



FUNDINGNAV

**A FRANCHISE OPPORTUNITY IN
BUSINESS SOLUTIONS**

FRANCHISE PROSPECTUS
2020 – 2021



WELCOME

As a Funding Nav franchisee you will be supporting businesses to become more profitable and cash generative.

As a franchisee you get paid for results that relate to deals that can often be a percentage of millions of pounds rather than just for the hours you work.

HOW DO WE DO IT?

- By delivering a business the cash it needs at the lowest cost, in the quickest time and at the lowest risk.
- By supporting directors in reducing their family's exposure to onerous personal guarantees.
- By helping businesses become what the founder originally envisioned it would be.
- By putting the fun back into business and removing the pressure.
- By making a business more successful!



WHAT WE DO

As a Funding Nav franchisee you will receive full training to enable you to advise/coach a business on:

- Innovative pricing and marketing strategies which are proven to improve both profitability and cash-flow immediately.
- How to claim grants and tax rebates as well as drive down all ancillary costs. These strategies have an immediate and positive impact on profit and cash. In the UK alone, there are in excess of 8,000 grants and £200bn currently available for businesses.
- Quick, flexible and good value lending from our panel of 200 lenders. Funding Nav can raise debt from £10k to £5m and can package this in the most efficient way.
- Funding Nav can also access tier 1 investors from China and elsewhere who can invest c£250k for a minority stake whilst also helping access into the their home markets.
- Raising equity on either Funding Nav's own or other platforms by creating innovative campaigns that capture the imagination of investors.

**OUR MARKETING TEAM
FIND YOUR CLIENTS
FOR YOU**



As a franchisee you get paid for results that relate to deals that can often be a percentage of millions of pounds rather than just for the hours you work.

WHY CHOOSE US?

The Funding Nav database includes over 8,000 high net worth investors and family offices.

Funding Nav can raise between £500k & £100m for clients. Funding Nav is particularly well connected with Chinese investors.

The Funding Nav team prides itself on delivering real results measured in actual cash to businesses that have often failed to find support elsewhere.

Funding Nav have never failed to deliver value in every case we have been instructed. Our team have personal experience of creating, growing, turning round and selling businesses and therefore know exactly what it's like to be in your shoes.

Where appointed we hit the ground running, advising cash generative changes immediately and delivering liquidity transformations within 12 weeks.

Even businesses without a current borrowing requirement benefit from the Funding Nav cash health check with guaranteed free cash return to them.

We offer real support and guaranteed results to real business owners at any stage of their companies' journey whether they are in the market for additional funding or not.

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We are not accountants but experienced entrepreneurs with multi-industry track records. We believe passionately in the vibrancy of the UK's small and medium businesses and never more than now post BREXIT as the country desperately needs to find leadership and inspiration from this sector.

STEPHEN SACKS

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A GROWTH MARKET

Funding Nav offer a strong brand with a proven business formula in assisting clients to reboot their business.

The franchise operates on a non-territorial basis allowing franchisees to build their business without the limitations of territorial boundaries.

Franchisees are provided with full training on all aspects of the business with personal mentoring and support from the founder Stephen Sacks.

We have systems that will ensure that you receive sufficient levels of qualified leads.

- The Business Consultancy market place is healthy and it is quite possible to earn a substantial fees for a few meetings with a client.
- Funding Nav is in a position to capitalise on this marketplace by offering a comprehensive start up package which includes systems and processes to run the business.



Get the cost of your franchisee fee back if you generate £100K of revenue in your first year!

HEAR IT FOR YOURSELF

FRANCHISEE TESTIMONIAL

"I have been a partner with Funding Nav for a couple of months now and the business is thriving and providing opportunities for income. The training gave me all the necessary tools to succeed. I would recommend anyone looking for a new venture in the Financial sector to consider partnering at Funding Nav."

ASUM SHAH, FRANCHISEE IN HIGH WYCOMBE

FRANCHISEE SUCCESS STORY

Mike Howard, Franchisee in Warwickshire has seen outstanding success with his Funding Nav Franchise, he started in June 2020 and earned over £60k in December 2020 alone!

CLIENT TESTIMONIALS

"Well worth the effort. Money saved in the long run."

LINDA, COMPANY SECRETARY

"An efficient, accessible, helpful and friendly approach to something which at first seems like it might be more trouble than it's worth. In fact, it was no trouble at all."

LESTER, DIRECTOR

"Seamless, simple and easy step by step process great people to work with and they keep it simple! Win win."

JEREMY, MANAGING DIRECTOR

WHAT YOU GET

- A franchise model that allows you to build a high yield client base without limitation
- Full training – on company operations and all aspects of running a Funding Nav Franchise
- Ongoing head office support
- Operations Manual
- A fully integrated website, with your own dedicated landing page, microsite and e-mails
- Business cards and stationery



Benefits to franchisees include:

- High return on investment
- Low cost start-up
- 50/50 revenue share
- Get the cost of your franchisee fee back if you generate £100K of revenue in your first year
- We generate leads for you
- Low overheads
- Work from home
- Work pattern flexibility
- Proven model
- Strong brand
- Full training
- Ongoing support

WHO WE'RE LOOKING FOR

In our selection of franchisees our recruitment process is structured and methodical, we know who does and who does not make a good franchise partner. In our discussions with you, our objective is to make sure that you know enough about us in order that you can make an informed decision on the franchise.

Equally we want to know enough about you and your level of skills, to ensure that our future growth is stable and synergistic.

You will need

- **Good marketing skills**
- **Financial skills**
- **Excellent customer service skills**
- **Good time management**
- **Management experience**



MEET THE FOUNDER – STEPHEN SACKS

Stephen has literally had a lifetime of experience in business (or at least 35 years) and has always worked for himself.

Stephen built a worldwide leather clothing brand called Muubaa, which is now run by his daughter, Georgia. During the years when he was growing

the business Stephen travelled extensively, clocking up over one hundred foreign trips in one year as he built distribution in 30 different countries across the world whilst managing production in South Asia and the Far East.

Stephen also created and sold an online furnishings and linen business and was heavily involved in his own logistics business, which handled distribution for a number of other wholesale businesses.

At the end of 2016, he exited his trading businesses and decided that he would like to market his experience rather than jump straight back into the frying pan again himself with another trading business.

So, he founded Funding Nav as an advisory and broking boutique aimed at helping entrepreneurs create more cash for themselves and for their businesses, because it was something he wishes he'd had access too when he was building his trading businesses.

Since then, Funding Nav has been involved in numerous different businesses and industries and has managed to add value in every case.

Sectors include food and beverage, leisure and hospitality, fashion, marketing, telecoms, tech and medicine.



REBOOT YOUR BUSINESS

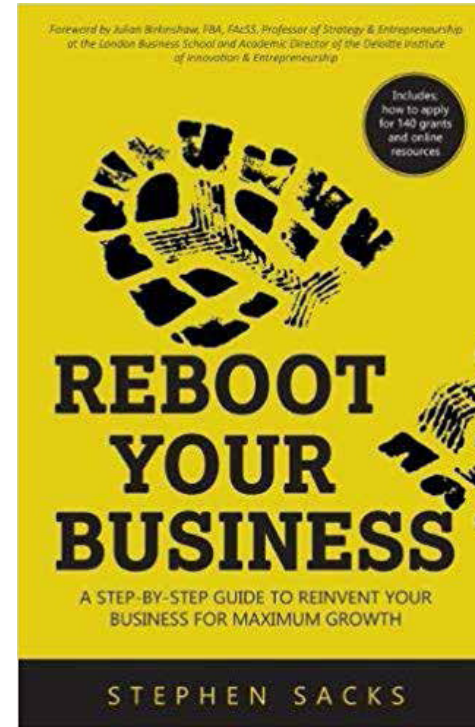
Stephen has produced a book that neatly sums up the Funding Nav philosophy called Reboot Your Business.

The book includes a Step by Step Guide to Reinventing a Business for Maximum Growth and is available on Amazon.

The book also offers some online resources including a list of updated UK grants.

The book is written in 3 sections:

1. The first section is a call to action to make the changes needed to succeed in today's frenetic world of change.
2. The second section is a how to and where to guide detailing how to raise funding, including over 140 sources of free grant funding.
3. The third section is a week by week guide of incremental improvements that a business can make which in aggregate can create a massive and positive change to an enterprise.



Q&A

HOW QUICKLY CAN I GET STARTED WITH MY FUNDING NAV FRANCHISE?

Every franchise launch is unique and individual, we will work with you to get you up and running as quickly as possible. All of our initial training is done on a one to one basis and this enables you to get your Funding Nav business off the ground.

DO I HAVE TO COME FROM A FINANCIAL BACKGROUND?

No, our training will ensure that you have all of the necessary tools to be able to hit the ground running.

HOW MUCH CAN I EARN IN MY FUNDING NAV FRANCHISE?

The Funding Nav business model is a low overhead, high profit business, as soon as we have met, you will be provided with a confidential Franchise Information Memorandum, amongst many other important pieces of information, the FIM comprises of a detailed three-year franchise business plan that provides full revenue, expenditure and profit and loss information.

CAN I OPERATE THIS FRANCHISE ON A PART-TIME BASIS?

Your working hours can be as flexible as you wish, however as the business grows you may need to work more hours or recruit staff.

CAN I TAKE TRADE AND PROFESSIONAL REFERENCES ON THE COMPANY?

Of course! We would expect nothing less; Funding Nav have a highly experienced management team. The FIM provided at our first face to face meeting contains much of our reference material, but we are happy to provide whatever other information that you require in order that you can make an informed decision.

CAN I RESELL MY FRANCHISE IN THE FUTURE?

Yes, you can (on the terms set out in our Franchise Agreement including our approval of the purchaser as a new Franchisee). This is generally why most of us start a business in the first place. Should you decide at some point to retire or move on our franchise agreement is for 5 years, you therefore have an asset that is realisable at a premium price.

HOW CAN I FINANCE MY FRANCHISE?

We have built some excellent relationships with the major lenders who will support potential franchisees with their initial franchise fee subject to their normal lending criteria. We are more than happy to put you in touch with our contacts at the banks, who will be happy to answer any of your questions.

THE NEXT STEPS

If you share our vision for success and you have a determination to succeed, we want to hear from you.

If having read through the prospectus you believe you have the necessary skills and desire to become a franchisee with Funding Nav, then you are ready to take your application further.

The next steps are to answer any questions you may have regarding the franchise and then arrange for you to come and meet the team.

At this meeting you will also be provided with a confidential Franchise Information Memorandum (FIM) that explains at length the unique operating methods of Funding Nav, complete with a projected profit and loss over the first three years of the franchise.





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