Account Leads.
You receive Staff Training.

7. What are the Pre - Requisites..?

Good reputation and contacts in the area.
Suitable office space and computer with internet access.
Initial investment of Rs.5, 00,000/- towards franchise fee.
Willingness to undertake aggressive local promotions.
Familiarization with industry or IT enabled services shall be considered as an added advantage.

8. How much time does it get to get approved as a franchisee?

Initial qualification involves a series of background checks and interviews and the verification of the documents provided. Hence to predict the actual time taken would be difficult, however approximately it would take around 2 to 3 weeks.

9. Where can I open a franchise centre?

Anywhere in World, where you get a Export and Import opportunity.

10. Will “JC Groups” finance the costs of the franchise?

“JC Groups” does not provide financing. But can provide support for various Institutional Programs.

11. Can we obtain the funds to purchase a franchise from a relative, friend or associate?

Yes, however this would involve you in a type of partnership. Each group together must meet the financial qualifications and be willing to devote time and their best efforts to the operation of the Office.

12. I have an existing Export and Import office; can I get a “JC Groups” franchise?

“JC Groups” franchise could be granted to you as per the normal qualification process; however, on receiving the same, you will require to continue with only the “JC Groups” format & franchise.

13. What is the availability of opportunities in my area of interest?

The availability of franchises in specific geographic areas must be discussed with the management of “JC Groups” for the specific area for which you have interest. However, the availability of the locations may vary by the time the franchise qualification is complete. Therefore, geographic flexibility is a characteristic we seek in our franchises.

14. What are the fees you need to pay for “JC Groups”?

An Initial non refundable security deposit Fee of Rs 5, 00,000. Per office.
There is no monthly fee and annual fee.
portal renewal costs for every year.

15. What would be the ROI (Return on Investment) we can expect?

On account of confidentiality, we cannot reveal the exact details. However, after the preliminaries and the investigative report, we would be happy to discuss the financial returns in a personal meeting.

16. The Ideal Franchisee

The perfect franchisee meeting our requirements would be:
Having the capacity to make an Investment of Rs 7 to 50 lacs depending upon the chosen city.
Self-motivated and having a dynamic personality.
Team player, good communicator and self-disciplined with acumen for setting up efficient systems.
Able to invest 7 to 9 hours on a daily basis.
Passionate about doing something useful and getting recognition in the community.
Preferably with a Sales or HR background and experience.

17. Who can apply for our Franchisee..?

Individuals/ Representatives of Organizations with excellent entrepreneurial skills.
Self-motivated and having a dynamic personality.
Team player, good communicator and self-disciplined with acumen for setting up efficient systems.
Able to invest 7 to 9 hours on a daily basis.
Passionate about doing something useful and getting recognition in the community.
Preferably with a Sales or HR background and experience.

18. What are all the core responsibilities of mine as your franchise?

To source and organize suitable Products for both Export and Import as the requirement generated by us.
To act as an effective link between Exporter and Importer and "JC Groups" employees by providing prompt services.
To conduct seminars and other local promotional events.

19. What will be my ideal rate of return on investment?

Profitability will depend on the investment made, the revenues earned and the expenses incurred. It really depends on how effectively you can manage your business.

20. How do I prepare the office infrastructure?

Once the sign up process is over, we will assist you with complete details of the centre setup.

21. How many partners I can have for my Franchise?

It is recommended by "JC Groups" that you do not have more than three partners for the venture.

22. What is the minimum manpower requirement to start a "JC Groups" Franchise?

The manpower requirement varies and is based on Franchise owner's interest. Initially, however, you will need the following:

- 1 Manager
- 1 Team Leader
- 1 Executive
- 3 Junior Executives
- Office Boy

23. Who will build my centre? Can I use my existing setup?

"JC Groups" will help you build your center. You can use your existing setup, provided it is as per "JC Groups" specifications.

24. How much money can I make?

Profitability varies depending upon a Quantity of product Exported and Imported, Past experience of supplied goods, operating costs and etc. Questions related to revenue and profitability is discussed during the initial meeting process.

25. How do you provide training / orientation to franchise staff?

Regular trainings are arranged for the benefit of franchise at your office itself. Instant trainings will be provided through phone, internet and etc.

More FAQs

What is franchising?

Franchising is the legal right to carry out a business in accordance with a particular operational method and under a specific brand. This includes the right to use trademarks, logos, a business system, operating procedures, IT and marketing techniques.

What is Basis Of your Franchisee Model?

A. We at "JC Groups" believe that the Recruitment Business is a Zero Entry Barrier Business. It is very easy to start a Company, however very difficult to make it run profitably. Our Franchisee Model is a "Plug & Play" way to start your own business. If One Had to Divide the Business into 3 Parts, it would be Admin, Operation & Business Development. These responsibilities are shared between "JC Groups" & Our Franchisee.

➤ **Admin:** All Admin Work such as Contracts, Tax Related Documentation, Invoice and Payment Follow- up which are not really Profit Making Investments of your time will be handled by the Head Office.

➤ **Business Development:** For any business to start this is one of the Critical Factors. We understand this & therefore the Head Office is responsible of getting you enough work to execute this business. We jointly share the responsibility.

➤ **Operations:** In our business, this is the heart of the business. Revenues come from this source. Therefore we would require you to only concentrate on this aspect of the business. This is completely your responsibility.

Why are we franchising?

- To maximize shareholders' returns and value.
- To excel in every facet of its operation.
- To provide attractive and well rewarded career and business opportunities for all employees and Franchisees.
- To dynamically grow through pro-active acquisitions, mergers and joint ventures.

Why Should I Sign Up?

- Experience in Product related to Export & Import and related services and other Supporting services.
- Tie up with reputed companies from India and abroad.
- Commercially and technically viable and proven project.
- Low investment with minimum risk
- Reasonable ROI return on investment.

What are Franchising Benefits and Support?

Brand Name

You are granted with a license to trade as a Partner of "JC Groups". You will benefit from being part of our group, including ground representation.

Infrastructure Guidance

Infrastructural equipment, Office layout plan, etc. Training

Start-up training, full technical / Operational support and online chat support.

- Recruiting the team (Recruiters, Managers)
- Making policies

Operational

- Operational processes Talent Now portal, Reporting formats, requirement management, incentives etc.
- Share clients across the country and the world with regards to your territory.
- Share the database of Products and clientage.
- Developing courseware for training programmes.(Training Division)
- Trainers for training delivery (Training Division)
- Sourcing methods, target companies, etc. Continuous guidance on sourcing against typical requirements
- Continuous interaction and guidance on all aspects of running the business including business development, delivery, finance, manpower issues etc.

Back office operations

- Support Team doing client and Company coordination and follow up.
- Centralized Invoicing & Collections - You have all of your processing done through system by our head office, enabling you to focus on generating more business.

Business Development

- Share promotional and Branding Material and Ongoing Business Development guidance and support

What are Pre – Requisites?

- Good reputation and contacts in the area.
- Willingness to undertake aggressive local promotions.
- Familiarization with Export and Import process shall be considered as an added advantage.

Basic Infrastructure Requirement

- 100-200 sq feet of commercial space anywhere
- Initially you could even start off from semi-commercial place or empty residential place.
- Couple of PCs, internet connection, telephone connection.

Will you guide me on the person who I should Contact?

Yes, we will.

Will “JC Groups” finance the costs of the franchise? Can we obtain the funds to purchase a franchise from a relative, friend or associate?

“JC Groups” does not provide financing. Yes, you may use any sources to obtain funds, however this may involve you in a type of partnership. Each group together must meet the financial qualifications and be willing to devote time and their best efforts to the operation of the Office.

Can you deduct my Franchisee Fee from my earnings?

No. The Franchisee Fee needs to be paid upfront.

How much will I Earn?

That is something that you need to answer to yourself. This is not a Salaried Job so there are no promises.

Will you give more than One Franchisee in my City?

Yes & No. If we see you performing then there is No Point having more than one. But if we do not see effort being made, then we will be forced to look out for another partner. However enough time will be given to you to show your potential.

If the requirements provided by you are not completed in the month you give us, will they get a Carry Forward?

Yes. They will be carried forward. However, you will also continue to get more work from us.

Will I get enough work?

Keeping you idle is a loss to us. We will ensure you have enough work.

Is a franchisee entitled to any reimbursable expenses relating to the operation?

No, all the expenses will have to be borne by the franchisee themselves.

I have an existing Centre; can I get a "JC Groups" franchise?

"JC Groups" franchise could be granted to you as per the normal qualification process.

I have an existing office; can I get a "JC Groups" franchise?

"JC Groups" franchise could be granted to you as per the normal qualification process; however, on receiving the same, you will require to continue with only the "JC Groups" format & franchise. If you have an existing set of clients, they will have to be empanelled with Morpheus, once the existing contract expires.

How much time does it take to get started as a franchisee?

To predict the actual time taken would be difficult, however approximately it would take around 2 to 3 weeks, once the payment and agreement is signed.

Client List of "JC Groups" Please refer to our corporate website www.mhc.co.in for details.

Is Business Development a part of the Franchise duties?

Export-Import Division - "JC Groups" shall provide requirements to work on during the entire tenure of this relationship but we expect franchise to appoint someone to source local business which would balance out the business composition. Local Clients would add up to the revenue of the Branch apart from the Clients that you would get from the HQ of "JC Groups"

Supply Division – Yes, the Franchise would be required to generate leads for Corporate and Institutional Supply.

Do I have to bring business only from my territory?

No you can bring business from anywhere in India / Around the world.

Where are these companies located?

These requirements could be from anywhere in India / Around the world. We are open for business from other locations too.

Will there be any requirements from my city?

Yes. We will definitely make an effort. After all the purpose of Franchising is to spread across. However, we need to keep in mind that the work coming should be profitable.

Which Industries do you cater to?

All industries expect for Product related to Export and Import. If a Franchisee wants to work on any of these, they are free to sign up themselves.

What if I am unable to complete a requirement?

We will help you. Our job is to be your support from time to time.

Do we need to open a Separate Bank Account for Franchising Business?

This is on the individual's discretion.

Do we need a Trade License to take up a Franchise (Shop & Establishment Act)?

That depends on the State to State Government Requirement. As per the State Government Requirement if it is mandatory then a Trade License becomes mandatory.

What is the Billing Cycle? When does Franchise get paid?

The Billing Cycle is 15th of every month. All the payments realised by 12th of each calendar month will be released by the franchisor to the franchisee on the 15th of the same month. You will receive the payment for a closure only after "JC Groups" receives the payment from the client and the completion of his/her replacement period.

How is my money given to me? Cheque could be couriered to you on your mailing address.

Will there be any kind of Training or Assistance provided to get started?

We start with an online training of "JC Groups" Operations. Also the SUPPORT Team is available online for assistance.

Will I have to pay for this training?

No. This is included in your Franchisee Fee.

Which Portal will be provided to me?

A premium portal of "JC Groups" will be provided to you.

What kind of promotional activities does "JC Groups" initiate to promote the brand name?

We do Print Ads, Radio Campaigning, Internet Marketing on networking sites to enhance the brand name. We have participated in various HR conferences as sponsors to create brand awareness.

What kind of promotional activities would Franchise have to initiate to promote the business?

Local advertising is optional. Advertising at a local level would be funded by you where as the content and the design would be provided by us for your use as we deem appropriate.

How is the revenue generated?

Export and Import Division - Revenue is generated when we close a position. The client pays us as per the terms decided in the agreement with the client. We have terms of 12.5 % / 20 % with most of our clients.

Export-Import Division – The client pays us as per the terms decided in the agreement with the client.

What is the revenue sharing?

30% of revenue for Franchise and 70% revenue to "JC Groups" (Taxes Applicable)

How soon can we break even?

The breakeven could be as early as 4th month.

Does Franchisee have direct Client Contact?

We have a SUPPORT Team here that does client co-ordination as single point of contact for clients and save your time and effort in client follow up. Training Division – Yes, Franchise will be in constant contact with the client to facilitate the Business.

Are there any Targets for Franchise?

No.

What is Software operandi?

Software operandi is used by "JC Groups". The features are as follows,

- View "JC Groups" Database
- Track Status of Clients
- Add Clientage and create your own Database
- More productivity due to Automated Operations
- Transparency in operation
- Generation of Performance Report

How to Join/Empanel with "JC Groups"

Franchise Agreement will be couriered to you and it has to be duly signed by you and returned to the below mentioned address along with documents as listed below,

⇒(a) Id Proof

⇒(b) Address Proof

⇒(c) 2 Passport size photos

Agreement signed and courier back to "JC Groups" along with the Cheque or DD as Franchise Fee (Non-refundable) in favour of "JC Groups"

Upon receipt of all the documents, we shall courier you back your copy and a certificate to commence business under our brand.

If you have any query kindly E.mail us or Call us,