

CLEANBUCKS RESOURCE

Jan-Pro Franchise Cost Breakdown Worksheet

Reference sheet based on publicly available Franchise Disclosure Document (FDD) ranges for Jan-Pro. Verify with the current FDD before signing.

Reported ranges (verify in current FDD)

Item	Reported range	Your number
Initial franchise fee	\$3,150 – \$50,000 (approx.)	
Royalty (% of gross revenue)	10% royalty + 5% mgmt fee (approx.)	
Marketing / brand fund fee	Varies	
Typical contract term	10–20 years	
Estimated total initial investment (FDD Item 7)	~\$4K–\$56K (varies widely — verify)	

10-year royalty load — fill in your projection

Year	Projected gross	Royalty %	Mktg fund %	Annual paid
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
TOTAL				

Questions to ask the franchise rep

- Show me FDD Item 19 — what do real franchisees gross?
- Show me FDD Item 20 — how many franchisees left in the last 3 years?

- Are equipment / software vendors required, and what is the markup?
- What is the renewal fee, and can royalty / territory change at renewal?
- What is the transfer fee if I want to sell?
- What happens to my customer list if I exit?

Side-by-side: Jan-Pro vs CleanBucks license

Factor	Jan-Pro	CleanBucks license
Royalty on revenue	10% royalty + 5% mgmt fee (approx.)	0% (flat license)
Marketing fund	Varies	Included
Contract term	10–20 years	Defined, not perpetual
Territory	Licensed, not owned	Protected operating area
Brand pull	National	10BucksARoom inbound
Operational freedom	Brand-controlled	Operator-run