



Harrisons Carpet & Flooring Franchise for Sale Dunedin

Ad ID: 109140

Location: **Dunedin**
\$75,000
Asking: **including fully-equipped van and samples etc.**
Type: **Franchise Resale / Retail Other**



Proven Systems; Strong Brand; Dunedin North Territory

Business for Sale Description

Harrisons Carpet & Flooring Franchise for Sale
Dunedin

The Opportunity

In the 2022FY the business generated over \$100k owner profit, after only being established for several months prior to that. Most of the hard work has now been done, but sadly the vendors have had a change of direction, and the business must be sold. The asking price of \$75k including all plant & equipment represents an excellent ROI in the context of previous territory sales of this brand, and the discounted price is simply to effect a timely sale due to the owner's circumstances.

The Buyer

The keys to success with this franchise is people skills and a liking for sales. Most leads are provided by way of franchisor driven advertising, and success is simply leveraged by presenting products & solutions at the clients' home and closing the sale. A good retail person or customer service person will excel in this role, (and potentially more than double their income!!) with all training provided by the franchisor. The only requirement is an empathetic personality and/or simply being "a people person".

The Territory

The Territory includes nearly 30,000 households with a population in excess of 72,000 people. Most sales are after-market, with a small percentage into new builds, and the current owner has done some initial prospecting in order to build the territory, albeit a significant number of leads are also provided through Head Office advertising. Sales and profit would increase if a couple were to be involved in this business, enabling optimal use of the mobile showroom, which is not currently the case.

Business Resources

The Franchise Association state there are more than 630 franchised brands in New Zealand, operating around 37,000 individual businesses whose turnover accounts for 11% of the national GDP!!

A dynamic franchisor, proven systems and a compellingly-priced opportunity are available for the right buyer!

Sale Price \$75,000 including fully-equipped van and samples etc.

Net Surplus \$102,368 EBPITD



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