

Welcome to **Mail Boxes Etc.**



- ✓ A global brand
- ✓ Multiple revenue streams
- ✓ Comprehensive start-up and training
- ✓ Established, growing network with a proven system
- ✓ Selection of profitable existing stores available for resale



MAIL BOXES ETC.®
#PeoplePossible



Solutions at www.mbe.co.uk

post, parcel & print centre

A global brand

Mail Boxes Etc. is one of the world's largest non-food retail franchises with over 2,500 business service centres worldwide, including over 150 in the UK and Ireland. Since 1980, we've learned what it takes to keep ahead of the retail sector and our multi-faceted revenue stream and willingness to innovate, means that our high-street stores are still ahead of the game over 40 years later.

Mail Boxes Etc. is a one-stop concept that offers a mix of logistics, postal, print and copy services to help meet people's everyday needs. Our customers range from small businesses to members of the general public, students, overseas visitors and the fine art and antiques sector. However, they all have one thing in common: they want help and advice from a real person and practical solutions to their needs. And they turn to us because we are there on the high street, ready and waiting to provide the assistance, expertise and customer care they require.

Our franchise opportunity gives you the chance to open and build a successful and profitable business. We are a trusted high-street brand and you will be supported by a team of experts and, of course, the rest of your franchise network. You don't need previous knowledge of our specialist areas of service because we offer you full training and support to bring you up to speed for a prompt business launch.



"One of the big reasons behind why many people choose a franchise is that the structure is already set up and there are suppliers available for the business. With Mail Boxes Etc., the only thing the franchisee has to worry about is finding the customers and they are given support with this too. This franchise is a great move for anybody getting into the business world for the first time."

Xigang Hu – MBE Romford



Despite recent challenging times on the high street, Mail Boxes Etc. has been bucking the trend and thriving. Our franchisees are building and sustaining successful businesses. We believe that this is because we offer something different to the regular high-street shops - a range of services that means our franchisees can rely on multiple revenue streams to help them build a successful business.

Our franchisees come from all walks of life but all share a strong entrepreneurial spirit. Some have worked in retailing whilst others come from the corporate world and want a change of direction. Some franchisees have built up their own network of centres, while others prefer to operate just one store.

Bucking the trend

"Mail Boxes Etc. suited me more than any other business opportunity. There's a range of products rather than just one so it's a diverse business. Mail Boxes Etc. carries much less risk because if one product is less popular, then the others will cover it."

Kulwinder Bath – MBE Ealing



Confidence to go it alone

When you join Mail Boxes Etc. as a franchisee, you immediately become part of a friendly and supportive organisation. We provide you with a comprehensive induction programme to get you on your feet so you won't ever feel out of your depth.

Our training programme is designed to help you get up and running as quickly as possible and give you the confidence to run your business. Training includes:

- ✓ Two weeks of hands-on field training in one of our accredited training stores
- ✓ A week of interactive seminars focusing on areas such as marketing and sales, product and service knowledge, operating procedures, staffing, business management and customer service
- ✓ You will receive operational guidance from our Network Support or Area Developer working with you in store for a period up to opening and post launch
- ✓ You will also spend time prospecting to generate new business, exploring networking opportunities and working on sales training including up-selling and cross-selling techniques
- ✓ You'll receive comprehensive access to franchisee manuals that contain all the operational guidelines you need.

Sharing knowledge for success

"I had the normal induction training initially but we agreed that mine would be split across two stores. I wanted to spend time in different stores so that I could see the difference in operation. For the first week after my launch, I had someone with me and then monthly visits. Now that my turnover has reached a certain level, the visits have been reduced to bi-monthly. I was on the phone very frequently in the early days. I've had absolutely no issues with the support, it's been fantastic!"

Greg Milton - MBE Tunbridge Wells

As a successful global brand, we've learned what it takes to keep ahead in the retail sector and we're sharing this knowledge with each and every one of our franchisees. With multiple revenue streams, franchisees experience minimal impact from market fluctuations. You also benefit from a trusted high-street brand that has dominated in its marketplace for 35 years. Our franchisees love being part of the Mail Boxes Etc. network - our longest serving UK franchisee has just celebrated 25 years in the business.

As a Mail Boxes Etc. franchisee, you receive the full support of a globally-recognised brand with a proven business model and comprehensive induction and training system. We have an experienced head office team and a dedicated group of local area franchisees to ensure that you get all the help and back-up you need from day one. In turn, you'll be actively encouraged to participate in the business and contribute towards the success of the UK network. Our franchisees are team players; they know that for the brand to be successful, everyone in the network needs to support each other.



Your initial investment

In order to open a Mail Boxes Etc. store you will need to make an up-front investment of £60,000- £70,000. With up to 2/3rds of this being funded by a high-street bank, the initial personal investment will be around £25,000. As a Mail Boxes Etc. franchisee you join a team that is:

- ✓ A full member of the British Franchise Association
- ✓ The only national network of full service 'Pack & Ship' stores approved by UPS, Parcelforce Worldwide, FedEx, DHL and Royal Mail
- ✓ Committed to continual operational and business development support
- ✓ Working with key clients including world-renowned auction houses
- ✓ Focused on building the brand for the future.

Does this sound like something you could do?

If you are an entrepreneur and would like to join a dynamic, thriving network with a flexible business model that is perfectly placed to turn the challenges of a changing marketplace into opportunities, please get in touch.

Call us: **01608 649230**

Email us: **franchise@mbe.uk**

Our core services

Mailbox Services: **mbe.co.uk/mailbox**

Pack & Ship/Courier Services: **mbe.co.uk/parcel**

Auction Logistics: **mbe.co.uk/auction**

Print & Copy: **mbe.co.uk/print**

Postal – Domestic & Worldwide: **mbe.co.uk/parcel**

Student Services: **mbe.co.uk/student**

Business Solutions: **mbe.co.uk/business**

"I chose franchising in general because of the appeal of a proven business model and Mail Boxes Etc. in particular because of the help and support they give to their franchisees – and the varied product and services on offer. It's also a well-known high street and worldwide brand."

Steve Sleigh - MBE Colchester & Ipswich

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post, **parcel** & **print** centre



@MailBoxesEtcUK

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