



## **FREQUENTLY ASKED QUESTIONS ABOUT BECOMING A FRANCK PROVOST PARIS FRANCHISE PARTNER**

### **Why should I choose a franchise business model?**

Many people make the decision to drive their career by starting up a business. Some want to be their own boss and be able to put their ideas into action on their own terms. Others want the flexibility to accommodate their lifestyle with their job...and keep a share of the business profits.

As with any entrepreneurial adventure there are risks involved, however an appealing option to many investors is to purchase a franchise, where risks are minimised and a brand has an existing structure and perception. Franchisees gain instant brand recognition, initial training, ongoing support and increased purchase power, all for much less than it would cost to start an independent company.

Purchasing a franchise is also one of the safest ways for entrepreneurs to become business owners. According to [www.franchisingbusiness.com.au](http://www.franchisingbusiness.com.au), statistics reveal that about 80% of independent small businesses in Australia fail in the first five years. In comparison, less than 20% of businesses that are part of the franchise network fail in the first five years. Similar studies have determined exceptional success rates for franchise systems worldwide.

### **What does the Franck Provost Franchise business model have to offer?**

Franck Provost Paris is one example of a successful franchise business model that has attracted investors globally who are keen to make their own mark in the hair and beauty arena under the umbrella of a renowned brand. The company started with a single salon in Paris in 1975 and over 40+ years has grown to a network of more than 600 salons in over 30 countries. In excess of 10 million clients each year entrust their hair to a Franck Provost professional.

Being a world hairdressing leader with a reputation for premium service and luxe expertise, the advantages of becoming a Franck Provost Paris franchise partner are many. You will be partnering with a globally recognised brand that has four decades of experience and a five-star reputation. Our profitable and proven business model has been optimised to run efficiently and successfully in the Australian marketplace.

Owning a Franck Provost salon franchise could be the best decision you've ever made!



## **Do I need to be a hairdresser to own a Franck Provost franchise business?**

No, not at all. Our global network has a mix of franchise partners from many backgrounds. Some are hairdressers, others have no links to the hair industry whatsoever...but what they do share is a positive, entrepreneurial mindset and a genuine commitment to make their salon grow and prosper. Franck Provost provides full training in professional hair salon management, so no hairdressing experience is necessary. What you do need to possess is a passion and drive to make your business a success and foster a positive culture in your salon for clients and team members to enjoy.

## **What sort of training will I receive?**

Having the expertise of a global business such as Franck Provost means you will always be learning new ways for your business to thrive, so your skillset will most definitely expand for the better. Franck Provost franchise partners work closely with our expert Head Office team in Sydney, which provides thorough and consistent support in finance, education, marketing, HR, business management and hairdressing training to give you the confidence to manage your own business successfully.

As a franchise partner, you will also have unlimited access to the Franck Provost Paris Academies in Sydney and Paris so that you can enjoy world class training for you and your team across all aspects of technical and creative hairdressing and client service.

## **How flexible is the Franck Provost franchise business model?**

Whilst a franchise business such as Franck Provost has a strong brand identity and systems in place to ensure its success, your energy and drive will only make the business stronger, plus you have the flexibility to add your creative flair to your salon. Better still, you can be hands on with the business and enjoy a balanced lifestyle at the same time. Different levels of management support are available, so you can choose what you want to do yourself and nominate other areas where our Head Office can take over the reigns. This could include rosters for your staff or engaging our dedicated Call Centre to manage your phones, client bookings and follow up, just as a few examples.

In addition, because clients are loyal to the business and the brand, you can design your work/life balance and rely on the skills of your team with our constant presence. Whilst this can take time until you get your business up and running, if you do it right you could soon start to master your schedule and enjoy the freedom that being a business owner provides.



**How much does it cost to invest in a Franck Provost Paris franchise and what locations are available?**

Franchise opportunities are available from \$250,000. We have salons available for investment within our existing network, and also opportunities for new businesses in key CBD and metropolitan locations around Australia, predominantly on the highly populated Australian east coast. Please refer to (link on website) for current opportunities.

**I'm worried that I'll be lost in such a large international company – should I be?**

Absolutely not! Being part of a global network of likeminded business entrepreneurs means you can meet a wide variety of people to lean on, swap stories with and learn from each other's experiences.

Whilst Franck Provost Paris is a famous and trusted global hairdressing leader, the essence of family is most definitely at its core. The company remains today a family business, with Mr Provost and his two children actively working in salons and on the brand each day. In Australia, we consider our business a very close family and engage in many activities, both business and social, to promote and foster a close working relationship with our franchise partners, salon managers and team members. These include the annual Franck Provost Artistic Awards and Christmas Party, monthly drinks, team bonding events such as our Vivid Harbour Cruise in Sydney, Studio Nights (creative photography sessions), Business Networking events with our professional partners such as L'Oréal Professionnel and Kérastase Paris and many others.

We are proud of our close-knit culture at Franck Provost, where everyone on the team is highly valued and treated like family.

***If you have any additional questions, please contact our Head Office on (02) 9331 5147.***