

A day in the life of a general distribution services franchisee

Typical types of business

- Chemical Distribution
- Food Distribution
- Pet Supply
- Vehicle Cleaning
- Slot Machines
- Book Sales
- Hairdressing Supplies
- Video Distribution
- Milk Rounds
- Automotive Products

As implied by the title, these franchises are based on the distribution of products and/or services direct to the public or to traders for re-sale. Deliveries to the public can be at the work place or home.

In selecting any franchise where goods are distributed, pay particular attention to the mark-up on goods supplied by the franchisor. Generally, there is a mark-up on supplies or a management fee payable. Payment of both management fees and mark-up could destroy profit margins.

The majority of distribution franchises are van-based and the franchisor will include in their franchise package systems to minimise administration. All are reliant on the sales ability of the franchisee after training by the franchisor.

Typical Day

1. Start delivery and prospecting plan from the previous day.
2. Note sales prospects
3. Complete daily summary
4. Complete banking
5. Check stock and replenish
6. Check vehicle
7. Plan the following day
8. Check contents of your daily organiser
9. Check accounts
10. Check cash flow

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