



CHILD → FUN/GROWTH

Buying a Sports Hub Franchise

Potential Buyers Information Pack

Introduction

The Sports Hub Franchise is designed to offer a financially lucrative, sports based business opportunity for the dedicated, pro-active, go-getter. It is a business that both offer the opportunity to earn a good living and to provide the owner with the satisfaction of involvement in grass roots sports development. Add to this an outdoors life style that can be shaped around each individual's personal needs and you have a total package that is difficult to beat.

The Sports Hub head office team is dedicated to not only help grow a successful business but to support and nurture talent to ensure life long personal development in line with our coaching principles. We are very aware that in order to prosper each of our franchisees have to be successful. It is for that reason that we have a stringent selection process based on both a structural and business culture fit. Each new franchisee becomes part of our foundation phase coaching revolution.

We look forward to explore the opportunity to work together and to build a long-term, mutually beneficial relationship.

Henk Oosthuizen

Owner

Selection Criteria

Franchisees needs to have at least 3 of the below criteria:

1. Age: Older than 21
2. Drivers license and transport: Franchisee must have a valid drivers license and the use of a vehicle
3. Qualification: Post matric qualification in sports coaching or education
4. Sports: Played at least 2 of the Sports Hub sports at competitive level
5. Connection: Ability to relate/connect to the ages 3 - 9

Ideal candidate:

1. Previous experience in coaching – especially foundation phase
2. Competitive or social participation in all the Sports Hub sports
3. 3+ years work experience
4. Living in the area franchise area

Sports Hub provides a proven program and support to build a successful business. It is no a “get rich quick scheme” and requires hard work, dedication and compliance to the Sports Hub systems.

Cost:

Finance: R55 000 cost of franchise and enough resources to support both business cash flow and living expenses for at least 3 months

What you get:

The Sports Hub franchise is built on four pillars:

1. Sports Hub Way – methodology and systems
2. Sports Hub Curriculum – coaching manuals and lesson plans
3. Network – Clothing, Equipment and Printing
4. Support - Training and Workshops

Potential Franchise earning overview

KEY ASSUMPTIONS						
Charge p/child	450 (+30/year)	1800	Charge p/child (school)	300	Royalty	10%
Coach to kid ratio	120		Kids to class	6	Max students	350
School rental based on income p/child	10%		Increase p/y	10%		
Repay cost of loan	55000					
MODEL	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6
# of children	100	200	300	350	350	350
Income	180000	384000	612000	756000	798000	840000
Expenses	126600	233900	369690	436129	480282	520331
	53400	150100	242310	319871	317718	319669
Monthly profit/(loss)	4450	12508	20193	26656	26476	26639
List of expenses						
Repay Loan						
Rental	18000	38400	61200	75600	79800	84000
Printing	6000	9000	11000	12100	13310	14641
Clothing	3000	3300	3630	3993	4392	4832
Accounting	6000	6600	7260	7986	8785	9664
Bad Debt	9000	19200	30000	36400	37800	38500
Equipment	3000	5000	5500	6050	6655	7321
Royalty	18000	38400	61200	75600	79800	84000
Petrol	9600	15000	24000	30000	33000	36300
Phone/Data	6000	9000	9900	12000	13400	15000
Owner/Coach	30000	60000	72000	84000	96000	108000
First Coach	18000	30000	54000	59400	65340	71874
Second Coach			30000	33000	42000	46200
Total P/(L) 6 yrs	1 403 068					
Starter kit	-55 000					
Surplus/(Deficit)	1 348 068					