



2 Brands

One Great Opportunity

By operating a Recruitment Agency as well as a Home Support Service, we have developed a future proof, recession resilient and truly unique offering ensuring continued success long term.



JOSEPH WILLIS

Founder / Group CEO

A Franchisor that **Supports** you all the way!

Lastminute Care & Nursing have developed a successful model across the UK building a recruitment business that provides health and social care staff to the market.

This business has proven to be low capital investment compared to typical competitors in the sector and has also shown time and time again just how quickly the model can become profitable. A number of franchisees have broke even in as little as 3 months from starting trading.

As the recruitment agency business has developed, we have successfully merged into this brand a Home Care model that runs parallel to the Lastminute Care & Nursing existing business - complementing each other and establishing economy of scale. 2 income streams, 2 brands sharing the operating costs of one single entity meaning higher margins and lower risks.

Your Success is Our Success



We are the only organisation of it's kind to train, develop and deliver clients centrally to our franchisees, ensuring a business strategy with a larger client base and a more targeted approach. We derive income from the following client types :

- Large Multi-site Nursing Providers
- Independent Homes
- Mental Health Hospitals
- Learning Disability Services
- Community Clients
- Local Authorities
- NHS Services
- PCT Commissioners
- Case Management Companies
- Direct Payments
- Private Paying Clients
- Specialist Autistic Services
- Mental Health Hospitals





Lastminute Care & Nursing owners are offering a **unique opportunity** to become part of a rapidly expanding success story!
We are a family owned Business!

The System

Our model is based on a simple yet effective and proven method. We first develop a successful Lastminute Care & Nursing recruitment agency business providing staff to the care market. Once this business is successfully generating profits, we then launch the Inclusive Support Home Support model focusing on high value clients and long term packages.

Our territories are 3-5 times greater than our competitors and our working capital costs are 3-5 times lower to become profitable. This is what makes us unique and so attractive to the current alternative providers available today.

Step 1

After onboarding, initial and ongoing training both at Head Office and in your territory location, we support, guide and mentor you to ensure a rapid and successful delivery of your initial business. A low cost fast return on investment Recruitment Agency. Proven systems, unique offerings and a strategic approach to developing clients.

Step 2

Now it's time for us to consolidate your learning, add some complexity and sophistication to the whole business and streamline the company with your new found experience, confidence and existing profits. We expect a franchise to hit between £8,000 and £10,000 in revenue per week after 3-5 months of trading. This is the point where we can help you reinvest your profits in the correct areas, preparing for the next exciting step on your journey.

Step 3

Home Support Services, a domiciliary care model done differently. It's now time to launch Inclusive Support, your care service that utilises the existing systems, office staff, office infrastructure and care staff availability to chose where you trade, what client group you work with and what clients are right for you. We are now in control, building the right care service around your existing business that is funded by the profits from your Recruitment Agency.



Our head office team help you find your **potential clients** to help you get started and build that momentum needed to Succeed!

The Sector

Ok, so why should you jump into the care industry, maybe you don't have a background in this sector...

Well that doesn't matter, what matters is that you have the desire to succeed, the work ethic to become successful and the tenacity to push forward and develop a unique business that you can be proud of!

We deal with the rest, we can teach you everything you need to know about running a profitable company, we can show you all that is to be known about the care industry, if you have the desire, enthusiasm and ability then we will support you every step of the way!

The industry is growing rapidly, with more organisations turning to Agency Supply to manage their staffing needs across the Health & Social Care sector. A growing trend...



**Success breeds Success,
We're looking for
Partners to Grow!**

We operate in the largest employment sector in the UK, a buoyant and recession proof sector too! It is the perfect combination with a system like ours that breeds success amongst its operators!

Our model is unique, and with our support is relatively simple to follow! Our systems, procedures, policies, experience and our tailor made training & support package is what makes all the difference to your success in the future...

The Financials

Don't spend money you don't have with operators charging excessive franchise fees and high working capital requirements, we do it in a different way! We help you to generate profit, not to incur costs.

Expected turnover in year 1 - £400K plus (pilot achieved £900K)

Expected profit in year 1 - £60K plus (pilot achieved £150K)

Costs are simple, a franchise fee of £30,000 and a working capital of around £10,000 to cover running costs until you are profitable.

With a finance facility in place to cover cost of staff wages and a fantastic payroll and pension scheme system ready to support your business, you can be trading in a matter of weeks.

If you follow the system, we guarantee your success.

We don't register with CQC as a Domiciliary care Agency from day one, that's why our costs initially are so low. We don't waste money on expensive high street premises, Registered Managers and time delays of 3-6 months before even being registered to provide the services with CQC.

We train you to operate a profitable agency business that has no legislation restricting immediate trading. There is no faster way to become successful and by then bolting into this business a registered care service we control the costs and timescale and reduce the overall working capital required to build a successful business.



The Package

You get a lot for your money at Lastminute Care & Nursing. We have invested in a separate Head Office location specifically for supporting and training Franchisee Operators. Our commitment is significant and the following will give you an idea of exactly what you get when you join. The key to success is support, we do not provide you with a handful of leaflets, a big operations manual, a few training sessions and some motivational words of wisdom. We hold your hand and show you from the start. That's our philosophy on support, to Show you what to do instead of telling you how to do it. Actions speak volumes...





We hold your hand and show you from the start. That's our philosophy on support, to **show you what to do** instead of telling you how to do it.

Here's what you get

- ✔ One week Head Office 1:1 Training and Mentoring from the owner
- ✔ One week Pilot Office training and business planning
- ✔ Head office marketing of your new Branch
- ✔ On site training at your own office including day one support
- ✔ Website addition and hosting and email accounts
- ✔ Artwork stationary and business cards package
- ✔ New computer with all systems loaded on to take away
- ✔ All marketing material and sales documents starter pack
- ✔ 24 hour telephone support and Dedicated email support line
- ✔ Open door policy for you to work from head office any time
- ✔ Online CRM database access of all clients
- ✔ Bespoke software package unique to us for shift management
- ✔ Payroll and invoice finance package at reduced costs
- ✔ Free training for your first new office worker
- ✔ A dedicated team that has your back at all times



The Decision

This is your opportunity to move forward and be successful as part of the Lastminute Care & Nursing brand, to benefit from our support, expertise and on-going development of the service.

You can contact us on the following details below and organise to secure your territory with a 50% Franchise Fee payment, with the remaining 50% payable once the agreement is signed and the start date and support plan has been agreed.

If you wish to come and visit us at Head Office or simply wish to discuss the opportunity in more detail feel free to contact the founder and group CEO on the details below!

Our Address

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