



BRINGING BEAUTY TO  
FRANCHISING

# OUR STORY

ESTABLISHED FOR OVER 50 YEARS,  
GUINOT REMAINS A PIONEERING  
SKINCARE BRAND.

It is the number one professional brand in France, and it is consistently ranked as one of the top salon names in the UK and Ireland. Driven by results, and famous for its machine-based and manual treatment technologies, Guinot is continually investing in research and development to remain at the forefront of the industry.

You will find Guinot treatments and products in over 10,000 salons in 70 countries worldwide. It is exclusively available through appointed salons and spas, and most recently, through its growing network of franchise salons. The success of the franchise model in France has led Guinot to bring the exciting salon franchise opportunity to the UK and Ireland.



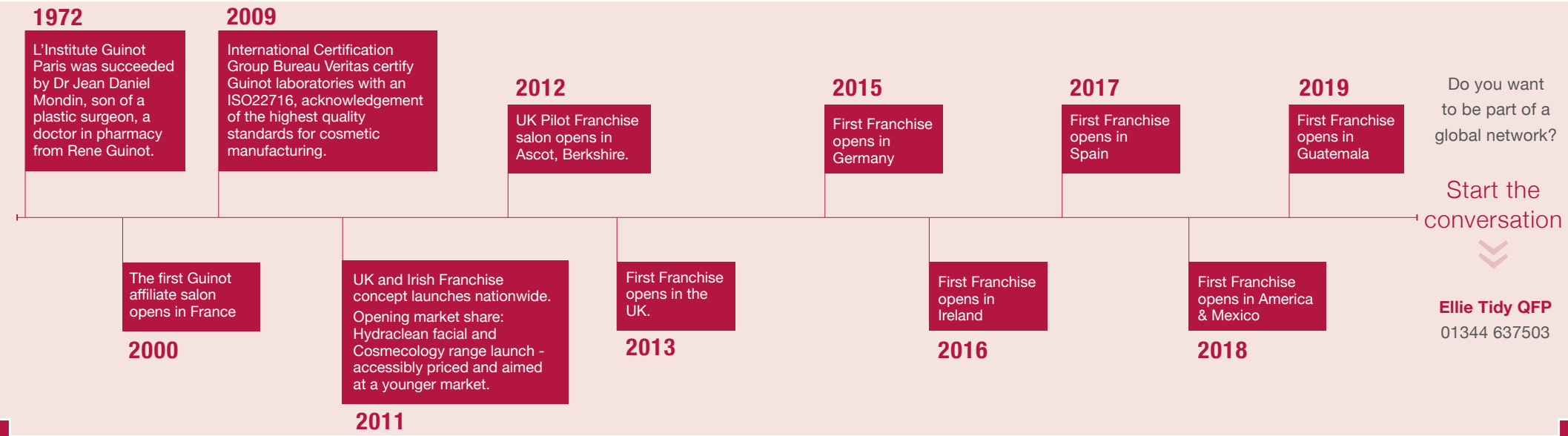
# THE THERAPIST IS AT THE HEART OF THE GUINOT PHILOSOPHY.



AS AN EXPERT IN GUINOT PRODUCTS, SHE IS QUALIFIED TO GIVE THE CLIENT THE BEST POSSIBLE SKINCARE ADVICE, TREATMENTS AND PRODUCT RECOMMENDATIONS.

From the outset, Guinot has only been available in accredited beauty salons and spas; by remaining true to these core values the brand has evolved from its modest inception in the 1960s to a global market leader. Guinot is proud to develop and manufacture all their own products and treatment methods within their purpose-built laboratories and factory in France.

## THE GUINOT TIMELINE





# FRANCHISE OPPORTUNITY

FRANCHISING WITH GUINOT ALLOWS ANYONE WITH A PASSION FOR THE HEALTH AND BEAUTY BUSINESS TO BE PART OF THIS THRIVING INDUSTRY, WITH THE GUIDANCE AND SUPPORT OF A WELL-ESTABLISHED BRAND.

The franchise opportunity brings with it efficient organisation, creative marketing strategies and a clear business structure to help franchisees succeed. Guinot has a recognised and established brand image which vastly increases the chances of making

your salon business a success in such a competitive market. Our iconic interior design is instantly recognisable to help with brand promotion, and as an associate member of the British Franchise Association (bfa), a Guinot franchisee can be assured of ethical business practices and fair franchising.

By becoming a Guinot franchisee you are joining a successful and supportive franchise family. As a franchisee you will receive the support, training and resources that will equip you to run a successful and thriving business.

## CONVERSION OF AN EXISTING BEAUTY BUSINESS

This opportunity is ideal for you if you already own a salon and want to get a step ahead of the competition and take your salon to the next level. By becoming a Guinot salon and adopting our philosophy, you are making a clear statement to your existing and potential clients.

Guinot is a revered brand with an international reputation for excellence, and you would be part of this. Statistically, Guinot salons in France that converted to a Guinot franchise experienced an average turnover increase of 20%.

## A BRAND NEW SALON

This is the perfect opportunity for those with a passion for the beauty industry who do not have an existing salon, have little or no industry experience or for those looking to expand their business portfolio.

Our comprehensive training programmes are designed to give you the know-how and confidence to run your own beauty business safe in the knowledge that support and advice is available should you need it. Franchising is the perfect way to help you set-up in business, as it provides a proven system for you to follow, with expertise in all aspects of running your business.

  
**37%**  
of new franchisees are woman

 **20%** since 2015

**48,600**  
franchised units now operate in the UK



Source: The British Franchise Association/Natwest Franchise Survey 2018



**£17.2bn**  
estimated turnover of the franchise sector

**93%**  
report profitability



# THE FRANCHISE TEAM



**CHRIS GILLAM**  
Managing Director

Chris became Managing Director of Guinot in 2014 and brings with him a wealth of franchising experience. He was part of Prontaprint High Street printing Franchise development for 11 years, eight of which were as a Board Director, and he was part of the management buy-out team that sold the company in 1998. He was also the Managing Director of Mail Boxes Etc growing it to more than 160 UK franchises in 8 years.

One of his main focuses as Guinot Managing Director is to expand the franchise network in the UK and Ireland. He knows what it takes to make a franchise business succeed, and Guinot franchisees will benefit from his knowledge and experience.

## ELLIE TIDY QFP

Franchise Development Manager

Ellie is the first point of contact for a prospective franchisee. As a QFP (Qualified Franchise Professional), Ellie holds the only nationally recognised qualification specific to the franchising industry. Awarded by the British Franchise Association (bfa), it signifies a highly developed level of expertise and experience in franchising and a thorough understanding of its complexities, ethical standards and best practices.

Prior to her franchise role, Ellie had a successful career in the professional beauty industry, working as a qualified beauty therapist and then managing the national Guinot Training School. Her industry knowledge and experience has earned her a place on the NAC (National Advisory Committee), advising on industry standards and criteria for City & Guilds beauty qualifications.



## OLIVIA SEYMOUR

Franchise Marketing  
Co-ordinator

Olivia is responsible for creating and implementing the marketing strategies for the franchise network. The various marketing collateral for online and offline media is developed by Olivia and distributed to the franchisees with implementation guides on how to most effectively use the marketing initiatives to gain maximum exposure.

From the outset, Olivia advises franchisees on strategies to help target the right audience, boost footfall and maximise client retention; all essential elements when launching and running a successful salon business.



## EMMA SEARLE

Manager, Guinot Reference  
Salon

Located in Ascot opposite Head Office, the Company-owned Training Salon is fitted-out and run as a franchise salon. Emma and the team implement the same marketing, use the same salon software and follow the same protocols as a franchise, making them a great support to the franchise network.

Emma is available should the franchisees need experienced salon management advice, and when a franchisee joins the network, two days out of the week-long Franchise Induction Training are spent shadowing Emma and the team, learning about how a franchise operates day-to-day.



## SHARMAINE FINCH

Franchise Manager Assistant

Sharmaine's main role is to guide each franchisee through the administrative processes of setting up their salon and ensuring the transition is smooth and straightforward. She will be on hand to answer any queries, as well as offer ongoing support to each franchisee throughout their journey. From her previous roles Sharmaine is adept in such rigorous organisational responsibilities and aims to have your franchise up and running in the shortest time possible.



# COULD I JOIN THE NETWORK?

WOULD YOU LIKE TO BE YOUR OWN BOSS? DO YOU WANT TO BE AT THE HEART OF YOUR LOCAL COMMUNITY? WOULD YOU LIKE TO MAKE A DIFFERENCE TO HOW PEOPLE LOOK AND FEEL? IF YOU ANSWERED YES TO THESE QUESTIONS THEN YOU MAY BE RIGHT FOR OUR NETWORK...

## THE BUSINESS

Being a Guinot franchisee allows you to be your own boss, without being alone; we are here to support you every step of the way. To succeed, you must be hard working, focused, willing to follow a system and, as with any business, the success will be based on the level of commitment you put in.

Whilst we can provide you with the brand and proven systems, you will need to work hard to establish your salon. Guinot is a retail franchise opportunity, therefore you will be expected to operate and manage a thriving beauty salon business from specific premises.

Your responsibilities will include tasks such as:

1. Managing the daily operation of the business.
2. Managing payroll and admin for your employees.
3. Active networking and promotion of the franchise business within your local community.
4. Recruitment, motivation and management of a team.
5. Monitoring of individual therapist performance and salon business performance indicators.
6. Implementing marketing initiatives.

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*“If you’ve always had ambitions of being your own boss and running your own business, but you’d like the support and expertise of an established brand behind you, then you’ve come to the right place. We are looking for outstanding people who want to invest in a business they can feel passionate about and who have a drive and determination to succeed. If this sounds like you, then a Guinot franchise might be just what you’re looking for.”*

**Chris Gillam**  
Managing Director

## ARE YOU PASSIONATE, COMMITTED AND READY TO INVEST IN AN EXCITING NEW VENTURE?

Beauty experience is not necessary  
We're looking for the following qualities....

DETERMINATION  
SELF-MOTIVATION  
INSPIRATIONAL LEADERSHIP  
BUSINESS ACUMEN  
ENTHUSIASM  
DEDICATION  
ENERGY  
A PASSION FOR BEAUTY  
A COMMITMENT TO CUSTOMER CARE

# WHAT YOU CAN EXPECT FROM US...

## A TRIED & TESTED BUSINESS MODEL

International franchise success

## A BRAND IMAGE

Well-established, respected & easily recognised

## FIRST CLASS SUPPORT

Progressive business support, marketing & dynamic training

## A SUPPORTIVE NETWORK

Be a part of a network of like-minded & driven franchisees

## PREFERENTIAL TRADING TERMS

Discounted rates & personal contacts



# TRAINING

**GUINOT HAS DEVELOPED ONE OF THE LEADING TRAINING PROGRAMMES IN THE UK AND IRELAND. WE TRAIN OVER 3000 BEAUTY THERAPISTS AND SALON PERSONNEL IN GUINOT TREATMENTS AND TECHNIQUES ANNUALLY.**

Training is free of charge to all franchisees and is delivered at our training centres in Ascot (UK) and Greystones (Ireland), as well as on-site in your salon.

## WHAT TRAINING WILL I RECEIVE AS A FRANCHISEE?

You will receive tailored training that will focus on building the franchise operation; from the basics of running a salon, brand knowledge and marketing, to training on the salon management software. You will also spend two days at the company-owned training salon and will meet the head office team who will be your support network throughout the life of your franchise journey. You will receive invaluable support with your launch, having a Guinot team member on-site during the opening week to make sure your salon gets off to the best possible start.

## WHAT TRAINING WILL MY TEAM RECEIVE?

You will need a minimum of two qualified beauty therapists (NVQ Level 3 or equivalent including facial and body electrical) operating within your salon. Each therapist will need to attend nine days practical treatment training, followed by two days of operational training, to ensure they adhere to best practices.

## WHAT ABOUT ONGOING TRAINING?

Once fully trained, your team will have support resources readily available with Guinot's state-of-the-art machines equipped with real-time videos and the

comprehensive e-Training app for tablets. The app containing all the information for treatments, products and best practices, is easy to use and regularly updated so your therapists will always have the most up-to-date Guinot product and training information at their fingertips. Before each of the 8 marketing cycles you will be issued with therapist-led training resources to educate and update your team about the upcoming products and promotions. Your therapists will also take part in annual assessments to maintain their knowledge, and if required, they will be given a tailored training plan to help enhance their knowledge.

# MARKETING

Clear and effective marketing is essential to the success of your salon.

This is why implementation starts from the moment you sign the Franchise Agreement, working towards your launch event and official opening. Once your salon has launched, you will receive marketing support throughout the year. Every 6 weeks you are provided with franchise-exclusive promotions to implement.

All supporting online and offline digital collateral is provided, along with easy to follow implementation guides and how-to tutorials to make sure you are up to date with the latest marketing channels and can use them effectively to promote your business.

Guinot's national PR and marketing strategy raises awareness, reinforces brand values and informs consumers about products and treatments, driving traffic to [www.guinot.com](http://www.guinot.com) where franchises have a preferential salon listing for their area. Franchises also have access to Guinot's national marketing collateral and can use it to enhance their franchise marketing calendar.



## FRANCHISE EXCLUSIVE

### MARKETING TOOLKIT

To complement the promotional activity, there is also the Marketing Toolkit which allows you to run your own initiatives alongside the cycle to boost your business.

The Marketing Toolkit is available year round and is continually added to; just some examples of collateral available in the toolkit include:

**Rewards Club to promote loyalty**

**Gift cards**

**Mailer to reach out to lapsed clients**

**Local business discount cards to help forge relationships with other local businesses**

**Birthday voucher to mark the occasion for your special clients**

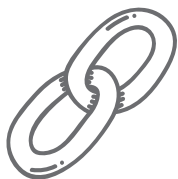




You're operating your own business but you're not on your own!



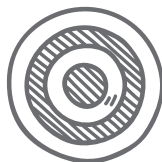
Access to an abundance of industry resources and knowledge



## WHAT IS FRANCHISING?



Trading under the name of an established brand means you can leverage their global success on a local scale



## Franchising

allows potential business owners to buy into an established brand and operate a business with structure, ideas and a business concept all provided for them. Franchising is an attractive way to start a business as it is often less time-consuming with significantly reduced risk. According to the bfa Natwest Franchise survey 2018, there is an estimated 48,600 franchised units in operation within the UK with a generated annual turnover of £17.2 billion.



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*“Franchising is the perfect way to go into business but with a support network there to help and assist you... It's a growing sector. It's grown year on year. Banks heavily support you if you're franchising, they will lend to robust propositions.”*

**PIP WILKINS QFP,**  
CHIEF EXECUTIVE,  
British Franchise Association

# INVESTMENT

Our success is based on your success, so we want to make clear from the outset the financial commitments that are required to open and run a successful Guinot franchise, so we can enjoy a mutually beneficial relationship.

Once you have met with us and together we decide that the franchise opportunity would be the best way forward, you will need to sign our Privacy Disclaimer and we will send you our Business Plan template. This comprehensive plan will help you work out the financial commitments involved in opening and running a franchise, including your financial projection, the working capital required and the on-going costs and expenses you're likely to incur.



## START-UP COSTS

The typical start-up cost for a **NEW** salon business is **£90,000 - £130,000** (**€100,000 - €145,000**).

This is inclusive of franchise fee, all set-up costs and operating expenses. Each project must be looked at individually, but these figures give a good indication of the potential outlays.

For an **EXISTING** salon looking to convert to a Guinot franchise, the start-up costs could be from **£35,000 (€40,000)**.



## FEE STRUCTURE

There is a one-off Franchise fee of £7,500 (€9,750) which enables you to use the trademarks and trade as 'GUINOT' in your area.

The on-going fees are as follows:  
Management Service fee 2.5% of monthly turnover on all services (excluding retail products), excluding VAT.

Marketing & Advertising levy 2.5% of gross revenue (implemented once 20 franchises are trading).

Annual maintenance of X2 software £495 (€668) per year.

Annual signage rental £35 (€45) per year.

Furniture & equipment  
If not purchased outright, a three-year payment plan is an available option to cover the cost of the franchise furniture and salon treatment equipment. Monthly cost depends on the number of treatment rooms in the salon.

Each project must be considered individually.

We have developed strong relationships with the High Street Banks who usually offer enhanced financial arrangements for franchised businesses and, subject to status, franchisees can expect to secure up to 70% of the start-up costs via the banks on very attractive terms.

# THE 6 STEPS TO YOUR GUINOT FRANCHISE SALON

DURING THE PROCESS YOU WILL GET TO KNOW AND MEET THE FRANCHISE TEAM, SPEND TIME IN OUR TRAINING SALON AND TALK TO THE EXISTING NETWORK. YOU WILL BE REQUIRED TO CREATE A BUSINESS PLAN AND COMPLETE THE ONE-WEEK INDUCTION TRAINING AT OUR HEAD OFFICE IN ASCOT. FROM THE INITIAL ENQUIRY THE JOURNEY TO OPENING YOUR FRANCHISE TYPICALLY TAKES 6 MONTHS.

## GET IN CONTACT

Call Ellie Tidy QFP on 01344 637503 or email [Ellie.Tidy@Guinot.co.uk](mailto:Ellie.Tidy@Guinot.co.uk) to schedule an initial call. During the call we will discuss the opportunity in more detail and answer any questions you may have. If after the call you want to take a further step to becoming a Guinot franchisee, we will send you our confidentiality agreement and an application form to complete.

STEP  
01



STEP  
02



## MEET THE TEAM

If both parties feel the franchise partnership is a good fit, we'll invite you to meet our franchise team at a no obligation one-to-one meeting at our Head Offices in Ascot. Here we'll discuss the opportunity with you in more depth and you will also have the chance to visit our reference salon. After meeting the franchise team, we will put you in contact with our franchisees and give you a guide to the European Code of Ethics for Franchising.

## APPLICATION & LOCATION

If your application has been approved, a deposit agreement must be signed and a payment of £3,750 / €4,875 will be taken. Once your application is approved, we need to approve the location and premises of your pending franchise salon. As you would expect, choosing the right location is vital to the success of any business; therefore at this stage we will work with you, implementing a full local market demographic analysis to give you a true insight into your potential client base. Once the location is selected, we perform a site visit to ensure the premises meet our criteria. We will then assist you in bringing your project to life by producing a 3D concept simulation.

STEP  
03



STEP  
04



## BUSINESS PLANNING & SECURING FUNDING

During this time you will be working with the franchise team to assist you in compiling a comprehensive business and funding plan. This stage is vital to outline your short and long term personal and financial objectives and more importantly how you plan to achieve them. It also provides an in-depth analysis of your competitors, customer base and insights into the beauty industry. We understand this can seem a daunting task, so we provide you with a business plan template and an additional model to assist you with calculating your financial projections. You will need to supplement the templates with your own competitor research, location information and family budget. Once you have completed your business plan, we can put you in contact with some of the leading High Street banks if you require a loan. Then subject to status and fulfilling certain criteria, franchisees can expect to secure up to 70% of the start-up costs though the banks.

## THE FINAL STEPS TO OPENING

The final step in becoming a Guinot franchisee is the most exciting and simple... signing the Franchise Agreement and payment of the franchise fee of £7,500 / €9,750 plus VAT (less deposit). Before signing you'll be given time to obtain legal advice, liaise with existing franchisees and ensure adequate funding is in place. Once signed it is all systems go! You have 6 months from the date of the agreement to open the Guinot franchise salon for business. During this time you will be actively working with the franchise team to complete your franchisee training, recruit and train staff, market the salon, shop fit and prepare for your grand opening.

STEP  
05



STEP  
06



## THAT'S IT!

Officially open the doors to your new business venture and enjoy ongoing support from the Guinot Franchise team to help you develop and achieve your business objectives.

Start the conversation 

# HOW WE'LL HELP YOU GROW

IT IS IMPORTANT THAT YOU ARE WELL-INFORMED BEFORE TAKING THE DECISION TO JOIN THE GUINOT NETWORK, SO WE HAVE HIGHLIGHTED WHAT WE SEE AS THE KEY BENEFITS YOU RECEIVE AS A FRANCHISEE.



## PRE-OPENING

### Local market analysis

Giving you a true insight into your potential client base.

### Business planning

We work with you to compile a financing plan and 3 year P&L, cash flow forecast and balance sheet so you can confidently present your proposal to your bank to secure a loan if required.

### Site selection

We help you choose the optimum site in your area.

### Salon design

Our 3D simulation of your salon will bring your vision to life as you see what your retail and treatment areas will look like once they're fitted out like a franchise.

### Assistance in staff recruitment

You have our expertise on hand to help you select the best team with the qualities and attributes that will make your salon stand out from the competition.

### Initial training

This is a prerequisite for all staff including higher management, therapists and front of house; it's important to nurture a cohesive team that work seamlessly together for a professional and slick operation.

### Pre-launch

marketing activity Ensures your salon gets off to a flying start.



## POST-OPENING

### Merchandising

We show you how to optimise your retail areas so you can achieve our target of a 40/60 retail/services turnover.

### Operating procedures

To help with the smooth day to day running of your salon, including accounting, sales and stock control.

### Analysis of figures and regular review of KPIs

To increase turnover and help you keep your business on target.

### Continuous training

To ensure you and your salon are at the forefront of industry developments; this is essential to build customer confidence and establish loyalty.

### Ongoing marketing support throughout the year

We have a comprehensive marketing calendar that is renewed every six weeks to keep things fresh. You also have access to a Marketing Toolkit which you can dip into and run bespoke promotions at a time that best suits your business to maintain your marketing momentum.

### Regional Seminars and National Conference

Gives you access to industry experts and networking opportunities with other Guinot salons.

### Branded Software

To assist with CRM, business management and organisation.

### Website set-up and management

The dual-managed 'mini-site' gives customers a user-friendly website containing all the latest news and offers available at your salon.

### Franchise-only Facebook forum

Here the Guinot franchise community can share best practices and ask advice from fellow franchisees.

### Expansion

We help you choose your next site so you can grow your salon network and reap the rewards.





The Guinot Salon Earlsfield

# JUSTYNA ROSTEK

416 Garratt Lane  
Earlsfield  
London  
SW18 4HW

[www.guinotearlsfield.co.uk](http://www.guinotearlsfield.co.uk)



*"It has always been an **ambition** of mine to run my own salon, but it was a daunting prospect to go it alone and **make a name for myself**.*

*It was because of this that I was attracted to the idea of becoming a franchisee, as I will be part of an **established network** that receives **ongoing support** and advice from a **dedicated** franchise team."*

**FRANCHISEE SINCE:** 2015

**FRANCHISE SALON:**

The Guinot Salon Earlsfield

Justyna worked with Guinot for many years before deciding to become her own boss and start a business without facing the risks of doing it alone.





# KAREN HARGREAVES

6 Woodford Rd  
Bramhall  
Stockport  
SK7 1JJ

[www.guinetbramhall.co.uk](http://www.guinetbramhall.co.uk)

## FRANCHISEE SINCE:

2017

## FRANCHISE SALON:

The Guinot Salon Bramhall

Guinot Bramhall was our first direct conversion from a Guinot stockist to a Guinot Franchise. Karen Hargreaves, the franchisee, previously ran the well-established beauty salon, Beauty by Barnett in the same building where Guinot Bramhall now stands.



*"I wanted to modernise and **expand** the current business. I had aspirations to **achieve** a growth of 20% to ensure **profitability** and I believed that the Guinot Franchise opportunity would support that vision. I wanted to create a financially and emotionally **rewarding** business that could either be sold or utilised to support **future** life plans."*



Karen joined by the Mayor of Stockport and Guinot's Senior Executives at the grand-opening event of The Guinot Salon Bramhall

# NARINDER JOSHI

35 St. Leonards Road  
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Berkshire  
SL4 3BP

[www.guinetwindsor.co.uk](http://www.guinetwindsor.co.uk)



# VALERIE CRAVEN

14 Main Street  
Celbridge  
Co. Kildare  
Ireland

[www.guinetcelbridge.co.ie](http://www.guinetcelbridge.co.ie)



“

*“ Every detail was taken into consideration and the **support** and care I received from the Guinot team has been fantastic throughout the entire process.*

*I am **very proud** of the **impressive business** we have built and I'm **highly confident** we have an **exciting future** ahead! ”*

## FRANCHISEE SINCE:

2018

## FRANCHISE SALON:

The Guinot Salon Windsor

Narinder is a successful entrepreneur with a background in franchising who was looking for a strong investment and a new exciting business venture to get the most out of this prime positioned property in Windsor.

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*“ I have received lots of **support** from the **hard working** franchise team at Guinot and I couldn't have done it without them.”*

## FRANCHISEE SINCE:

2016

## FRANCHISE SALON:

The Guinot Salon Celbridge

Beauty-Therapist turned manager Valerie, moved from her home based salon to join Guinot, becoming the first franchisee in Ireland.

# FAQS

## **How much time would I need to invest in a Guinot franchise?**

You will be responsible for your salon's success. You will need to commit as much time as your salon needs in order for it to succeed.

## **Do I need to work in the franchise and dedicate all my time to the business?**

You can run a Guinot franchise as an investment business, in which case you are not required to dedicate all of your time to the business. However, you must ensure that your salon employs a suitable manager who has attended the Guinot Franchise Induction Training. You are ultimately responsible for the performance of the franchise and you must dedicate whatever time is required to ensure your salon is a success.

## **Can I choose where my salon is?**

Yes. And the Guinot team will be on-hand to help you find the right property for your salon in your desired location.

## **How much money can I make as a Guinot franchisee?**

We cannot give a definitive answer to this question, as each franchise will be different. Financial success will depend on where your salon is located, how many treatment rooms and therapists you employ, and how strong your local marketing effort is, however typically a salon should be at the cash based breakeven point within 18 months.

## **How long does the franchise agreement last?**

The term of the franchise agreement is ten years. At the end of the agreement you have an automatic right of renewal for another 10 years, provided that you have not been in material breach of the agreement.

## **Are the terms of the franchise agreement negotiable?**

No, it is only fair that all franchisees operate under the same terms. We advise that you seek the advice of a bfa affiliated franchise solicitor in order to fully understand your rights and responsibilities.

## **Will I be able to stock retail products within my salon that are not Guinot?**

As a Guinot franchise you are required to offer the full retail proposition including Guinot, Cosmecology and Masters Colors make-up; these are the only skincare products that can be sold in the salon. For nail care, Guinot has a partnership in their franchise salons with CND, so you can retail selected products from the CND range.

## **Can I offer treatments that Guinot does not offer?**

In certain circumstances, you are able to offer treatments in your salon that are not currently offered by Guinot, but this must first be approved in writing. You must not represent the treatment as a Guinot treatment, and all revenue from this must be recorded by the salon EPOS system. In the event that Guinot decides to introduce a similar treatment, you will be required to adopt this.

## **How long will it take to open my Guinot franchise?**

The length of time will vary considerably depending on factors specific to each project. As a general guide you should allow approximately six months before your new Guinot salon opens.

## **Who employs my staff?**

You do. You are responsible for their contracts and conditions of service, salaries, disciplinary procedures and acting within the law at all times. We are able to help you by providing templates for contracts and assisting you with the interview process.

## **Can I sell my franchise?**

Your franchise is your business and you have the right to sell it at any time. You retain all the proceeds from the sale (less fees) and, on completion of your sale, your franchise agreement will automatically terminate. We can help you to prepare a business plan and work with you to understand the value of your business; we may also be able to introduce suitable candidates.

## **Do I need to be a qualified Beauty Therapist to start a franchise?**

No, you do not need any experience in the beauty industry to become a Guinot franchisee.

## **I am interested and believe I qualify. What next?**

The first step is to get in touch with our Franchise Development Manager, Ellie Tidy QFP. Ellie will talk you through what's involved in opening your own Guinot franchise (or converting to our successful franchise model) and the franchise-approval process. She will answer any of your questions and set the ball rolling for your new venture.



If you think a Guinot Franchise  
might be the right business for you  
and you'd like to find out more,  
please get in touch with

**Ellie Tidy QFP**  
Franchise Development Manager

01344 637503  
Ellie.Tidy@guinot.co.uk

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**guinot.co.uk**  
Stay connected @guinotfranchiseukire





WATCH OUR  
VIDEO FOR MORE  
INFORMATION

The Guinot Franchise Opportunity

