

niche market, BIG BUSINESS

TOTAL BATHROOM SOLUTIONS AIMS TO BE THE FIRST NATIONAL BATHROOM RENOVATION COMPANY FILLING A REAL NEED IN THE INDUSTRY

⇒ If you're installing or renovating a bathroom, there are more than 200 specialist retailers in the country – but choosing the units is only the start. Designing, plumbing, tiling and installing all the equipment is far more complex, yet until now there has been no national company to co-ordinate all these tasks. Total Bathroom Solutions (TBS) aims to change all that.

'The idea of creating this service came from past experience,' says Bevan Sarich, who owns the pilot TBS franchise in Tauranga. 'One of the founders has been involved in bathroom retail for over six years and knows the sheer frustration of trying to find good installers who will guarantee their work. The solution was to create a network of suppliers, designers and installers who will offer guaranteed quality to every client.'

The new Total Bathroom Solutions franchise has been developed by business partners who have combined retail, building and software expertise to create a unique opportunity. 'Our simple yet highly innovative software creates a project management facility that enables the franchisee to act as agent between many different suppliers and tradesmen and earn fees for doing so,' Bevan explains. 'TBS also has exclusive supply arrangements with several of the leading manufacturers in the country, both in bathroomware and plumbing. For our clients we offer the ability to design their new bathrooms online, the simplicity of dealing with just one contact and the security of knowing that quality work will be completed on time, on budget and under guarantee.'

'Our aim is to be the preferred marketing, installation and service group for plumbing manufacturers too. For example, Total Bathroom Solutions has the exclusive nationwide rights for a shower which earned one installer \$30,000 in the last year. We've also recently been awarded the contract for a growing retail chain as their exclusive group of choice for full renovations.'

And the TBS focus on making everything easy for the client even extends to payment. 'We are aligned with a finance company so we can offer interest-free terms for up to 48 months on renovations. That helps us win more work – in fact, just last week we got two jobs totalling \$46,000 because of it,' Bevan smiles.

YOUR CHANCE TO GET IN QUICK

Franchisees are likely to come either from a building/project management background or from a sales background. 'Whichever skill you don't have, you can employ or partner with the other,' Bevan suggests. 'In some cases, franchisees may already be in the industry and employ their own tradespeople, but the software allows franchisees to tender each job externally to trusted suppliers to ensure the best price for the client. The franchisee themselves won't be "on the tools" – their role is to market and manage the business, liaise with manufacturers and retailers, and award tenders to the tradespeople. Franchisees must also be comfortable visiting clients' homes and establishing trust in their ability to deliver the right product and service for each home.'

Total Bathroom Solutions is aiming to appoint at least 40 franchisees throughout the country. Franchisees will need suitable offices and a sign-written vehicle, and will receive full training in the systems, marketing programmes, and tendering and bathroom planning software. To help establish the network fast, TBS is inviting people to register their interest in specific territories nationwide in advance of the franchise's official launch later this year. 'This includes main cities and regional



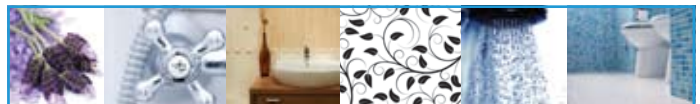
TAURANGA FRANCHISEE BEVAN SARICH:
MEETING A NEED WITH A BRAND PEOPLE CAN TRUST

centres,' says Bevan. 'There's no need to put down a deposit - TBS is just keen to hear from suitably-qualified people and talk to them one-to-one.' Four areas have already been offered on a first-option basis under this scheme.

'The New Zealand market is in desperate need of a trusted and specialist national brand to install, service and renovate bathrooms,' says Bevan. 'I could certainly see the opportunity to profit from being in at the beginning with Total Bathroom Solutions. If you can too, give them a call and find out about the whole package. If you've got the drive, this is a niche franchise with massive potential.' ■

ADVERTISER INFO

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- **4 AREAS PRE-SOLD** before this ad was released – register your interest in your own territory now and discuss how you can put no money down to reserve your place for our official launch.

- **"BOLT ON FRANCHISE"** style business perfect for established businesses looking for extra income in the industry or those looking at creating a full time income.



- **NATIONWIDE ADVERTISING PLUS INTEREST FREE PACKAGES** for our Franchisees, to ensure more business and better promotions.

- **TBS HAS ALREADY ESTABLISHED** exclusive installation contracts for an up and coming NZ Shower Manufacturer plus exclusive rights for all client trade quotes from a growing Bathroom Retail Franchise!

TARGETING A TOTAL OF 40 FRANCHISEES by the end of 2011, TBS are filling the Niche within the NZ market,
GET INVOLVED NOW AND REAP THE REWARDS.

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