

the **tax**
shop
ACCOUNTANTS



FRANCHISE **INFO PACK**

Helping Accountants to Live Their Dream

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Our passion is to help accountants live their dream. To be in charge of their own destiny and to enjoy the journey of building a successful practice, one which is rewarding, has strong clients and flourishes to become an asset of value.

Our mission is to make our clients' lives easier! Through the use of world-class technology, systems, training and communication, we have differentiated ourselves as the professional service provider of choice.

Our franchise not only provides the opportunity to earn an attractive income, but it also offers the advantages of a flexible lifestyle business, affording franchise owners more free time and greater freedom in their personal lives than if they were simply working for an employer or practising on their own.

ABOUT US

- ✓ We are the largest accounting and tax franchise in SA with 100+ offices operating throughout Southern Africa.
- ✓ Our focus is on establishing successful accounting and tax practices.
- ✓ We provide a unique franchising opportunity for bookkeepers, accountants, auditors, tax and related practitioners who want to start a new practice or expand their existing practice(s).
- ✓ Those who join us benefit from the best forward-thinking accounting franchise brand with access to professional support, proven practice models, cutting-edge software and applications, latest marketing strategies and a vast network of accounting and tax professionals.

WHAT MAKES US DIFFERENT?

Apart from our exceptional standards and transparent pricing, our integrated systems provide response times which cannot be matched. We believe in making people's lives easier.

WHAT DOES IT COST?

Your investment to join The Tax Shop Accountants franchise:

- Franchise licence fee - You can start your own accounting and tax practice from as little as R4,250 per month or even less. If you already have a practice, then we have a personalised pricing solution for you based upon your existing revenue. Email us at enquiries@taxshop.co.za to find out more.
- Royalties - charged at 10% of monthly revenue to cover the ongoing costs of updating and training franchisees, software developments, provision of ongoing support, marketing of our franchise and general administration.



WHAT DO YOU GET?

New franchisees receive all of the following (plus more):

- The right to trade in a zone agreed upon with you - this is set out in our franchise agreement.
- Start-up training at our Head Office (3 days) with all costs of meals and accommodation included.
- Access to a unique acceleration course designed specifically for accountants. It will take your practice to the next level.
- Access to a marketing launch to introduce your new practice to the world.
- Advanced marketing strategies for your practice with leads generated from Head Office.
- Initial marketing material in the form of banners, flyers, business cards, corporate folders and brochures designed to kickstart your practice.
- Personal mentoring of your practice including input on marketing strategies and other fundamental aspects of running a Tax Shop successfully.
- Start-up material in the form of instructional guides, handbooks, letterheads, questionnaires, checklists and other useful documents.
- Ongoing technical support, training, backup and expertise from top professionals at Head Office and within The Tax Shop group.
- Access to world-class software which can be accessed from anywhere in the world. These systems enable our franchisees to deliver the best services to their clients.
- Financial benefits in the form of substantial discounts to professional organisations, accredited training, professional indemnity insurance and cutting-edge software.
- Increased business opportunities through our business partners.
- Automated services for your clients e.g. monthly newsletter, surveys, etc.
- Unlimited branded email addresses plus ongoing software support to ensure that your office runs smoothly.

SERVICES OUR FRANCHISES OFFER

We consider service delivery to be the cornerstone of our business and have become a top name in professionalism and service excellence. We strive to exceed our clients' expectations.

Our services are summarised on the next page.





FINANCIAL ACCOUNTING

Financial accounting is the second step after bookkeeping to help make your business a raging success.



BUSINESS ADVISORY

Our team of experts offers advisory services to help your business thrive and to take it to the next level.



BUSINESS REGISTRATIONS

Registration, maintenance and deregistration of companies, trusts and other business structures.



PAYROLL

Make your payroll and HR function a pleasure...as it ought to be.



BOOKKEEPING

Are you looking for a complete outsourced solution or simply need software that works?



TAX PLANNING & COMPLIANCE

Our taxation services include registrations, submission of returns and complex planning.



FINANCIAL STATEMENTS & REPORTING

Financial statements and management reports are vital for staying on top of your business.



BUSINESS INTELLIGENCE INSIGHTS

Business Intelligence System Software means better data which means better analysis and insights.



FORECASTING & BUDGETING

Business planning is essential for your business success – get these weapons into your toolbox.

WHO ARE OUR CLIENTS?

We have successfully niched ourselves slightly below the larger audit firms, but far higher than conventional small accounting practices. **Our offering to our clients is unique in that we provide:**

1. An established franchised system with owner-managed and operated practices where the relationship with our clients are valued;
2. Professional services that cover all aspects of the accounting domain as well as professional advisory services not often provided by traditional accountants; and
3. State of the art cloud-based software and apps which have been designed to make life easier.

WHAT DO WE EXPECT FROM YOU?

Franchise owners must have an accounting or tax qualification and should be a member of a professional body. Running your own practice requires entrepreneurial skill too.

WHAT TO DO NEXT?

Please email your CV to us at enquiries@taxshop.co.za. Once we have approved you as a prospective franchisee, we will send a draft franchise agreement to you for review.

FURTHER QUESTIONS?

Check out the [FAQs](#) on our website.

WE LOOK FORWARD TO HEARING FROM YOU!



CONTACT US

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www.taxshop.co.za

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