



Let's turn your ambition into a business!

**CoLaz<sup>®</sup>**  
Advanced Aesthetics Clinic



**FRANCHISE  
Information**

The **Aesthetics Industry** is booming,  
and there's no better time to get in on  
the action than now!



# Welcome

CoLaz Aesthetics believes that every person deserves to look and feel their best. Our sexy, smooth and confident slogan encapsulates our belief that it is important to be proud of who you are and what you look like.

With the current increase in demand for professional aesthetic services, franchise opportunities are opening up at an exciting time. We believe that every person deserves to feel and look their best. Our objective for customers is to deliver on their aspirations through treatments that have been proven, honed and perfected over the years.

Our services are the most popular solution for today's demanding client, whether it's removing unsightly hair with cutting-edge technology, smoothing fine lines and wrinkles with our newest aesthetic procedures, or treating skin problems.

**CoLaz Aesthetics franchise provides opportunities for those who want to work in a stable and rewarding profession within the aesthetics industry, with our low cost of entry compared against other brands!**

We are a growing and successful company that offers opportunities to its franchise partners at all levels with our tested, proven methods of success. Our franchise partners are given access to the best training and support from our team of experts.

We're searching for individuals who are passionate about the business and want to make a difference. If this describes you, we'd be delighted to hear from you!



**Manroop Ahitan,**  
Founder and Managing Director

# The Opportunity

## From an Employee to Entrepreneur

Our franchise model is set up to give franchise partners a unique opportunity to become entrepreneurs and operate their own businesses under the CoLaz franchise model.



**100%  
OWNERSHIP**

Our mission is to develop profitable, skilled, and passionate individuals that care about sustainable growth with a company culture based on collaboration.

We believe we have a one-of-a-kind franchise concept:

- ✓ **You retain 100% control of your business**, and there's no 50/50 partnership involved.
- ✓ You **keep 100% of your net profits every time**, so franchisees feel confident that their businesses are in their own hands.

Our model allows franchisees to have **complete control of their business** under our brand and guidelines so that they can enjoy their success and reap all the rewards of their own hard work.

Our franchisees enjoy many benefits, including flexible schedules, high-income potential, ongoing training and support and much more.



"We saw an opportunity in the industry to make money, and CoLaz already had very well-established branches. We were impressed with Manroop's attitude and business skills, and CoLaz also provided immediate training, so Lalita was able to do the required courses with them."

Lalita: "It would have been so much more difficult without Manroop and Surinder. We always had their support and helped the Harrow branch grow. When we opened the branch, Manroop, Priya and Ruby (other franchisee branch managers) helped a lot."

**Dr Jani and Lalita Jani,  
CoLaz Clinics Harrow**

# Why Join CoLaz?

## Blueprint that works –

With over a decade of track record in the beauty and aesthetics industry, CoLaz's business model is well-established, tried and tested proven methods of success.

## Website –

High ranking website bringing you leads to your door. We continuously update the website with new content and treatments.

**The i-colaz software –** is developed specifically for the brand for ease of booking requirements.

## Booming Market –

Research has shown that the aesthetic market is booming with the changing views toward youth and beauty due to increased demand for aesthetic or cosmetic procedures. Many cutting-edge non-surgical and minimally invasive techniques for carrying out aesthetic procedures have been created in the 21st century. These innovative procedures are introduced into the brand to flourish with the market.

## 100% Share Capital –

Colaz aesthetic clinics have multiple successful franchisees, and you will own 100% of your business, retaining all your net profit, and we only charge a monthly management fee of 8.5%.

## Support –

You will never be alone. We believe the franchise is a partnership, and you will be given ongoing support and training continuously.



"Being the boss of my own clinic has always been my dream, and CoLaz helped it happen so quickly. I had the idea in August, we found a property together by November, and the following year in February 2017, we were opened. It was all so quick! CoLaz gave me so much more than just support too, they helped me realise my dream, and without them, it would never have happened."

**Shadi Shoureshi,**  
CoLaz Clinics Reading



# CoLaz Sevices

Many of our treatments can be upsold to the same customer, resulting in more significant revenue and client happiness.

01

## LASER HAIR REMOVAL -

using the latest cutting edge technology to deliver outstanding results for your clients and profit for you



02

## NON-SURGICAL TREATMENTS -

delivering cosmetic injectables & the latest trends in non-surgical treatments such as PRP, fat dissolving injections, skin boosters & much more



03

## SKIN TREATMENTS -

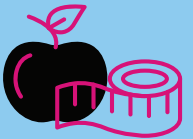
we offer a variety of skin treatments available to tackle the most common skin concerns such as acne, scarring, pigmentation & much more



04

## INCH LOSS TREATMENTS -

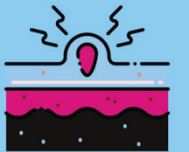
offers the latest solution for inch loss to help you hone in a new clientele base.



05

## SKIN BLEMISHES -

Offer clients removal of skin blemishes such as warts, moles, skin tags and verrucas – high-profit margin



06

## HEALTH -

Introducing Intravenous drips, the latest trend for optimal health.



07

## SKIN CARE PRODUCTS -

Offering the latest cosmetic skin products to deliver optimal results to your clients.



# The Aesthetic Industry

The aesthetics market globally is expected to grow as the population ages and is more concerned with maintaining a youthful appearance. The UK industry is currently worth £4.8 billion and is projected to rise at a compound annual growth rate of 8% between 2018 and 2023 to reach £6 billion.

No matter the state of the economy, people will always want to look and feel good. Customers demand advanced non-surgical treatments with effective results and are willing to pay extra for these treatments.



"Working with CoLaz has helped me achieve so much, and I've learned a lot about both business and the beauty industry with them. In my third year of working for CoLaz, I was surprised at being offered by the franchise to buy one of the branches. And I can honestly say it was one of the best choices I ever made! At first, I thought it was going to be impossible—having to transfer everything to a different company name, opening business accounts, holding meetings with suppliers, etc.—but with the support from Manroop and Surinder, everything was actually very quick and easy."

**Alayika Parvez,**  
CoLaz clinic Hounslow & Wembley



# The Support Services

## Pre-Opening



We are here to help you with your business plan and funding needs.



We specialise in finding the perfect property for you, negotiating lease terms and providing professional clinic fit-out services.



Benefit from our significant group purchases secured at the best possible prices for the network.



Full training of you and staff before the launch day.



The use of our comprehensive management software and all cloud-based IT equipment.



Complete management of fit-out and designs provided for all clinics.



Search engine optimisation and marketing initiatives to enhance business performance.



The continuous development of the corporate image to enhance brand presence.



"The opportunity to own the CoLaz Southall branch was truly special for us, as this was the first branch we came into, and so it's as if we have nourished this branch from the beginning. Overall, the CoLaz system is very simple and systematic. A business in this industry with the CoLaz brand name behind you really helps, as it is already well-established, well-known and trusted by thousands."

**Priya and Reena Bedi,**  
**CoLaz Clinics Southall Reading**



# The Support Services

## Ongoing support



Leadership training to help manage your team



Technical support on all aspects of the business and equipment



Support for human resources to ensure that teams are operating at peak efficiency.



Marketing templates and newsletters



Website development.



The provision of CoLaz online training courses in new product development



Business coaching



Online training and further training support to meet requirements of the franchise



Promotional open days



Monitoring performance



Regional meetings that benefit the network for the exchange of ideas and general business development



Annual conference to provide recognition and reward to the CoLaz Franchise Network.

# About You

## What are we looking for?

As a franchise partner, you will be an entrepreneur ready to put in the effort necessary to succeed. You have a dream you wish to turn into reality and will do everything possible to make it happen.

### Qualities of an outstanding franchisee are:



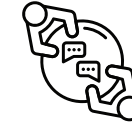
#### Big Picture Thinker

You share the vision and understand- to get results, you need to handle and manage different parts of the franchise within your clinic, for example, finances, customer satisfaction etc



#### People Skills

You must have excellent communication and listening skills as you deal with employees, franchisors, the public, suppliers etc. These skills can be developed over time with the support of the training we provide



#### Coachability

This is the key to success, as the willingness to learn and accept the advice given will help you grow.



#### Work Ethic

This is essential for you to succeed. You must be willing to put 100% into your business, allowing you to grow in the right direction and inspire your staff to work even harder and deliver the results you want.





### Be Able To Follow The Rules

The franchise has set procedures, policies, business models and regulations that need to be adhered to.



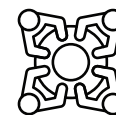
### Results Orientated

You, as the franchisee, will be able to deliver results and ongoing sales to ensure the success of your franchise.



### Calm & Collected At All Times

This is an essential personality trait to have as it will ensure you are successful in a time of crisis.



### Team Player

As a franchise, we work as one team and one business, ensuring the brand's success. You must be able to work with the other franchisees and us.



### Commitment & Motivation

You must be committed to the business and be motivated to deliver the results required to be successful. You will be actively involved in developing your business.

As the franchise partner, you will require a professional approach concerning running your business, marketing, and selling the services of CoLaz. From the initial set up of their new businesses through to fruition and beyond, the franchisee partners must be willing to operate under the CoLaz entire business format system. This includes adapting any new methods as and when they are introduced. That being said, I always welcome and encourage unique ideas, mainly if they can be employed across the whole network.

#### Don't forget

You are not alone and won't ever feel isolated—you will have the full support of an established business on hand whenever you need it. You will gain all the benefits of being your own boss but have the backup of a more comprehensive network supporting you all the way.



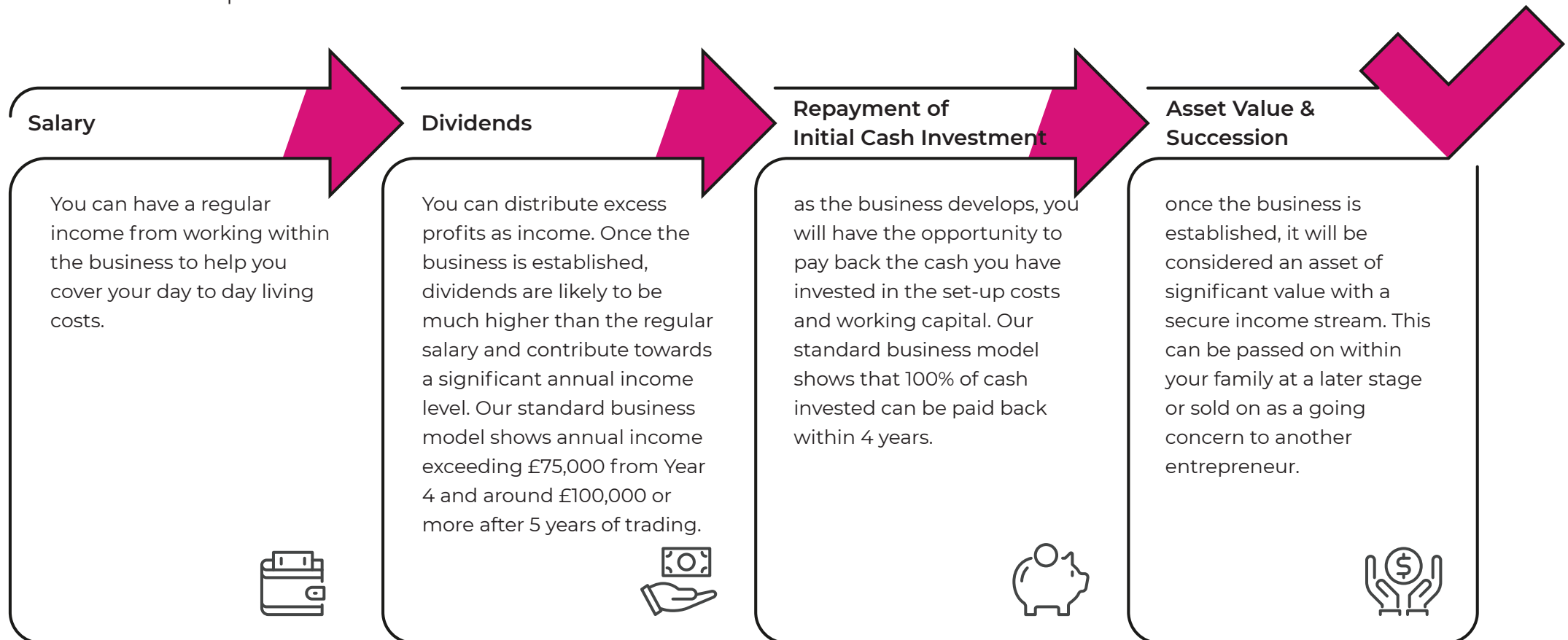
"After being in the beauty industry for a few years and having already worked for CoLaz, I knew this was the company for me. So, when the opportunity arrived, I took them up on the offer. The process was very smooth and easy. Surinder explained everything and answered any questions I had. No matter how many times I bugged him. :)"

**Rubina Johal,**  
**CoLaz Clinics Slough**

# Earnings Opportunity

- ✓ Take a £24,000 yearly salary
- ✓ 100% of annual profits are yours to take as Dividends
- ✓ Annual income exceeding £75,000 from Year 4 and over £100,000 after Year 5
- ✓ All cash invested repaid by the end of Year 4

The opportunity to run and manage your own business will give you a feeling of pride and self-esteem and make you an integral part of the local business community. There are various opportunities to earn from the business with the kudos of owning your own business and being viewed as an entrepreneur.





# The Day In Life Of A Typical Colaz Franchisee Who Opts To Manage Their Business Themselves

When asked Kam Kaur, our Derby franchisee, what attracted her to a CoLaz franchise, she said the flexibility. "I am my boss and get to manage my own time," Kam has three children and previously worked full time for an employer, so coming to work when you want and for as long as you like suits her day around her family life.



**Kam Kaur**  
**CoLaz Clinics Derby**

## My day to day consists of the following -

- 8.30 am** Drop kids off at school
- 9.00 am** I'm usually the first to arrive at the clinic, so I check the daybook and ensure the rooms and equipment are ready for the therapists.
- 9.30 am** We have a quick team meeting and discuss upselling to the clients for the day
- 10.00 am** Greeting clients and managing reception staff with admin work such as replying to emails and booking requests from the leads of the previous evening.
- 2.30 pm** I leave the clinic to do the school run whilst the staff looks after the clinic. On some days, I stay until 6 pm, and my husband does the school run, and then I leave the team to close at 8 pm.
- 6.00 pm** Depending on how I feel at home, I will log in to check the voice calls and listen to how the receptionist dealt with leads and clients for the day. If the calls were not handled correctly, I would provide further training to the receptionist.
- 7.30 pm** The staff will clean the clinic and prepare for the next day. They then cash up for the night.

This is a typical weekday for me. Over the weekends, I usually take time off, or I will pop in to check how the staff are doing.

# The Day In Life Of A Typical Colaz Franchisee Who Has Management In Place

When we asked Alayika Parvez, our Hounslow & Wembley franchisee, what attracted her to a CoLaz franchise, she said the flexibility. *"I am my own boss and have the work-life balance I need. I can follow my passion delivering outstanding results."*

Alaiyka has one child and runs her franchise with full-time managers in place to handle all the running of her business



**Alayika Parvez Owner  
of CoLaz Wembley and Hounslow**

**My day to day consists of the following -**

**9.00 am**

The first thing I do is log on the software booking system at home to see what the daybook looks like and provide advice and support to the managers to ensure sales and targets are hit.

I have an excellent management team who arrive at the clinic and set up their daily tasks. My managers are lovely as they can run the business without me. They look after all the staff needs, including training, ordering, sales, targets and much more, which allows me to focus on the more important task of building my clientele base via marketing and promotions.

I pop into the clinics once a week or as and when required.

The key to my success is finding the right manager who treats the business like their own.

# Next Steps - The Franchise Recruitment

It's a two-way process of getting to know one another when you become a franchise partner so let's get to know each other before going into business.



## Initial Telephone Conversation

Speak with any one of our approachable recruitment team with any questions you may have. They'll talk about territory possibilities and offer further information on the opportunity.



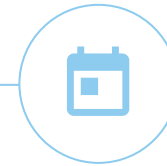
## Invitation to Discovery Day

You will receive an exclusive invitation to our discovery day to learn more about our services, including operations, training, marketing assistance, and raising finance.



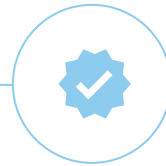
## Due Diligence

We recommend you meet our franchisees at their location, examine our service and value proposition, and research us further.



## Business Planning Day

As the clinic's primary driving force, you'll be required to conduct market research and develop a business plan with our help.



## Approval

If you're ready to move ahead, sign an Intent to Proceed and make a deposit - then it's time for the hard work before the big launch day!



## — LET'S CHAT! —

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