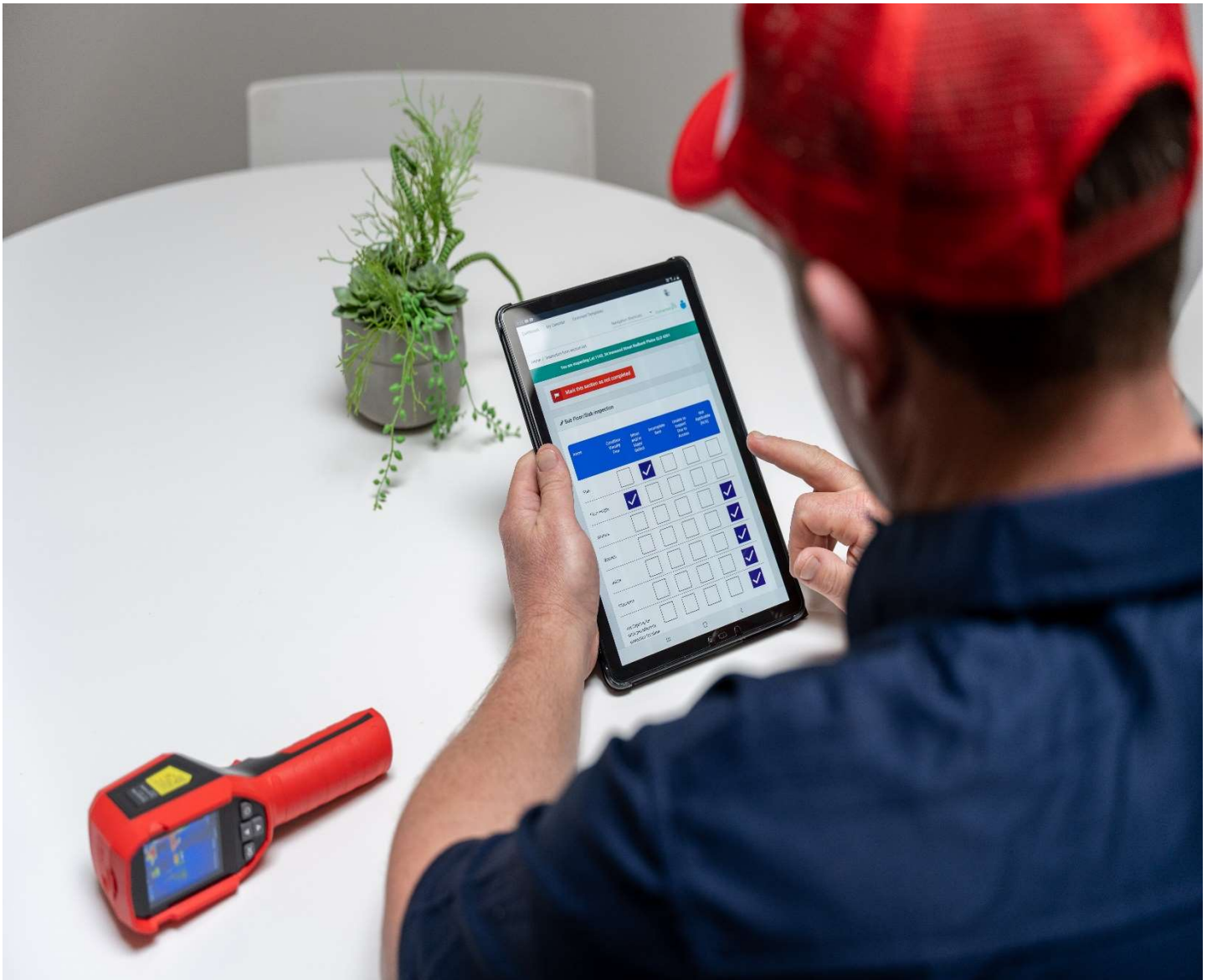




iSPECT

BUILDING INSPECTIONS



FRANCHISE INFORMATION KIT

iSPECT Building Inspections Pty Ltd
ABN 53 670 315 509 Version 2.1.01.10.2023

ABOUT iSPECT BUILDING INSPECTIONS

iSPECT Building Inspections is a national franchise group of small business owners that provide local building, pest, new home (construction), warranty defect and dilapidation inspection services.

iSPECT launched in November 2023 with the incorporation of 10 Foundation Franchisees, supported by an established team of Franchise Account Managers, IT, Accounts, Marketing, and Management.

Each franchisee is an experienced member of the building and construction industry. Each franchisee is also qualified to complete pest inspections. The benefit for our customers is that we offer a combined building and pest inspection.

iSPECT franchisees have access to a network of industry clients who refer inspections to our franchisees. Client referrals are derived from real estate agents, conveyancers, mortgage brokers, architects, and various government bodies.

Within the new building construction industry our franchisee inspectors conduct construction stage inspections.

At a commercial level, iSPECT Building Inspections are active in tendering for dilapidation inspections for commercial and residential properties, that include council assets.

Our national team of franchise building inspectors are supported by our head office Franchise Account Managers, Marketing, IT and Accounts located at Level 1, 8 Anderson Street, Port Melbourne.

iSPECT Building Inspections conduct inspections across Australia, in New South Wales, Victoria, Queensland and Western Australia.

For more information visit:

Head Office

Level 1, 8 Anderson Street
Port Melbourne VIC 3207

T: 1300 iSPECT (477 328)

E: info@ispect.com.au

W: www.ispect.com.au

Q:



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THE iSPECT FRANCHISE

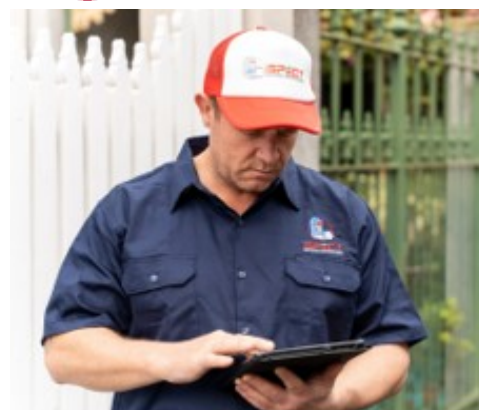
Sub Franchisees are Guaranteed Four Building Inspections Per Week.

BUILD YOUR BUSINESS ASSET

iSPECT Building Inspections offer you the opportunity to combine your knowledge as a qualified and experienced builder with a leading building inspection brand.

Our team will support you to build a business that offers you independence, flexibility, motivation whilst providing the support you need to succeed.

It is our goal to support you to grow your weekly inspection numbers, achieve financial rewards and to increase the value of your franchise re-sale.



INCOME PER INSPECTION

The franchisee receives 80% of the value of each inspection fee received.

Inspection Type	Inspection Fee	Franchisee Receives
Pre-Purchase Building Inspection (3-4 Bedrooms)	\$430.00 +GST	\$344.00 +GST
Building and Pest Inspection (3-4 Bedrooms)	\$460.00 +GST	\$368.00 +GST
Dilapidation Inspection (3-4 Bedrooms)	\$470.00 +GST	\$376.00 +GST
Construction Stage Inspection (3-4 Bedrooms)	\$430.00 +GST	\$344.00 +GST
Pre-Completion Stage Inspection (3-4 Bedrooms)	\$470.00 +GST	\$376.00 +GST
Warranty Defect Inspection (3-4 Bedrooms)	\$470.00 +GST	\$376.00 +GST
Commercial Dilapidation (300-1000sqm)	\$670.00 +GST	\$536.00 +GST
Pest & Termite Inspection (3-4 Bedrooms)	\$430.00 +GST	\$344.00 +GST
Rental Minimum Standards (3-4 Bedrooms)	\$430.00 +GST	\$344.00 +GST

BOSS

BE YOUR OWN BOSS

Decide where and when you want to work with a guaranteed annual minimum income.

The more work you do, the more you can earn.

INSPECTION FEE SPLIT

80 PER CENT OF FEES

- Sub Franchisee receives 80% of fees received for each inspection
- The sub franchisee can set their own inspection price.

7.5 PER CENT OF FEE

- 7.5% of inspection fees earned by the sub franchisee for inspection service, are allocated to marketing activities within the sub franchisees region.

12.5 PER CENT OF FEES

- The National Franchisor receives 12.5% of inspection fees collected within the sub franchisees region.

BOX

BUSINESS IN A BOX

A complete system with resources, training, support and in house managed and developed building inspection reports, utilising Samsung mobile phone & tablet application.

FINANCE

BUSINESS SUPPORT

Business startup financial modelling and franchise funding available.

GURANTEED INCOME

SECURE MINIMUM INCOME

iSPECT guarantee each Sub Franchisee a minimum of 4 inspections per week.

FRANCHISE PARTNERSHIP

An iSPECT Building Inspection Franchise is one of 146 Sub Franchise Regions, across Australia.

SUB FRANCHISE ALLOCATION

Each **Sub Franchise** region has a ratio of **1:150,000 population**.

The Sub Franchise region is a base to build your business from, but not confined by borders. Sub franchisees are guaranteed **4 Inspection Per Week** by the National Franchisor.

Each region comes with an existing high performing **Website, Google** business listing, **Email, SMS, Mobile** and **Landline** number.

iSPECT operates a proven a region centric **organic** and **paid** Search Engine Optimisation (**SEO**) marketing strategy that tracks the generation of leads and the allocation of inspections to each franchise.

Franchisees are supported to generate new leads in their region, increase traffic to their website and business listings and build their re-sellable franchise asset.



SAFETY
you're in good hands



FRANCHISEE & FRANCHISOR DUTIES

Sub Franchisee	National Franchisor
Generate local business referrals and attend Business Network International (BNI)	Arrange your initial industry training at our Port Melbourne head office
Face to face contact with potential referrers like real estate agents, conveyancers, solicitors & financiers	On the job buddy training with another inspector and online review of your draft reports during the first few months
Grow online reviews for your website and business listings and interact "live" online with generated enquiries	Paid online advertising, organic SEO techniques and focus on client reviews to grow and maintain region rankings
Attend events and participate in activities that raise your profile	On call technical service support for the inspection and tablet web application
Respond to leads within 2 hours (most franchisees respond within minutes) and book inspections	Account Managers responds to email and landline enquiries to support leads directly received by the franchisee
Liaise with your Franchise Account Manager to communicate schedules	Liaise with our franchisee to maximise work schedules
Invoice clients and receive payment	Distribute inspections fees weekly
Conduct inspections, prepare and then send the inspection report	Provide industry updates and developments to franchisees
Actively participate in training, state meetings and professional development	Ensure compliance with contracts
Ensure you comply with contract terms	Manage customer complaints
Take phone calls from clients seeking feedback and advice about the report	Support franchisee growth

SEO

SEARCH ENGINE OPTIMISATION (SEO)

Your franchise includes a high performing search engine friendly website, business listings, mobile, landline and email to enable income generating lead growth

SUPPORT

GROW YOUR INSPECTIONS

Your Account Managers role is to support the growth of self-generated leads, monitor conversions of enquiries into bookings and support techniques to increase business referral networks.

QUALITY COMPLIANCE

We support each franchisee's compliance with contract terms and help to manage and negate customer complaints to protect the iSPECT Building Inspection brand.



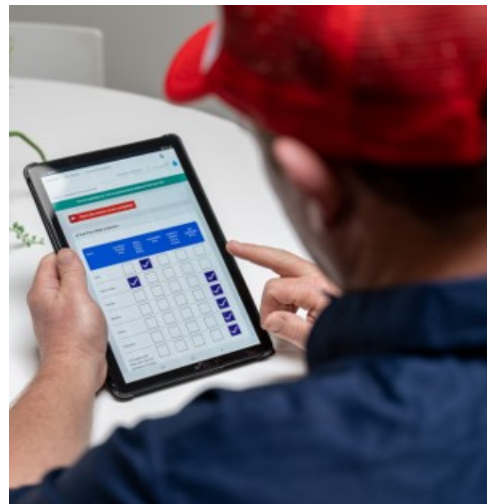
ONBOARDING FRANCHISEE'S

iSPECT Building Inspection franchisee's receive induction training and ongoing professional development to support their onboarding to attain the standards and norms of the organisation.

iSPECT BOOKING SYSTEM

Included in your franchise purchase is the iSPECT Administration & Building Inspection Report Software, that enables Sub Franchisees to:

- ✓ Complete all your reports using checklists and templates at the job site
- ✓ Sync to your home PC/lap top to manage bookings and to reference
- ✓ Email the clients directly for same day reporting
- ✓ Client records, scheduling, invoice tracking can be managed from your home
- ✓ Track leads and enquiries generated by your franchise
- ✓ Store all relevant Australian Standards, Building Codes and Legislation for easy reference
- ✓ Cloud based hosting of reports, phone, storage, email, website, bookings
- ✓ Cloud based invoicing and storage



iSPECT BUILDING INSPECTIONS

Inspection Details

Date / Time of Inspection: Thursday, 13 May 2021 @ 12:30 PM
Type of Report: Building & Pest Inspection
Address of Property: Unit 1/71 Lincoln Street Belfield NSW 2121

Client Details

Client Name: Mr & Mrs Smith
Client Email Address: john.smith@gmail.com
Client Phone: 0454422352

Real Estate Agent Details

Agent Name: John Smith
Company: John Smith Real Estate
Mobile: 0454422352
Email Address: john.smith@johnsmithrealestate.com.au

Inspector Details

Inspector Name: Manuel Kabinis
Inspector Office: New South Wales
Inspector Phone: 0454422352
Inspector Email Address: manuelkabinis@ispect.com.au

TRAINING & DEVELOPMENT

INDUCTION TRAINING AT PORT MELBOURNE

TRAINING INCLUDES:

- ✓ Standards, legislation, and regulations
- ✓ Customer service and communications
- ✓ Building inspection reporting
- ✓ Report writing
- ✓ Inspector buddy training
- ✓ Sales and marketing
- ✓ Booking and administration
- ✓ Sales and marketing
- ✓ Maximising business listings

ON GOING PROFESSIONAL DEVELOPMENT

- ✓ Franchise Account Manager allocation (Performance Monitoring)
- ✓ Attend meetings and workshops

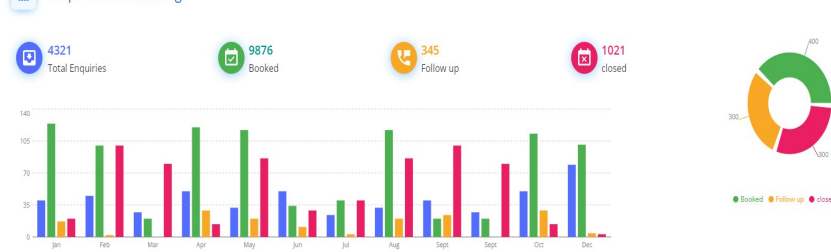
FURTHER TRAINING & EDUCATION OPTIONS

- Certificate IV in Building & Construction
- Diploma of Building and Construction (Building)

Business Summary Dashboard - Main Office



Enquiries And Bookings

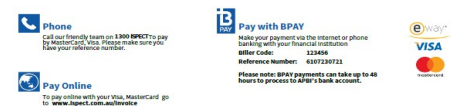


Website: franchise.ispect.com.au
Phone: franchise.ispect.com.au
Email: franchise.ispect.com.au
ABN: franchise.ispect.com.au

TAX INVOICE

Reference Number	6107230721	Issued To	John Smith
Date of Issue	09 Oct 2023	Phone	0452123456
Address	John Smith Street WA 6107	Email	john.smith@gmail.com
Inspection Address	John Smith Street WA 6107	Referral Code	123456
Item Description	Price	GST	Price Inc. GST
Building & Pest Inspection	\$460.00	\$46.00	\$506.00
Payment Due By: 10 Oct 2023			
TOTAL			\$506.00
PAYMENT RECEIVED			\$0.00
TOTAL DUE INC. GST			\$506.00

Thank you for choosing
iSPECT Building Inspections
Payment Methods



PRE-REQUISITES

Franchisees Minimum Education & Experience

iSPECT INSPECTORS

iSPECT Building Inspections require that a franchisee meets with a **minimum standard of qualification and experience** required to provide a quality building inspection report.

These minimum standards ensure quality inspections and protect the iSPECT Building Inspection brand that demands a reputation for quality service delivery.

Our organisation has invested in quality systems that require a rigorous process for the selection of inspectors to meet with state specific licensing requirements.



TERMITE & PEST MANAGEMENT

A new franchisee will undertake Short Courses Australia – RTO 41261, Termite & Timber Pest Management course.

This training course is designed to provide you with the knowledge and skills to be a competent termite and timber pest manager and comply with Australian Standards.

Franchisees receive a Statement of Attainment upon completion.



PEST

AUSTRALIAN STANDARDS

To complete pest inspections, an inspectors must show competence in CPPUPM3008 (Unit 8) Inspect for and report on timber pests and CPPUPM3010 (Unit 10) Control timber pests

STATE LICENSING

Licensed States	Unlicensed States
Building license (Low, Medium Rise or Open)	Building license (Low, Medium Rise or Open)
Building surveyor, assistant building surveyor or building surveyor technician	Building surveyor, assistant building surveyor or building surveyor technician
Completion of an approved building inspector course in Queensland	Completed trade qualification in carpentry
Five years relevant and verifiable trade experience	Completion of a nationally accredited qualifications in Certificate III or IV in Building & Construction
Provide references and proof of financial capacity	Completion of a nationally accredited Diploma of Construction Management
Pool inspector course in Victoria and Queensland	A minimum of five years relevant and verifiable experience
Pest inspector course is required in all states	Pest inspector course

POOL

SHORT COURSES AUSTRALIA (SCA)

SCA – RTO 41261 is an approved provider of the Victorian Building Authority (VBA) Pool Safety Inspectors Course (VBAISP2020).

QBCC

QUEENSLAND BUILDING & CONSTRUCTION COMMISSION

Inspectors in Queensland must be accredited with the QBCC for each inspection type.



BUSINESS IN A BOX

When you buy an iSPECT Franchise you have the brand, tools, and equipment to commence operations of your business, immediately.

INSPECTION GUARANTEE

iSPECT Building Inspections is committed to supporting you to grow your franchise region. Our minimum inspection guarantee ensures your franchise is generating income from day one and returns income to enable you to focus upon building your network, reputation, and inspection numbers within your region.

The inspection guarantee runs for the life span of your franchise and can be offered in a future sale agreement, should you choose to sell your franchise in the future.

Our goal is to help you to grow the number of inspections you complete per week, to grow your income and value of your re-sellable franchise.



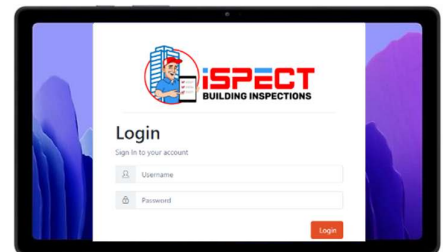
OUR COMMITMENT TO YOU

iSPECT Building Inspections will:

- ✓ not treat you like a sub-contractor or an employee – you are a small business owner free to grow your own business and take on employees and vehicle at no extra cost
- ✓ support you with recruitment and training of staff to help your business service growth with quality building inspectors
- ✓ not restrict the area you work in as long as you don't advertise in another franchisee's territory
- ✓ continue building the business brand, community recognition and online presence to help your business with growth.

REGION PURCHASE

✓ Rights to the region of your choice	✓ Samsung mobile and landline handset
✓ Rights to the Minimum Inspection Per Week Guarantee	✓ Website for your region with proven localised SEO strategy and support
✓ Business name registration	✓ Email addresses (up to 5)
✓ Business cards	✓ Google Business listings
✓ Digital promotional material	✓ Software, templates & resources
✓ Uniform	✓ Induction training (ex-airfare)
✓ Vehicle magnetic signage	✓ Samsung Galaxy Tablet Wi-Fi 128GB
✓ Account management support	✓ Referral marketing support



OPTIONS

ADDITIONAL ITEMS TO CONSIDER

- ✓ SUV or Dual cab wrapping
- ✓ Minor equipment: ladder & torch
- ✓ Insurance
- ✓ Thermal imaging camera
- ✓ Local advertising
- ✓ Social media advertising

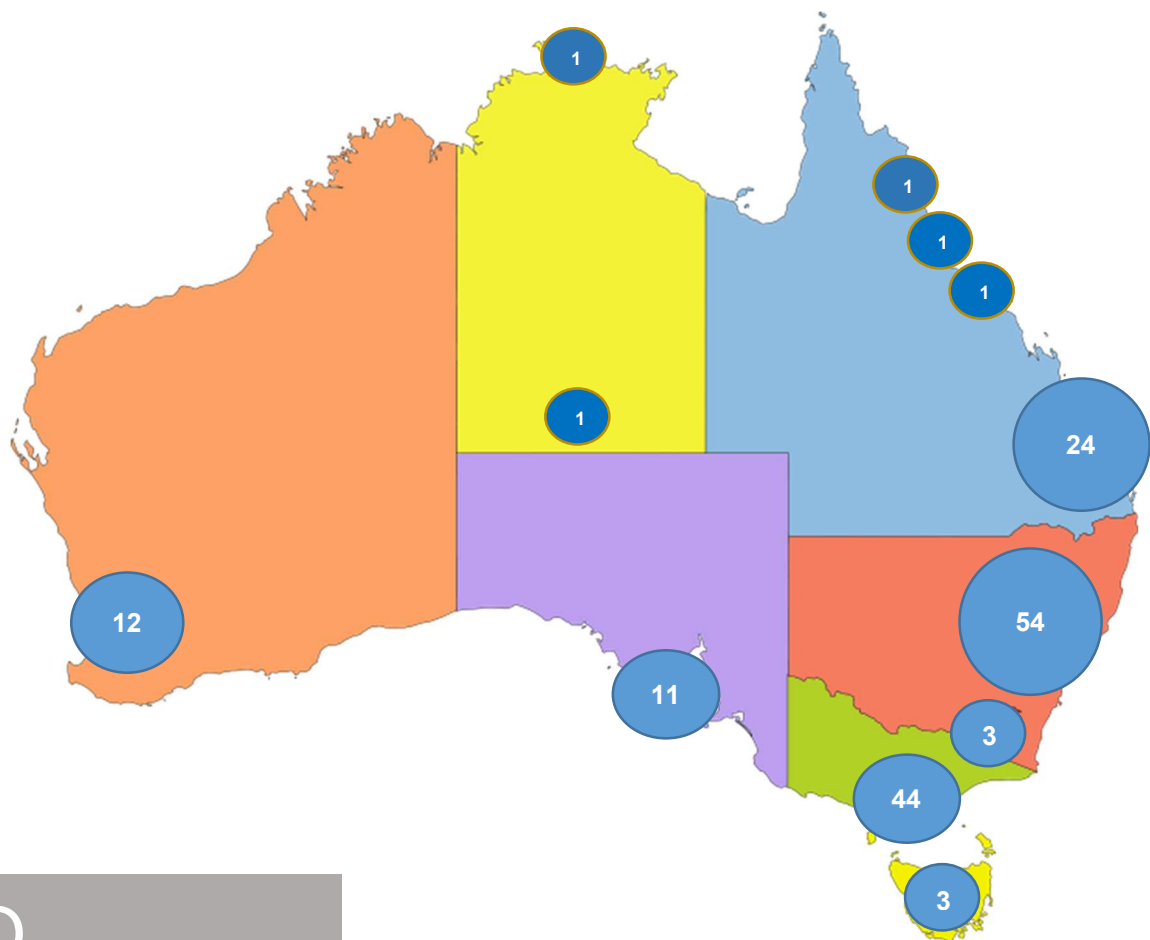
FRANCHISE REGIONS

iSPECT Building Inspections

FRANCHISE

146 SUB FRANCHISE REGIONS

Each region has a ratio of 1 franchisee to 150,000 population



HQ

HEAD OFFICE

iSPECT support each franchisee from our head office located at 8 Anderson Street, Port Melbourne

YOUR INVESTMENT

The Cost of each Franchise Region, including the Business in a Box, is \$49,500.00 plus GST

FRANCHISE REGION COST

The cost of each Franchise Building Inspection region is \$49,500.00, plus GST.

In Victoria, a Pool Inspection Sub Franchise region is \$12,500.00, plus GST.

Inspections fees are paid into a trust account, viewable and accessible by the Sub Franchisee and National Franchisor.

Funds are allocated weekly to the Sub Franchisor, National Franchisor and to the Marketing Fund Account.

Each account is Independently audited annually, and the report is provided by the auditor to the Sub Franchisor.



EXPENSES

Sub Franchisee	National Franchisor
Vehicle	Induction training (ex-airfare)
Fuel, Tolls, and Parking	Business in a box (uniform, cards, flyers)
Vehicle Insurance	Mobile telephone and tablet
Vehicle signage (Magnets provided)	Website, email, and hosting
Public Liability and Professional Indemnity Insurance	Digital phone service
Mobile Phone, Tablet and SMS usage charges	Manage organic and pay per click online advertising and SEO techniques
Franchise Finance (Optional)	On call technical IT support
Advertising	Inbound call centre and accounts
Business Network International weekly meeting fee	Quality Assurance Management
Legal fees on franchise sales	Business Network International
Ongoing stationery printing fees	Legal fees on franchise sales
	Human resource support

FINANCE

CFI FINANCE BUSINESS LOAN

CFI Finance are franchise specialist business loan finance brokers, with an intimate understanding of the iSPECT business.

T: 1300 659 676

W: www.cffinance.com.au

INSURANCE

GALLAGHERS

Ashley Talmage can assist with professional indemnity and public liability insurance with insurer Woodina for the Franchise.

T: 0435 967 806

E: ashley.talmage@ajg.com.au



VEHICLE

LDV & NISSAN

Lee Geng can assist with commercial motor vehicle selection and finance.

M: 0452 230 188

E: leeg@brightonautogroup.com.au

APPLICATION PROCESS

FRANCHISE REGION ALLOCATION

iSPECT Building Inspections seek expressions of interest from people who meet the technical pre-requisites and share our commitment to maintain and grow our reputation as one of Australia's leading national building inspection services company.

You should be:

- ✓ Highly motivated and willing to invest time building and managing your own business;
- ✓ Willing to learn new skills;
- ✓ Committed to great, responsive customer service;
- ✓ Willing to adhere to a proven system;
- ✓ Willing to participate in a supportive and fun peer environment;
- ✓ An ethical person who is respectful to clients and our head office and call centre staff;
- ✓ A person who gets on well with others.

These opportunities may suit:

- ✓ Existing building inspectors and building inspection companies;
- ✓ Builders seeking to diversify their income and even out cash flow;
- ✓ Qualified building professional wanting to work for themselves;
- ✓ Qualified tradesman wanting to move off the tools into a professional role.



INFORMATION & APPLICATION

CONTACT US

For any questions and to begin the process of applying for a franchise please contact:

Sri Duggirala, Account Manager Franchise **Mobile:** 0416 823 684

Michael Grosso, Account Manager Franchise **Mobile:** 0414 377 775

Email: franchise@ispect.com.au

Phone: 1300 iSPECT (477 328)

TRY OUT

ACCOMPANY A FRANCHISEE

Spend a day with one of our franchisees and learn about our operations, culture, and commitment to quality.

FRANCHISE APPLICATION PROCESS

EXPRESSION OF INTEREST

After reviewing the franchise information kit complete an expression of interest form. We will check your technical skills, qualifications and experience meet the pre-requisites.

INTERVIEW

If the pre-requisites are met, an interview occurs in which we explain the details of the franchise and assess your suitability or likelihood of succeeding as a franchisee.

MEETING

QUESTIONS

Meet with our Franchise Development Team and discuss the opportunity to further assess your suitability.

OFFER

FRANCHISE ALLOCATION

Based on your application and interview process an offer of a franchise region will be made.

Contracts will be provided at this stage.

CONTACT US TODAY



For franchise enquiries please contact:

T: 1300 iSPECT (477 328)

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