



RV XPRESS MOBILE REPAIR

TURNKEY SOLUTIONS FOR MOBILE RV REPAIR
COMPANIES

JANUARY '23

The Demand for Mobile RV Service is Massive

- Third fastest growing profession in 2020 according to the Elkhart Truth
- National RV Training Academy:
 - “With wait times approaching six weeks for RV repair at a dealership, demand for mobile service technicians has skyrocketed in recent years.”
 - “Approximately 80 percent of all RV repairs can be completed outside of a dealership.”

Finding a Job as a Service Tech is Easy

- Dealerships and Manufacturers (to a lesser extent) are always hiring capable service techs
- Average annual salary range: \$27,340 - \$63,060 (from RVTI website)
 - Equal to \$13-\$30/hour
- **Dealerships and Mobile RV Service Techs charge more than \$100/hour**

Should Everyone Become a Mobile Service Tech?

- **Charging \$100 (or more)/hour is not the same as earning \$100 (or more)/hour**
- There are costs associated with:
 - Setting up a new company
 - Setting up a website
 - Getting work and then getting paid from customers
 - Mobile van, tools and fuel
 - Service bays to perform work
 - Accounting and billing
 - Paying taxes
 - Hiring new employees
 - Processing payroll

ISN'T YOUR TIME MORE VALUABLE DOING WHAT YOU LIKE AND WERE TRAINED TO DO?

Risks of Starting Your Own Business

- 20% of small businesses fail in the first year
- 30% of small businesses fail by the end of the second year
- 50% of small businesses fail by the end of the fifth year
- Main reasons for failure:
 - Lack of capital – understanding how much cash is needed to run the business
 - Lack of experience running a business
 - No business plan
 - Poor infrastructure and systems

**BY PARTNERING WITH US, YOU CAN INCREASE YOUR CHANCES OF SUCCESS
SUBSTANTIALLY!**

So, What Should I Do?



Join the RV Xpress Mobile Repair Franchise Network



We Provide the Training and Infrastructure

- You take care of the customers
- We will provide most of the other services you need to succeed
- **Getting your new business set up and functioning the right way will substantially increase the chances of your long-term success!**



What We Will Do For You – Overall Planning

- Provide training on setting up a business plan for your territory
- Defining set of repair services to be provided
- Assisting in targeting customers:
 - Which customers should be the focus?
 - Should you accept warranty programs?
 - Should you work with dealers and/or manufacturers?
- Setting pricing levels for different services
- Best way to access parts for repairs
 - How much inventory should you keep?

What We Will Do For You – Company Setup

- Set up the new company
 - Get an EIN (tax ID) for the company
 - Review lease for office space
 - Review of the insurances/licenses required for setting up the company
 - Setting up company email
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What We Will Do For You – Marketing

- Access to the RV Xpress website (www.gorvexpress.com)
- Access to the RV Xpress facebook page
- Lead generation through Google and Facebook
- Access to marketing materials:
 - Brochures
 - RV Xpress T-shirts
- Training to do local marketing

What We Will Do For You – Setting Up The Systems

- Training for a system to help you take and track customer orders
 - Setting you up to process credit cards
 - Setting up best way to take and respond to customer calls
 - Setting up accounting and billing systems
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What We Will Do For You – Accounting and Payroll

- Setting up systems to onboard new employees and set up payroll
- Monthly accounting services
- Quarterly review of financials
- Providing access to healthcare insurance and other benefits:
 - Vision and Dental
 - 401(K)
 - Life and AD&D insurance

What Does This Mean For Me?

Running your own Company (in 2-3 years)

- Gross revenues of ~\$100,000/year
- Net profit of ~\$50,000/year (after expenses)
- *Assumes a working owner (as a Service Tech)*

Running our Franchise (in 2-3 years)

- Gross revenues of \$250,000 - \$500,000/year
 - Net profit of \$100,000 - \$150,000/year (after expenses)
 - *Assumes a working owner (as a Service Tech)*
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Who We Are

- A regional group of companies founded over 20 years ago
- We are passionate about creating and helping new businesses run
- Currently help with back-end systems, accounting and payroll for 6,000+ of our own employees
- To help understand the Mobile RV Repair market better, we have been running our own Mobile RV Repair company for more than a year!

Who We Are – Presenters

Joe Kicos

- 20+ years in the RV Industry
- Founder of Little Guy trailers (teardrop trailer brand)



Dalton Booth

- 5+ years in the RV Industry
- Manager of the RV Xpress Mobile Repair location in the Florida panhandle



What Does All This Cost?

Payments to us (the Franchisor)

- \$25,000 – franchise set up fee
- Franchise set up fee reduced to \$5,000 for the first five franchisees
- 20% share of revenues

Other Setup Costs

- \$25,000 - \$50,000
 - Mobile van/car, cost of local marketing, tools, parts and other working capital needs
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Who Are We Looking For?

- A few passionate Service Techs looking to make a difference
- **Someone that wants to build Mobile RV Service as a business; not as a job**

Next Steps

- Indicate your interest in becoming a franchisee on our website (www.gorvexpress.com) or by sending an email to info@gorvexpress.com
- We will schedule calls on zoom with qualified candidates

Questions?
