



The Hotondo Homes System

The Hotondo Homes Franchise System has been derived from years of building homes and recognising the key elements to running a successful business operation. After Building 2000 homes the Directors have set up a system that will enable you to be successful while working for yourself but not by yourself.

The System

The Hotondo System is a combination of departments working together to achieve success.

Marketing

All Franchisees contribute funds to marketing to enable us to advertise on TV, Radio, Press, Buses, have an up to date and well presented Website, PR, Graphic design and so much more. You will receive sales leads direct from our call centre and any other local marketing received for your territory. Each of these services are active once you become a member.

Sales

Once you join the Franchise you will learn the ways in which Hotondo Homes can outsell their competitors, we will teach you how to take an enquiry to a sale in an effective manner while ensuring that you have a happy customer.

You will have a business coach that will work with you to achieve your sales targets and business success.

Building Services

You will have usage of over **90 Floor plans** that range from 12 squares – 44 squares offering double storey, single storey and different ranges of coastal, country and metropolitan style homes. You can build our homes, make modifications to our homes or build custom design.

Once joining you will automatically be able to use all of our **supply agreements** that enable you to compete with the big builders on price and home.

We have an **estimating program** that will enable you to estimate a home in a couple of hours rather than a couple of weeks.

Training

You are provided with initial training to get you started as well as business Coach to support you with the growth of the business.

Specific training courses

We have **8 course** that operate annually that are specific to each department and will improve the skill level of you and your team. These run from 2 -5 days depending on the course and are a “fee for service” based training. Courses are:

1. Induction – welcome and refresher system training
2. Constructor 101 – Estimating system training start up
3. Constructor 102 – take your skills to the next level with estimating
4. Book keeping – specific to our estimating course
5. Supervisor – training your supervisor how to be a great manager inc OH & S
6. Sales – teach you the basics to the advanced on how to achieve sales results
7. Colour Selections – how to effectively chose your colours to impress your clients
8. Financial Management – how to manage your business to ensure your achieving the profit margins you desire

Finance

The finance team will assist you with ensuring that you achieve business success. From Managing your cash flow to Job Cost Control, the Finance team will help you solve the common issues in managing cash flow in a building business.

The link between the Services provided will give you the all round network to run a successful business operation under the helpful guidance of your business coach.

The System will automatically provide you with local Brand recognition and support to build and maintain a successful business.