



The Barefoot Selling Technique

**A simple, ethical sales process for
the modern business owner**

Franchise Prospectus



Unlock Financial Freedom with the Barefoot Selling Technique Franchise



Thank you for taking the time to explore the Barefoot Selling Technique business opportunity.

Our franchise presents a chance for you to establish your own thriving business in a buoyant and highly lucrative industry. We will provide you with comprehensive training and support to help you establish and manage a successful business. Our franchise offer has been carefully crafted to minimise risks and maximise profits, offering great potential for growth and profitability.

You'll have the advantage of utilising a well-established system, and we'll be by your side every step of the way, providing continuous support. Although you'll be the one running the business, you'll never feel alone in your journey.

If you have a strong desire for the challenges and rewards that come with running a business, you will certainly enjoy the opportunity to operate your own Barefoot Selling Technique franchise.



Who we are

We are sales and customer service experts, who place honour and virtue at the heart of business development

At our core, we provide an all-encompassing service designed to elevate business to new heights. With our expertise, we conduct a thorough consultation to identify any gaps in the sales process, pinpoint growth opportunities within the current client base, and review customer care protocols to cultivate satisfied clients who will then confidently refer the business.

Additionally, we offer high-quality training programs that empower businesses and their teams to achieve success efficiently.



Our Leader

Michael, a Sales Leader with the Institute of Sales Professionals, has been working in Sales and Business Development his entire career. Since moving to London in late 2017 he has become more passionate about people. Specifically, those who are looking to grow their business, or quite simply, just get a better control on their day-to-day activity.



Market Snapshot



The market size of the Management Consultants industry in the UK has grown 4.4% per year on average between 2017 and 2022.

Source: IBISworld



The market size, measured by revenue, of the Management Consultants industry was £69.7bn in 2022.

Source: IBISworld



The number of private sector businesses in the UK at the start of 2022 was 5.5 million. 5.47 million businesses were small (0 to 49 employees) 35,900 businesses were medium-sized (50 to 249 employees) and 7,700 businesses were large (250 or more employees).

Source: gov.uk

The consulting industry is a dynamic and rapidly evolving sector, with firms providing expert advice and guidance to businesses across a range of industries. Recently, the industry has seen significant growth and this upward trajectory is projected to persist throughout 2023.

Services



Personal productivity

1-2-1 Coaching for Business Owners and C-Suite professionals designed to give them back the world's most precious commodity... Time!



Sales & productivity training 101

This one day course is designed to give the sales team a boost of productivity whilst refreshing their views on targets, customer care and generating new business opportunities.



Supercharge your sales team

A four day intense workshop that will look at Lead Generation ,Prospecting, Pipelines, Email Follow-up, Reverse Targeting, Inbox Productivity & Much More.



Outsourced business development

Our team offer Data Cleansing, Lead Generation, Appointment Setting Services and Referral Business.



Why choose the Barefoot Selling Technique?

At The Barefoot Selling Technique, we understand the appeal of business ownership, driven by the desire for financial freedom and independence. This same passion motivated us to create our own business and fuels our commitment to helping others achieve their entrepreneurial dreams.

Picture a life of daily autonomy, where you can enjoy the benefits of a business without the burdens of starting and maintaining it on your own. At Barefoot Selling Technique, we provide more than just an enticing brand, outstanding service options, and multiple revenue streams. Our invaluable training and streamlined systems ensure that managing your business becomes effortless and stress-free.

When you join The Barefoot Selling Technique as a franchisee, you gain a significant advantage by entering a thriving industry with a proven and sustainable business model. Our aim is to empower our franchise partners with the essential tools needed to excel in this field, while offering unwavering support every step of the way. We recognise that the success of our brand hinges on each location delivering an exceptional customer experience, and we are committed to ensuring just that.





The Investment

COST: £12,500 + VAT

ONGOING FEES: 10% OF TURNOVER

FINANCE AVAILABLE THROUGH THIRD PARTY LENDERS

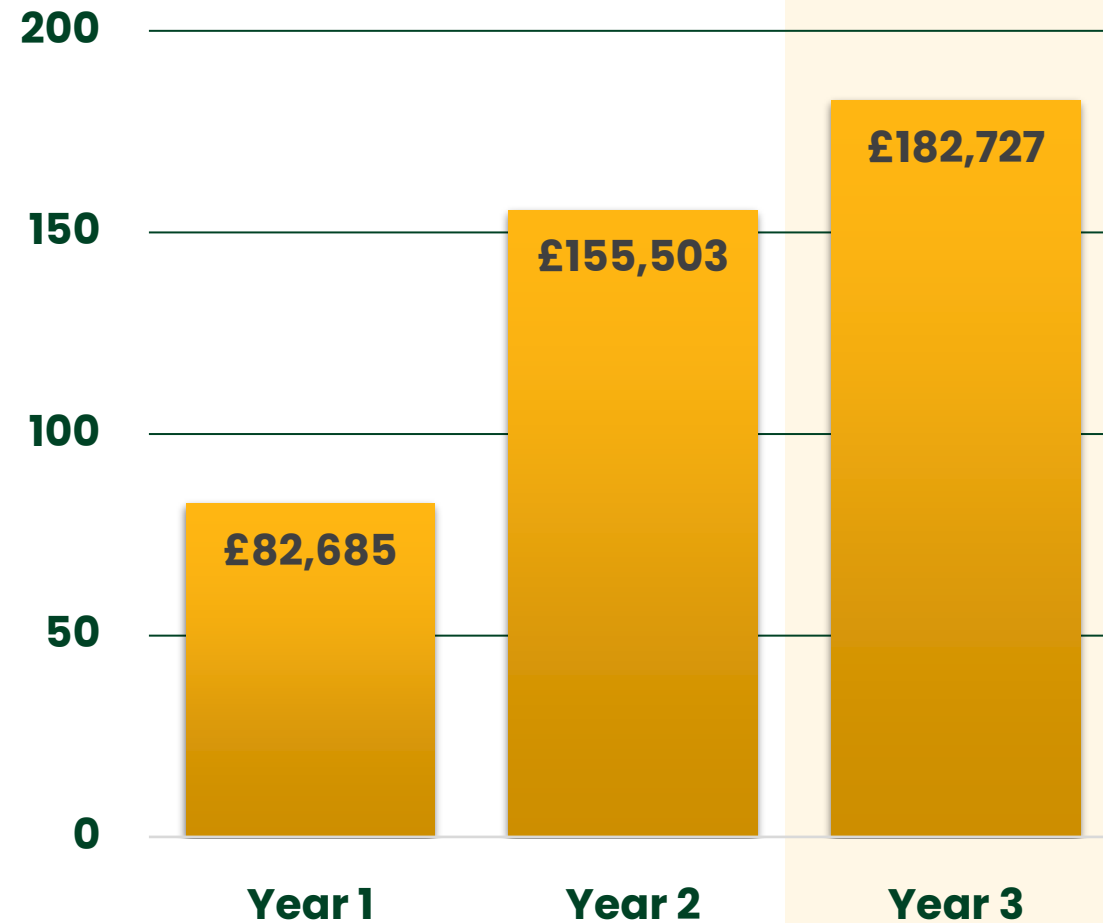
At The Barefoot Selling Technique, we place great value on the support we provide to each member of our extended family. You can trust that we will be by your side, offering guidance and assistance throughout every phase of your business's growth.

As a member of our national franchise network, here's what you can anticipate receiving:

- **Comprehensive training will be provided in all aspects of the business, covering the day-to-day operations as well as in-depth knowledge of all Barefoot Selling Techniques products and services**
- **Processes, systems and templates to run the business**
- **Ongoing support and regular business updates from our highly experienced management team**
- **Website presence Brand identity / marketing collateral**
- **Ongoing support and advice**
- **Flexible working hours**
- **Operations manual which covers all areas of running your business**

The earning potential

At your franchise meeting, we will present you with a comprehensive breakdown of the projected profits you can anticipate achieving in the initial three years. These detailed figures will provide valuable insights into the potential financial success that awaits you as a franchisee.



Are you our perfect franchise partner?

We are actively seeking individuals who align with our ambition to establish a business focused on shaping a brighter future as we work towards nationwide coverage.

We firmly believe that previous business experience is not a mandatory requirement. We are dedicated to offering extensive support and training to ensure you have the necessary skills and knowledge to thrive in this venture. Your determination and shared vision are what matter most to us.



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6 steps to ownership



BAREFOOT SELLING TECHNIQUE

1

Initial enquiry

To register your interest, you may either send us an email, complete our straightforward form, or give us a call.

2

Introduction Meeting

After registering your interest, our friendly team will schedule a meeting or video call to explain how our business works in detail.

3

Due-diligence

Take your time to determine if this opportunity is suitable for you. Our team is available to address any questions you may have.

4

Business plan & loan funding

We'll aid you in creating a business plan, obtaining funding if necessary, and providing honest feedback on your proposals.

5

Sign the franchise agreement

The last step is to sign the Franchise Agreement and celebrate with us as you prepare for your launch!

6

Onboarding and business launch

You will attend our blended program, which incorporates training at our head office, online, and in the field. Once enrolled, we will establish your website and collaborate with you to acquire your first customer.

Let's Talk

If you're ready to seize control of your future and embark on the path of business ownership, we encourage you to get in touch with us. Feel free to reach out for more information on our exciting franchise opportunities. We're here to provide all the details you need to make an informed decision.

CALL

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