

Mailman Joey's

“Quality, Choice, Convenience”
“Why Ship Anywhere Else?”

Now is your chance to fulfill a life long dream

Be your own Boss

Own a Mailman Joey's Today!

The Time is Now

Mailman Joey's

“Why ship anywhere else?”

Postal Business Center

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Message from the Director

Dear Prospective Owner:

Thank you for your interest in this unique business opportunity. As you read through the enclosed information package you will understand why Mailman Joey's is an investment worth making. Mailman Joey's combines the advantages of a regional network of stores with an independently owned and operated business, allowing you to enjoy the benefits of being a recognized company.

After you have reviewed the enclosed materials, you should have a good basic understanding of your concept. Mailman Joey's offers you an exciting opportunity to fill a void in the marketplace created by today's fast-paced society while you achieve your personal and financial goals. If you have any questions or would like to further explore the opportunity of ownership, I invite you to call me or stop by and visit the Mailman Joey's location listed below. I look forward to hearing from you.

Sincerely

Mike Castagnaro
Director of Sales and Marketing'
Mailman Joey's, Inc.
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Mailman Joey's Turnkey Investment

A Turnkey operation is defined as a product or service that is complete, installed and ready to use upon deliver or installation. What that means to you is basically we will help you every step of the way. We will provide everything you need to start your Mailman Joey's, including helping you select the best location and assistance on certain business aspects of the retail lease, store layout and design, procurement of and installation of store furniture, fixtures, equipment, signage and retail inventory is completely in our hands. You do not need to worry about anything. We will also train you and one other employee on how to operate and run your retail store.

There are several other financial requirements that you must consider before purchasing your Mailman Joey's Postal Business Center. We want to ensure that all our potential owners fully understand these requirements. Some of the additional expenses you will incur when you start your business usually fall into these categories: Advance lease payments (usually first and last month lease payment) deposits, if required, for you utilities, telephone, permit fees, business license fees, copier leases, pre-build out, painting, electrical, stamps for resale, insurance and cash for your register drawer.

The actual cost of these additional fees will vary by location. We have tried to cover everything, but this may not be a complete list of all additional expenses.

Company Highlights

The first Mailman Joey's Postal Business Center was opened in September 1995 by Mike and Tammy Castagnaro. The store was named after our first born son, Joey, born December 1993. We started in a small store and stayed for 5 years. Due to our growing success we moved to a larger, permanent location in 1999. As we have been experienced tremendous growth in our store, we concluded that the need was there to open more stores. We felt that independent owners would be the key to success for everyone.

Are you aware that the large carriers (UPS, FEDEX, USPS & DHL) turn away thousands of packages a day due to improper packaging? They also deny as many insurance claims because the customer did not have their items properly packaged. Most of their locations are usually in areas that are out of the way industrial parks and are difficult for customers to get to. That's why we are so successful. We professionally pack and ship, shop for the best rates and have all of their packaging needs right in one location. Everything a customer needs, including those last minute gift items, right at their fingertips. We show you how to use all of the carriers to your advantage. We will also teach you the importance of diversified services such as fax and copy service, notary, business cards, stationery, passport photos, etc. The list is long and designed to cater to the needs of your customers. Our services and impulse items help generate additional sales.

As internet based e-commerce continues growing at an incredible rate and more and more people work at home and on the road, the need for services like ours is inevitable.

We hope you would like to be part of our success. What are you waiting for? Join the Mailman Joey's family today!

Questions & Answers

Q: What is Mailman Joey's?

Mailman Joey's is a postal and business center which offers a variety of goods and services which include packing and shipping, fax service, copy service, business cards, notary, just to name a few.

Q: How would I know what type of services to offer?

Mailman Joey's support team completes a comprehensive site evaluation and analysis of your location. Your Mailman Joey's store is uniquely tailored to the needs of your local area.

Q: What size store would I need?

Typically store size runs anywhere from 1000 to 1500 square feet.

Q: Where will my store be located?

We usually are located in strip-type shopping centers.

Q: How many employees will I need?

You will most likely be able to run your Mailman Joey's Postal Business Center by yourself for most of the year. You might want to hire additional part-time help for the busy holiday season.

Q: Who will get my store built?

Mailman Joey's has a complete modular system for your store. There may be a small amount on construction that must be completed before fixtures arrive at your location. We will assist you with demolition if needed and finish-out the interior of leased premises at the approved location. We shall also provide assistance during construction and construction finish-out.

Q: Who does site selection?

Both you and Mailman Joey's must approve the location. Site selection is a critical part of our business. We choose only prime locations for maximum store performance.

Q: Will I have "protected territory" around my location?

Yes. We will not place another Mailman Joey's within a 1 mile radius of your store.

Q: Who will train me?

You will receive 2 weeks of hands on training in our main store for you and one employee. You will get first hand experience training in a busy, established store. The cost of training is included in your package; however, those costs associated with travel and lodging during your training will be at your expense.

Q: After my initial training what do I do if I need more help?

Mailman Joey's will be available to help you for up to sixty (60) days after initial training, however, we have a huge network of technical support that will always be available to you.

Q: How much will Mailman Joey's Postal Business Center cost?

The cost, which includes equipment, custom cabinetry, inventory, boxes, signage, trade fixtures, POS system, mailboxes, etc., is approximately \$115,000 to \$125,000.*

* There are several additional expenses you will incur when opening your new business that are not included in the turnkey price quoted. Those can include lease payments, deposits for utilities, telephone, permit fees, business license fees, copier leases, pre-buildout, painting, electrical, stamps for resale and postage for postage meters, insurance and cash for your register drawers. The actual cost of these additional fees may vary by location. We have tried to cover everything but this may not be a complete list of all additional expenses.

Facts About Us

Low Overhead and Low Start-Up Costs: Mailman Joey's can be operated with only one full time and maybe a seasonal part-time employee. This keeps overhead low and profits high. Mailman Joey's has some of the lowest start-up costs in the industry and with our many businesses under one roof concept it easily is one of the best packages in the industry.

Independence: Mailman Joey's allows its owners complete independence in operating his or her own center but still have the advantage of being associated with a large network of individual owners just like you.

Training: Mailman Joey's will be available to assist you with continuous training and on-going support for up to 60 days after your initial training. Our primary function is assuring continued expansion of the Mailman Joey's network and the growth and prosperity of the individual Mailman Joey's owner. Your success is our success.

You will receive two (2) weeks of hands-on training in our main store for you and one employee. We will then assist you in setting up and running your store. We will also provide a network of technical assistance for any problem you might encounter along the way.

Marketing Support Program: We continually research new ways to improve Mailman Joey's profitability. Sales promotions, public relations and publicity programs, advertising ideas and new marketing material are made available to you.

Advertising Participation: You may be able to stretch your advertising dollars by combining resources with other Mailman Joeys' owners in your area.

Site Location: With our excellent resources, knowledge and expertise, we will help you find the ideal location for your Mailman Joey's store.

Lease Negotiations: We will help you negotiate the business end of your lease and the best options possible.

Store Design: We have a complete modular system for your store with professional contractors that will install them for you. You end up with one of the

nicest store concepts in the industry with complete custom cabinetry and a large area of slat walls. Something most others do not offer.

Large Inventory: Unlike most other Postal business Centers, we stock you with a large inventory of boxes, impulse items, office supplies, stationery, mailing supplies, etc. to help increase profits. We are not just a shipping center but a one-stop shop for all small office/home office and individual customers needs. You'll be able to offer customers a lot that they wouldn't find at most other postal stores. This kind of service makes your customer happy and translates to profits for you.

A Final Word

You might be asking yourself, “why Mailman Joey’s?” The answer to that would be because Mailman Joey’s is a low-cost alternative for a successful store. Put the numbers on paper. Check our competitor’s fees for consulting, fixtures, equipment, supplies, and franchise and royalty fees.

We know the packing business. We eliminate all of the trial and error for you. We show you where to go to purchase your supplies, what to buy, how much you should pay and we give you the pricing guidelines for your market. Remember, charge too little and your working for free. Charge too much and you drive customers away.

The advantage of buying a mailman Joey’s is that the hardest parts of putting together a successful store are done for you. You don’t need to spend years and thousands of dollars learning what works and what doesn’t work. You can go right to work running your own business and living the American Dream.

Let us assist you in living that dream today!

Sincerely,

Mike Castagnaro
Mailman Joey’s, Inc.

Mailman Joey's Application

This information will stay confidential

Personal Data

Your name: _____ Date of Birth: _____

Address: _____ How long at this address: _____

City: _____ State: _____ Zip: _____

Home Phone: _____ Cell Phone number: _____

Spouse Name: _____ Date Married: _____

Number of Children: _____ Ages: _____

Highest Education Completed: _____

Degree: _____ Major: _____

Personal References (other than relatives)

Name: _____ Address/City/Zip: _____ Phone number: _____

1. _____

2. _____

3. _____

Business References

Name: _____ Address/City/Zip: _____ Phone number: _____

1. _____

2. _____

3. _____

Employment Data

Are you self employed? _____ (If yes, please complete the following)

Name of Company: _____ Phone Number: _____

Address: _____

City: _____ State: _____ Zip: _____

Type of Business: _____

Title: _____ Yearly Sales: _____

How many employees: _____ Years in business: _____

Employment History

Starting with most recent employer

Employer: _____ Dates employed from: _____ / _____ to _____ / _____

Employer Address: _____ City/State/Zip _____

Employer Phone number: _____

Position/Title: _____ Present Salary (annual) _____

Name of Supervisor: _____

Reason for Leaving: _____

Describe the work you did: _____

Previous employers:

<u>Company</u>	<u>Address</u>	<u>From/To</u>	<u>Position</u>	<u>Salary</u>
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_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

If your Spouse works, please complete this area

Company: _____

Address: _____ City/State/Zip _____

Position/Title: _____ Present Salary (annual) _____ Year started: _____

Description of Work: _____

Financial History

	Assets		Liabilities
Cash on hand (including bank accounts)	\$ _____	Notes payable	\$ _____
Savings Certificates	\$ _____	Home Mortgage	\$ _____
Market Value of Home	\$ _____	Current Bills (autos, credit cards, loans)	\$ _____
Other Real Estate Market Value	\$ _____	Mortgages on these	\$ _____
Stocks, Bonds, Securities	\$ _____		\$ _____
Insurance (Cash value)	\$ _____		\$ _____
Auto(s) How many?	\$ _____		\$ _____
Business Assets	\$ _____		\$ _____
Other Assets (describe)	\$ _____		\$ _____
Net Worth (assets minus liabilities)	\$ _____		

I certify that this information above is true to the best of my knowledge.

Signature: _____ Date: _____