



# EXIT FACTOR

FRANCHISE OPPORTUNITY

**ENSURING A SUCCESSFUL AND PROFITABLE  
EXIT IN THE FUTURE**



Founded by Jessica Fialkovich, a top expert in the business brokerage industry, Exit Factor™ is a niche business coaching franchise that focuses on coaching small to medium sized companies on how to build a valuable and sellable business.

With multiple revenue streams and recurring revenue, there is unlimited earning potential and growth with Exit Factor. Plus, Exit Factor is a low-cost franchise opportunity that requires no inventory or equipment to purchase or maintain. Franchisees create their own work schedules and can work from anywhere.

In today's market, Growth Consultants, also known as Value Advisors, have a seat at the table when it comes to exit planning. As an Exit Factor franchisee, you will assess the personal, business, and financial goals of the owner throughout the exit. After a comprehensive training program at Exit Factor headquarters, you will know everything you need to know not only about the brand, but about owning a business, and working as a business coach and business consultant.

Exit Factor is among the Starpoint Brands™ division of United Franchise Group™ (UFG), a constellation of trusted brands representing the very best in their industries. As part of the UFG family of affiliated brands, Exit Factor franchise owners have access to UFG's global network and more than four decades of experience in the franchising industry. They are further supported by the leadership team and fellow franchise owners of Starpoint Brands.

## OUR OPPORTUNITY IS BACKED BY EXPERIENCE

### Business Exit Experts and Small Business Advocates

Founded by Jessica Fialkovich, one of the top experts in the business consulting industry, Exit Factor knows that our business is only as strong as our business consulting team. We combine our decades of experience in the business consulting world with Starpoint Brands' nearly 40 years of franchise expertise to provide our franchise owners with extensive knowledge of the industry. With our small business consulting franchise opportunity, you'll have the training, support, and systems you need to provide quality services and become a trusted member of your small business community.



# OUR BUSINESS COACHING SERVICES

Our business consulting franchise opportunity provides you with our expertise and experience through a proven business model so you can give your clients insider access to the market's demands and what buyers are willing to pay for their business.

As an Exit Factor franchise owner, you'll help your clients increase the value of their businesses and get them ready for sale or exit. You'll also provide your clients with expert advice on how to boost their profits and free up their time today.

**With our business model, you'll prioritize three areas for clients:**



## TIME

Give clients the freedom to do what they love in their business. We'll show you how to help your clients reclaim their time to focus on more flexible and enriching endeavors. On average, our clients double their free time with our services.



## PROFIT

You'll help clients unlock the potential to enhance the profitability of their businesses and pave a favorable path for the future business owner. Our clients experience an average 25% increase in profit with our proven strategies.



## VALUE

You'll supercharge the companies of your clients' potential with a higher valuation. We'll teach you how you can help your clients unlock countless possibilities and secure a brighter future. Our clients have experienced an average value increase of 56.7%.

# THE EXIT FACTOR BUSINESS MODEL

Our comprehensive system of proven concepts and strategies has empowered business owners worldwide to achieve their desired outcomes.

In our exit strategy system, we put in place five key drivers to maximize success for current and future owners.

## PROGRAM BENEFITS INCLUDE

- ✓ Exclusive access to expert sessions
- ✓ Comprehensive online curriculum
- ✓ Game-changing template library
- ✓ Exclusive access to pre-vetted partners
- ✓ Many more learning opportunities



## OUR UNIQUE PLACE IN THE SMALL BUSINESS CONSULTING INDUSTRY

While other companies can show clients how to build or buy a business, Exit Factor franchisees show them how to exit! We fill a valuable niche in the small business consulting industry. Owning a consulting business isn't just about buying and selling; we can also help our clients get the increased profit, efficiency, and exit value their businesses deserve.



## Exit Factor franchisees are in demand!

In the US, there is **one** business consultant for about [every 1,850 businesses](#)

The consulting market size in the US reached a value of [\\$64.4B in 2020](#)

The consulting industry is expected to grow at an average annual rate of [4% from 2019 to 2025](#)

The US is home to the **largest consulting services market worldwide**, with about [23% of the global consulting market share](#)

**65% of consulting business** comes from [repeat clients](#)

Almost **70% of CEOs** state that their organizations [use consulting services](#)

**63% Plan to transition** in the next 10 years

**83% Lack a formal plan**

**99% Agree that transition strategy** is important

**10 Million businesses to transition** in the next 10 years

# INDUSTRY-LEADING SUPPORT FROM STARPOINT BRANDS

Exit Factor is proud to be a member of the esteemed Starpoint Brands family, a division of United Franchise Group™ (UFG), the global leader for entrepreneurs. As part of this trusted family of brands, we offer the very best in retail, food & beverage, and professional services across locations worldwide. When you join our family, you gain access to many resources, including extensive training, support, and top-notch marketing services that will guide you every step.

Leading our charge is the visionary CEO, Ray Titus, a well-known name in the franchise industry. Since 1986, he has been pioneering franchising with Signarama, which he started in Farmingdale, New York. Today, his leadership has grown United Franchise Group and Starpoint Brands to include top-ranked, award-winning businesses that have established a new standard in the industry.



Ray Titus  
United Franchise Group CEO

## World-Class Support

Every Exit Factor franchisee will benefit from the expertise and personal attention they will receive from the support team at Starpoint Brands. Our skilled professionals will provide comprehensive world-class training, marketing launch expertise and ongoing programs to ensure you get off the ground quickly.

## Training

- Comprehensive training program at our West Palm Beach, Florida world headquarters followed by on-site training at your location
- Access to online training tools and collaborative systems
- In-depth franchise operations manual

## Marketing

- Grand opening program, PR campaigns, online marketing solutions, printed materials and ads created by in-house marketing team
- Advertising programs designed to provide ongoing solutions for driving traffic to your restaurant and website

## Ongoing Support

- Ongoing visits and communications from our support and executive staff
- Private access to valuable information and ongoing programs to help your location grow
- Regional meetings and national conventions



United Franchise Group  
World Headquarters  
West Palm Beach, Florida

# WHY EXIT FACTOR IS THE RIGHT BUSINESS OPPORTUNITY FOR YOU

Exit Factor's small business consulting franchise opportunity is your complete business coaching system to help small businesses. Our turnkey investment allows you to help business leaders reach their biggest goals by coaching small- to medium-sized companies on how to build a valuable and sellable business. As an Exit Factor franchise owner, you have the potential to make a huge impact on your clients and your own life.

- ✓ You'll have extensive training – no experience necessary
- ✓ You'll gain access to a profitable, proven business model
- ✓ You'll get started quickly and on the right track with our start-up support
- ✓ You'll have innovative technology to stay ahead of the competition
- ✓ You'll break into a growing, niche industry with an experienced franchisor
- ✓ You'll have our ongoing support every step of the way

## TRAINING

There are many advantages to becoming an Exit Factor franchisee - one of them is our highly recognized comprehensive training program. We make sure you get off to the right start with all the tools you need to succeed.

### Your complete education program includes:

- ✓ A week of in-person training in the Center for Entrepreneurial Excellence in West Palm Beach, Florida
- ✓ Instruction on the exit planning industry as well as best business practices
- ✓ One week of on-the-job training
- ✓ Hands-on industry, technical and marketing training
- ✓ A local operations advisor will work with you in your new business to ensure you get off to a solid start



# LET'S GET STARTED!

If you've dreamed of being your own boss, controlling your own destiny and having the independence and financial security that a growing industry can provide, then you should consider the advantages Exit Factor franchise offers.

## RECURRING REVENUE STREAMS

With multiple revenue streams, a proven business model and low costs, your there is potential to earn high profits. Take control of your income by offering exit assessments, providing growth strategies and receiving referral fees.

## TURN-KEY OPERATION

Fuel your entrepreneurial spirit without the overwhelming capital and guess work in going it alone. With Exit Factor's easy-to-follow and profitable franchise model and systems, franchisees can hit the ground running.

## LOW-COST INVESTMENT

Exit Factor is a low-cost franchise opportunity, with a low franchise fee of \$39,500. The business can also be run by a single owner, if desired, virtually eliminating the costs associated with staffing and payroll.

## FLEXIBLE LIFESTYLE

Franchisees create their own work schedules and can work from any location they desire. The business is mainly run using online communication tools and a telephone, so franchisees have flexibility in where, when, and how they work. This allows franchisees to put family first and fulfill outside obligations easily while effectively running a Exit Factor franchise.

## RESULTS-DRIVEN MARKETING

Exit Factor's marketing program is guaranteed to support your business's success. Our ongoing, national marketing campaign builds brand awareness across the entire franchise system. With implemented programs across a diverse channel of platforms, we strive to position ourselves as the world's leading exit planning franchise that we are.

## WORLD-CLASS TRAINING

New Exit Factor franchisees receive training at in West Palm Beach, Florida. Our extensive training will teach you everything you need to know in running, managing and growing a successful business.

## START-UP & ONGOING SUPPORT

Exit Factor is by your side from the beginning and beyond. Franchisees receive both initial training and ongoing support, getting hands-on experience with processing transactions and working with clients. Our network provides a wealth of continuing education, training and support to help keep your business successful.



**EXIT FACTOR**

We look forward to a bright future together and want you to know we appreciate and understand the investment you are considering making with Exit Factor. We work hard every day on behalf of the entire system to make this a premium brand in our industry. We invite you to reach out and learn more about what opportunities await you.

*We look forward to meeting you!*

For more information

**561-970-0811 | [www.exitfactorfranchise.com](http://www.exitfactorfranchise.com)**



**EXIT FACTOR**

**WWW.EXITFACTORFRANCHISE.COM**

Member of the Starpoint Brands Family.



This advertisement is not an offer to sell a franchise. Any offer to sell this franchise will be made by a Franchise Disclosure Document and only following registration by Exit Factor, LLC in any state requiring registration prior to sale.

Starpoint Brands is a group of affiliated companies and brands; it has no ownership interest in Exit Factor, LLC.

In New York: This advertisement is not an offering. An offering can only be made by prospectus filed first with the Department of Law of the State of New York. Such filing does not constitute approval by the Department of Law.