

**GROWTH** // How Startups Are Thriving In Smaller Cities **P.38**

**SALES** // Always Be Closing? No. Never Be Closing **P.18**

**FRANCHISE** // The Top Banks, Lawyers, Accountants, and More **P.79**

# Entrepreneur®

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→ **BLOWN AWAY**

Caroline (left) and Isabel Bercaw cofounded Da Bomb Bath, an exploding line of bath bombs. **P.28**

## YOUNG MILLIONAIRES

Meet the Next Generation to Build Multimillion-Dollar Businesses

(THESE TWO COFOUNDERS ARE 17 AND 18, AND MAKING \$20M)





**44**

**Creative Colors International**  
Upholstery repair and replacement

**STARTUP COST**  
\$95.1K–\$122.4K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
80/3

**45**

**Color Glo International**  
Leather, vinyl, fabric, carpet, and surface repair and restoration

**STARTUP COST**  
\$56.3K–\$61.4K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
143/0

**46**

**Fiesta Auto Insurance and Tax**  
Insurance and tax-preparation services

**STARTUP COST**  
\$67.1K–\$120.6K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
196/0

**47**

**GYMGUYZ**  
Mobile personal training

**STARTUP COST**  
\$56.1K–\$121.7K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
231/4

**48**

**Furniture Medic**  
Furniture and wood restoration, repair, and refinishing

**STARTUP COST**  
\$80.4K–\$90.7K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
349/0

**49**

**N-Hance Wood Refinishing**  
Wood cabinet and floor refinishing

**STARTUP COST**  
\$49.9K–\$153.2K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
541/0

**50**

**Orion Food Systems**  
Fast-food systems for nontraditional markets

**STARTUP COST**  
\$59.5K–\$140K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
1,006/0

## TOP FRANCHISES FOR \$100,000 to \$500,000

**1**

**Dunkin'**  
Coffee, doughnuts, baked goods

**STARTUP COST**  
\$228.6K–\$1.7M

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
12,871/0

**2**

**The UPS Store**  
Postal, business, printing, and communications services

**STARTUP COST**  
\$168.9K–\$398.3K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
5,071/0

**3**

**Great Clips**  
Hair salons

**STARTUP COST**  
\$136.9K–\$258.3K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
4,261/0

**4**

**Jersey Mike's Subs**  
Subs

**STARTUP COST**  
\$237.4K–\$766.97K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
1,500/82

**5**

**7-Eleven**  
Convenience stores

**STARTUP COST**  
\$47.1K–\$1.2M\*

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
63,754/2,439

*\*While 7-Eleven's initial investment range varies widely based on different circumstances, most first-time franchisees' startup costs will be \$100,000 and up.*

**6**

**Jimmy John's Gourmet Sandwiches**  
Sandwiches

**STARTUP COST**  
\$313.6K–\$556.1K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
2,737/56

**7**

**Ace Hardware**  
Hardware and home-improvement stores

**STARTUP COST**  
\$272.5K–\$1.6M

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
4,946/122

**8**

**RE/MAX**  
Real estate

**STARTUP COST**  
\$40K–\$230.5K\*

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
7,985/0

*\*The low end of RE/MAX's initial investment range applies only to the conversion of an existing business. Franchisees starting a new business will invest more than \$100,000.*

**9**

**Sport Clips**  
Men's sports-themed hair salons

**STARTUP COST**  
\$224.8K–\$373.3K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
1,759/69

**10**

**Snap-on Tools**  
Professional tools and equipment

**STARTUP COST**  
\$172.2K–\$375.3K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
4,663/170

**11**

**Anytime Fitness**  
Fitness centers

**STARTUP COST**  
\$78K–\$521.4K\*

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
4,043/38

*\*The low end of Anytime Fitness's initial investment range applies only in rare cases. Most franchisees will invest more than \$100,000.*

**12**

**Smoothie King**  
Smoothies, healthful snacks, health products

**STARTUP COST**  
\$263.6K–\$844.5K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
944/28

**13**

**Servpro**  
Fire and water cleanup and restoration

**STARTUP COST**  
\$159.3K–\$213.2K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
1,687/0

**14**

**uBreakiFix**  
Electronics repairs

**STARTUP COST**  
\$60.4K–\$225.4K\*

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
393/28

*\*The low end of uBreakiFix's initial investment range applies only to officers, directors, or employees of uBreakiFix, whose franchise and training fees are waived. Franchisees paying the normal fees will invest more than \$100,000.*



## Cornwell Quality Tools / No. 35

**ONE HUNDRED YEARS AGO**, blacksmith Eugene Cornwell opened a shop in Cuyahoga Falls, Ohio, and began experimenting with different steels and heat treatments to produce tools that would be stronger and longer-lasting. Today, Cornwell Quality Tools is celebrating its centennial by offering select products with special 100th-anniversary branding, and it also recently became the official tool brand of John Force Racing with the National Hot Rod Association.

31

**Cinnabon**

Cinnamon rolls, baked goods, coffee

**STARTUP COST**  
\$185.2K-\$330.7K**TOTAL UNITS**  
(Franchised / Co.-Owned)  
1,512/1

32

**Pearle Vision**

Eye care and eyewear

**STARTUP COST**  
\$399.4K-\$603.9K**TOTAL UNITS**  
(Franchised / Co.-Owned)  
416/114

33

**Auntie Anne's Hand-Rolled Soft Pretzels**

Soft pretzels

**STARTUP COST**  
\$199.5K-\$385.1K**TOTAL UNITS**  
(Franchised / Co.-Owned)  
1,934/13**Fleet Feet** No. 48

**FOR THE** third year in a row, Fleet Feet stores across the country, in partnership with running-shoe company Brooks, celebrated Global Running Day in June with a 5K event dubbed the Big Run. More than 8,600 people participated, ranging in age from 3 all the way up to 99, and they ran a collective 26,853 miles. Prizes were given for the fastest runners nationwide, age group winners, and others.

**MAKE A LIVING  
SAVING LIVES**

Ranked #87 on Entrepreneur's Top 500 Franchises in 2019



No build-out required - saving both time &amp; money



Mission-based brand gives your work purpose



Full training &amp; support - no experience needed



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**34**  
**Ben & Jerry's**  
Ice cream, frozen yogurt, sorbet, smoothies

**STARTUP COST**  
\$149.2K–\$504.3K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
556/37

**35**  
**Cornwell Quality Tools**  
Automotive tools and equipment

**STARTUP COST**  
\$47.5K–\$243.8K\*

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
689/0

*\*The low end of Cornwell Quality Tools' initial investment range applies only to the conversion of an existing business. Franchisees starting a new business will invest more than \$100,000.*

**36**  
**Marco's Pizza**  
Pizza, subs, wings, cheese bread

**STARTUP COST**  
\$289.8K–\$762.5K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
905/0

**37**  
**The Learning Experience Academy of Early Education**  
Preschool/educational childcare

**STARTUP COST**  
\$493.5K–\$3.6M

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
192/20

**38**  
**Palm Beach Tan**  
Tanning

**STARTUP COST**  
\$498.3K–\$802.4K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
299/226

**39**  
**British Swim School USA**  
Swimming lessons for ages 3 months and older

**STARTUP COST**  
\$92.9K–\$239.4K\*

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
63/0

*\*Although British Swim School's initial investment range starts at \$92,900, the company desires franchisees to have at least \$100,000 cash liquidity.*

**40**  
**Checkers Drive-In Restaurants**  
Burgers, fries

**STARTUP COST**  
\$96.4K–\$1.5M\*

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
623/256

*\*The low end of Checkers Drive-In Restaurants' initial investment range applies only to the conversion of an existing business. Franchisees starting a new business will invest more than \$100,000.*

**41**  
**Jiffy Lube International**  
Oil changes, preventive maintenance

**STARTUP COST**  
\$234K–\$372.7K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
2,078/0

**42**  
**CMIT Solutions**  
IT and business services for SMBs

**STARTUP COST**  
\$127.97K–\$175.4K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
233/0

**43**  
**FastSigns International**  
Signs, graphics

**STARTUP COST**  
\$197.2K–\$313.1K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
689/0

**44**  
**Carstar Franchise Systems**  
Auto collision repair

**STARTUP COST**  
\$283.7K–\$829.8K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
627/1

**45**  
**Spring-Green Lawn Care**  
Lawn and tree care

**STARTUP COST**  
\$109.3K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
117/26

**46**  
**Charleys Philly Steaks**  
Philly cheesesteaks, fries, lemonade

**STARTUP COST**  
\$252.1K–\$580.5K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
539/56

**47**  
**Weichert Real Estate Affiliates**  
Real estate

**STARTUP COST**  
\$62.5K–\$324.7K\*

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
354/131

*\*The low end of Weichert Real Estate Affiliates' initial investment range applies only to the conversion of an existing business. Franchisees starting a new business will invest more than \$100,000.*

**48**  
**Fleet Feet**  
Athletic footwear, apparel, accessories

**STARTUP COST**  
\$187K–\$413K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
145/31

**49**  
**Valvoline Instant Oil Change**  
Oil changes and preventive maintenance

**STARTUP COST**  
\$174.5K–\$2.5M

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
703/451

**50**  
**Edible Arrangements**  
Sculpted fresh-fruit bouquets

**STARTUP COST**  
\$189.8K–\$348.95K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
1,215/4

## TOP FRANCHISES FOR More than \$500,000

**1**  
**McDonald's**  
Burgers, chicken, salads, beverages

**STARTUP COST**  
\$11M–\$2.2M

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
34,521/2,885

**2**  
**Sonic Drive-In**  
Burgers, hot dogs, chicken sandwiches, breakfast, ice cream, beverages

**STARTUP COST**  
\$865K–\$3.6M

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
3,365/228

**3**  
**Taco Bell**  
Mexican food

**STARTUP COST**  
\$525.1K–\$2.6M

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
6,299/606

**4**  
**Culver's**  
Frozen custard, specialty burgers

**STARTUP COST**  
\$2M–\$4.7M

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
661/6

**5**  
**Planet Fitness**  
Fitness clubs

**STARTUP COST**  
\$969.6K–\$4.2M

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
1,540/68

**6**  
**Pizza Hut**  
Pizza, pasta, wings

**STARTUP COST**  
\$327K–\$2.3M\*

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
15,325/93

*\*The low end of Pizza Hut's investment range may be possible only when opening an inline/endcap delivery/carryout restaurant model. Startup costs for all other models will exceed \$500,000.*

**7**  
**Jack in the Box**  
Burgers

**STARTUP COST**  
\$1.5M–\$3.3M

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
2,085/157

**8**  
**Dairy Queen**  
Ice cream, burgers, chicken

**STARTUP COST**  
\$11M–\$18M

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
7,066/2

**9**  
**KFC US**  
Chicken

**STARTUP COST**  
\$1.4M–\$2.8M

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
20,775/668

**10**  
**Orangetheory Fitness**  
Group personal training

**STARTUP COST**  
\$563.5K–\$999.1K

**TOTAL UNITS**  
(Franchised / Co.-Owned)  
977/23