

BECOME A KUMON FRANCHISEE

330+

**Kumon Centres in
Australia and New
Zealand**

4m

**Kumon students
worldwide**

60+

**Countries offering
Kumon**

KUMON



WHAT IS KUMON?

Kumon is an individualised programme that develops students' self-learning through the study of mathematics and English worksheets.

Through Kumon, a partnership is formed between parent, student and Kumon franchisee, to fully pursue each child's potential and develop his or her ability to the maximum. Students progress independently at their own pace. They develop confidence, a daily study habit, and a high level of mathematics and reading ability.

THE OPPORTUNITY

Owning and operating a Kumon franchise is the perfect opportunity for people who love working with children, their community, and who want to make a difference. Our aim is to open a range of new Kumon franchises, operating from high-profile commercial premises and open four days a week.

While owning and operating a Kumon franchise is a significant commitment, it provides flexibility as our franchisees can decide their own schedule around family and other commitments. It provides stability, with extensive support provided by your local branch and the head office.



OUR FRANCHISEES

Kumon franchisees come from a broad range of professional backgrounds. These include banking, teaching, engineering, IT, law, accounting, nursing and many more. We've also had franchisees who were previous business owners and others who had taken a break from the workforce for several years.



TRAINING AND SUPPORT

SETTING UP

- Sourcing an appropriate venue
- Rental subsidies
- Centre opening kit
- Promotion materials
- Centre furniture & signage



ADVERTISING & MARKETING

- National advertising
- May & August Free Trial campaigns
- Local area marketing support
- New centre marketing subsidies
- Marketing materials
- Social media resources
- Tailored marketing advice & support



TRAINING & PROFESSIONAL DEVELOPMENT

- New Instructor Training
- Business and Operations Training
- Monthly workshops & seminars on
 - > Instruction
 - > Staff training and development
 - > Communication
 - > Marketing



FRANCHISE DEVELOPMENT CONSULTANT

- Dedicated franchise development
- Consultant
- Training and advice
- Personalised support

WHO ARE WE LOOKING FOR?

WE ARE LOOKING FOR PEOPLE WHO HAVE



A Bachelor's degree



Australian Citizenship or Permanent Residency



Own transport



A valid Working With Children Check



Organisational skills



A growth mindset



Time management ability



Listening skills



Passion for education



Ample time to grow a business

AND ARE



Reliable



Proficient in maths and English



Approachable



Financially stable

If you answered 'yes' to all the above requirements then scan the QR code and register your spot at our next Information Session.

Attending an Information Session is the first step in the recruitment process to becoming a Kumon franchisee.

Visit the franchisee website to check out all the available locations to start your own Kumon franchise.



FREQUENTLY ASKED QUESTIONS

Q. How many Kumon centres can I open?

A. Each Kumon franchisee is only approved for one centre location. Existing franchisees may apply for one additional franchise after meeting some criteria.

Q. Can I work in another job while operating a Kumon centre?

A. Our research shows that a full time commitment is necessary to grow a successful Kumon business. This is one criterion that we consider throughout the recruitment process.

Q. Can I choose a location that isn't listed on the website?

A. You are welcome to suggest a location that you feel can support a viable and successful Kumon centre. We consider numerous criteria and factors when selecting new locations. Please note that Kumon must approve all locations and the final decision is ours.

Q. How long does the recruitment process take?

A. On average, it may take 8 to 16 weeks from the time you join our Information Meeting to the time you open the doors of your centre.

Q. Can I have access to a profit and loss document of the centre for sale?

A. The profit and loss documents for centre sale will be provided to candidates after their final interview. The first step is for candidates to register to attend an Information Meeting or watch an online version of the Information Meeting.

Q. Can I own a Kumon franchise but employ someone else to manage it?

A. No, Kumon franchisees must be owner-operators. This is because it is critical to the success of your franchise that you remain directly involved in its day-to-day operations. While franchisees can hire staff to assist them, you must be the 'face' of the Kumon centre for your existing students and parents, and prospective customers. Therefore, if you want to be an absentee owner, a Kumon Franchise is not for you.

But, if you want to be an owner-operator of an exciting hub for children's learning, please feel welcome to register for an Information Meeting.

Q. Can my business partner and I operate the business together?

A. Yes, but please be aware the Franchise Agreement is only between Kumon Australia and New Zealand as the franchisor, and one approved candidate as the franchisee. You are welcome to hire your business partner as a staff member within your franchise and they can be the second person in charge for your centre.

FRANCHISEE EXPERIENCES



Bharti Madnani, Kumon Porirua, NZ

Bharti received support and guidance with all her marketing efforts to grow her centre. "Before opening, I promoted the centre opening through social media, local businesses and schools. I find that if I invest my time in this, the student numbers will grow consistently."

Carmel Davies, Kumon North Hobart, TAS

When asked what motivates her to continue her career with Kumon, Carmel's response was, "It's about the excitement that I get when I see kids get excited, Families love what Kumon can do for their kids, whether it's just study habits and developing those, or whether it's really extending and catching up in their work. It's really now just those experiences with kids and families that keep me going. That's the fun bit".



Wendy Christodoulou, Kumon Wonthaggi, VIC

Wendy reflects on her experience of opening a new Centre in Wonthaggi. "The head office looked into doing a press release and they have provided a special opening offer. They've been very generous with their marketing subsidy for what they've allocated to me, so that's been pretty amazing".

Visit our website to obtain more information about the topics below.

- Our recruitment process
- Key set-up costs
- Appropriate venue sourcing
- Venue hire and venue lease
- Ongoing expenses and potential earnings
- Materials and support
- Available locations

Scan to visit our website.



KUMON