



OWN A FRANCHISE

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WHY JOURNEY?



Owning a Journey Franchise makes sense because:



YOU SET YOUR OWN PRICING

Journey franchise owners and most of our partners have set wholesale pricing, which allows you to set your own price, helping you create a financial compensation structure that works for your needs.



YOU GET MULTIPLE STREAMS OF INCOME

While payroll and HR are the core of our business model, we have many other services that are either in-house or through a partnership, that create additional sources of potentially income for you.



THERE'S NO MICRO MANAGING

As someone considering creating their own business, you're showing initiative and an entrepreneurial drive that deserves to be trusted and supported. You're literally your own boss. You hold you accountable.



YOUR HOURS ARE YOUR CHOICE

Part of being a Journey franchise owner is the flexibility of setting your own schedule. We know you'll work hard for your own business because you're building client base to support your needs at the level, and timing you desire.



YOU'RE BUILDING A LEGACY

Every client you sell, you own as an active franchisee. As the years go by and your business grows, the value of your business expands and creates financial security for your future.

WHAT SUPPORT LOOKS LIKE



Here are just some of the ways we support you:



MENTORSHIP

Our mentorship process is unique and personal to your experience.

We make sure you understand the Journey Difference, and help you succeed in your world.

It's about you!



OWNERSHIP

As an owner, you have access to all owners, including Presidents and our CEO. The goal is for you to succeed, and we give you all the **support and tools to do so!**



MARKETING

Our marketing team creates promotional material around your needs. Our scalable model allows our team to create you **custom, professional material.**



TECHNOLOGY

We're big enough to deliver the technology clients need and want, but small enough to maneuver fast. We work with partners, as well provide **our own proprietary software.**



OPERATIONS

Not only do you have a payroll team that is never outsourced and always personal, but you have the best team in industry that is proven with an unheard of **98% client retention rate.**



TAX

Our payroll tax team ensures that your clients are compliant and never have to worry. Journey's tax team guarantees payroll taxes are **paid on time and accurately.**

HOW JOURNEY COMPARES



Side-by-side comparison of experiences:

JOURNEY Franchise Owner vs Corporate Sales Representative

		CORPORATE COMPANY
Insured & Bonded	✓	✓
Full Tax Management Support	✓	✓
Full Payroll Operational Support	✓	✓
Full Marketing Support	✓	✓
Custom Marketing Support	✓	X
Passive/Residual Monthly Commissions	✓	X
Equity in the Clients You Bring On	✓	X
As an Active Franchisee, You Can Sell Your Book	✓	X
Create Your Own Schedule	✓	X
Transparency	✓	X
Having a Say in the Direction of the Business	✓	X
Job Security	✓	X
Excessive Bureaucracy	X	✓
Quotas	X	✓
Limited Paid Time Off	X	✓
One Time Commissions	X	✓
Reporting Daily/Weekly to a Manager	X	✓

WHO SAID WHAT ABOUT OWNERSHIP



Some testimonials from current franchisees:



“Becoming a Journey Franchisee has allowed me to gain my time back with my family, be in a better financial situation for the long term, and simply enjoy what I do, every day.”

- **JAIME ANDERSON,**
PHOENIX FRANCHISEE



“Coming over to Journey has been the greatest decision I’ve ever made. I’m building a future for my family on my own terms. I’m able to spend more time with my family because I’m not stuck on the hamster wheel of corporate America.”

- **MATT DESANTIS,**
NEW YORK FRANCHISEE



“I am able to manage my day to day, with the best team behind me. Controlling my earning potential and my time is why I chose Journey. The earning potential is on a completely different level than being a sales rep.”

- **JOEY MEDINA,**
TUCSON FRANCHISEE



“Leaving a corporate sales rep role was not easy at the time, but looking back, it was easier than I expected. Working hard for my own success is fun and easy, knowing I own and control my future.”

- **AUDREY GOOD,**
TUCSON FRANCHISEE



“Joining Journey has allowed me to control my day to day and leave the corporate red tape behind me. The Journey team provides a refreshing culture to allow everyone to be happy, while succeeding.”

- **SONNI LEATHERWOOD,**
BEAVERTON FRANCHISEE



“Journey has allowed me to focus on growing something special. I wanted to own my future for my family and my community, and now I have that. Leaving my previous corporate job has been the best professional decision I’ve made.”

- **STEVEN HARRIS,**
PHOENIX FRANCHISEE

WHEN CAN YOU START?



Here's the process to become a Journey Franchisee:

STEP 1 Meet with Matt DeSantis, Pres. of Franchise Success

Along with being a franchisee, Matt is also our President of Franchise Success. He mentors all franchisees to help them become comfortable and confident. His personal, hands-on approach to ensure you'll be in the best situation possible, is an example of how Journey does things differently.



STEP 2 Learn from a current franchise owner

Understanding the role and expectations from another franchisee is critical. You'll have an opportunity to hear from another current franchisee first-hand. This will allow you to learn more about the day-to-day, how you make money, and how you can have a rewarding ownership experience at Journey.



STEP 3 Connect with Kevin Welch, Founder & CEO

After you've met with key team members, you'll meet with our founder and CEO. Speaking with Kevin allows you to ask any questions to the person that started it all. Having this key conversation allows both parties to learn about one another and everyone can make the best decision for the future.



STEP 4 Make mutual decisions

Joining the Journey family has to be a positive decision by both parties to protect and reinforce the culture we've worked hard to establish. If all parties are excited to move forward, we jump into the paperwork and have our marketing team work to customize a promotional plan for your territory.



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