



**FLYLOCK**  
SECURITY SOLUTIONS



# Franchise Introduction

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PROVIDING QUALIFIED, TRUSTWORTHY NATIONWIDE COMMERCIAL SECURITY SOLUTIONS



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This advertisement is not an offering. An offering can only be made by a prospectus filed first with the Department of Law of the State of New York. Such filing does not constitute approval by the Department of Law.

**Minnesota Franchise Registration #F-7577**

## PROVIDING QUALIFIED, TRUSTWORTHY NATIONWIDE COMMERCIAL SECURITY SOLUTIONS

If you are tired of looking at sandwich shops, cleaning services and senior care, this could be the one for **you!**

FlyLock Security Solutions is a white-collar business management franchise opportunity in a technology-driven industry with unlimited growth potential. Formerly known as The Flying Locksmiths, the Boston-based security provider has evolved from their humble locksmith roots to its most profitable and fastest growing product-segment: access control.

We are seeking franchise partners looking to scale a business and manage a business, versus working in the field.

The mission of the company is simple: provide top of the line security products and services, utilizing the latest technologies, while staying true to family values.





Entrepreneur <b>FRANCHISE 500 RANKED</b> — 2017 —	Entrepreneur <b>FRANCHISE 500 RANKED</b> — 2018 —	Entrepreneur <b>FRANCHISE 500 RANKED</b> — 2019 —	Entrepreneur <b>FRANCHISE 500 RANKED</b> — 2020 —	Entrepreneur <b>FRANCHISE 500 RANKED</b> — 2021 —
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**Franchise Connect**  
**TOP 100**  
HOME SERVICE FRANCHISES  
2021





Franchise Times  
**TOP 400**

# PHYSICAL SECURITY SPECIALISTS



The existing Flying Locksmith locations are quickly becoming complete security integrators; meaning they configure, commission and install multi-site security systems meant to let the right person in at the right time. FlyLock Security Solutions represents not only a revamping of our current brand, but a shift in strategy and focus. Keys are being replaced with fobs and card access systems. Camera systems are ubiquitous. Intercoms and automatic doors are more prevalent than ever before and the list of qualified companies that can work on them is short. It is with this understanding that FlyLock Security Solutions was created, backed by the existing infrastructure of The Flying Locksmith franchise network.

FlyLock Security Solutions still offers a standard array of door repair and locksmith services but prioritizes the most profitable and necessary product offerings while emphasizing unparalleled customer service.



## IF IT'S ON THE DOOR, WE HANDLE IT.

# PROVIDING QUALIFIED, TRUSTWORTHY NATIONWIDE COMMERCIAL SECURITY SOLUTIONS



Founded in 1946, **The Flying Locksmiths** was a Boston based business that initially provided basic locksmith services. Throughout the years, as technology evolved, so did the company by utilizing modern security technologies to include card access systems, intercoms, full door and frame replacements and security cameras in their offerings.

Now, with a focus on access control along with self-developed dispatch software, a cloud based US based call center, and a National sales team that funnels work to the local level; Franchise Owners are positioned to work in our most profitable job segments and every business with a door is a potential customer.

**FlyLock Security Solutions** has almost 100 locations nationwide and is entirely focused on the commercial sector.



# PROVIDING QUALIFIED, TRUSTWORTHY NATIONWIDE COMMERCIAL SECURITY SOLUTIONS



We have hundreds of companies in our national account program, here's a small sampling:

- ADT, Greystar, Lincoln Property Company, OpenPath, Davaco, Haynes Construction Group, Five Below, Target, Ulta, O'Reilly Auto Parts, American Eagle, Shake Shack, LuLulemon, Dollar General, Extended Stay America, BJ's Brewhouse, Cubesmart, Costco, Hyatt Hotels, FedEx, Dunkin Donuts, Panda Express, Lowes, Simon Companies, Wal-Mart, ALDI, GardaWorld, ATI Physical Therapy, AutoNation, JLL Realogy, Bloomin' Brands, CBRE, CVS, LA Fitness, TYCO, H&R Block, Dillards, Pediatric Associates
- Our National Accounts team booked millions in revenue for our franchisees in 2022!
- The Locksmith / Access Control market is over \$37 billion annually.



## Customer Testimonials

- “Great work. Easy to deal with and 1000000% stood behind their work. They helped me find out the best **solution** that worked for me. They did the work when it was "too difficult" for other security companies (**wiring and install**) at half the cost.”
- “Totally recommend Flying Locksmith, needed to get **keyless deadbolt lock install** and they did an awesome job, very professional and very responsive, overall i had a great experience and will definitely use them and recommend them in the future.”
- “No detail was overlooked. They stayed and made sure we were satisfied and called back to ensure our **keyless entry system** was still performing at a high level.”
- “They did **access control** for my office. Richard came out to give the quote. It was a competitive quote. The actual billing came under the estimate provided. The technician who came out was very professional and courteous. He finished the job in one day. Would definitely use them again.”





# Revenue From Multiple Products and Services



- Card Access & Keypads
- Exit Devices / Crash Bars
- Intercom Systems
- CCTV/Security Cameras
- Electric Strikes
- Door Closers
- Doors
- Door Repairs and Hinges
- Door Alarms
- Automatic Doors
- Door Hardware
- School Lockdown Solutions
- Cloud Based Systems
- Smart Locks
- Deadbolts
- Padlocks
- File Cabinet Keys & Locks
- Security Vault Installation
- High Security Keys & Locks
- Master Key Systems
- Lock Rekeying
- Door Frames



# Re-Occurring Monthly Revenue (RMR)



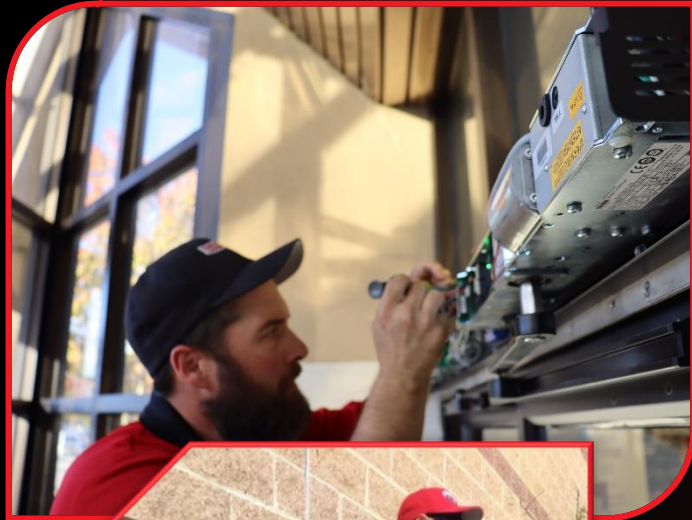
Generating recurring monthly revenue (RMR) has been an imperative element of running a successful and profitable access and security company for years – but now more than ever, FlyLock focuses on bolstering their sources of RMR.

- Automatic Door Maintenance RMR
- Access Control RMR+ Database Maintenance
- CCTV and Camera RMR
- Door Hardware Maintenance RMR
- Fire Door Inspection RMR
- Preventative Maintenance RMR

FlyLock Security Solutions is proud to offer our Comprehensive Periodic Maintenance Program for all facilities. Our Technicians are fully trained and qualified to conduct new installation, periodic maintenance, service, and annual inspections in accordance with the latest codes and current industry standards.



**IF IT'S ON THE DOOR, WE HANDLE IT.**

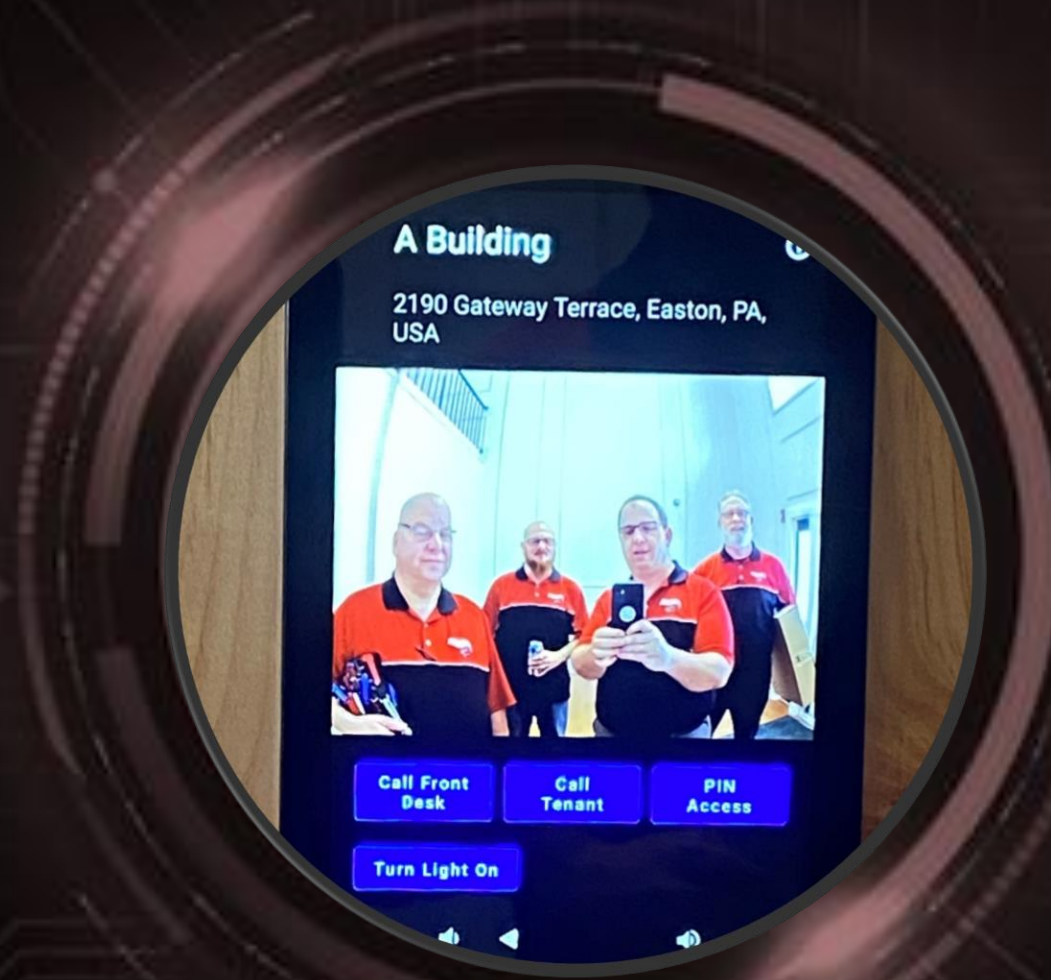


**RUNNING CONDUIT, CUTTING ELECTRIC STRIKES, REHANGING DOORS  
INSTALLING DOOR HARDWARE, AND REHANGING THE DOOR.  
FLYLOCK OWNS THE ENTIRE DOOR OPENING!**

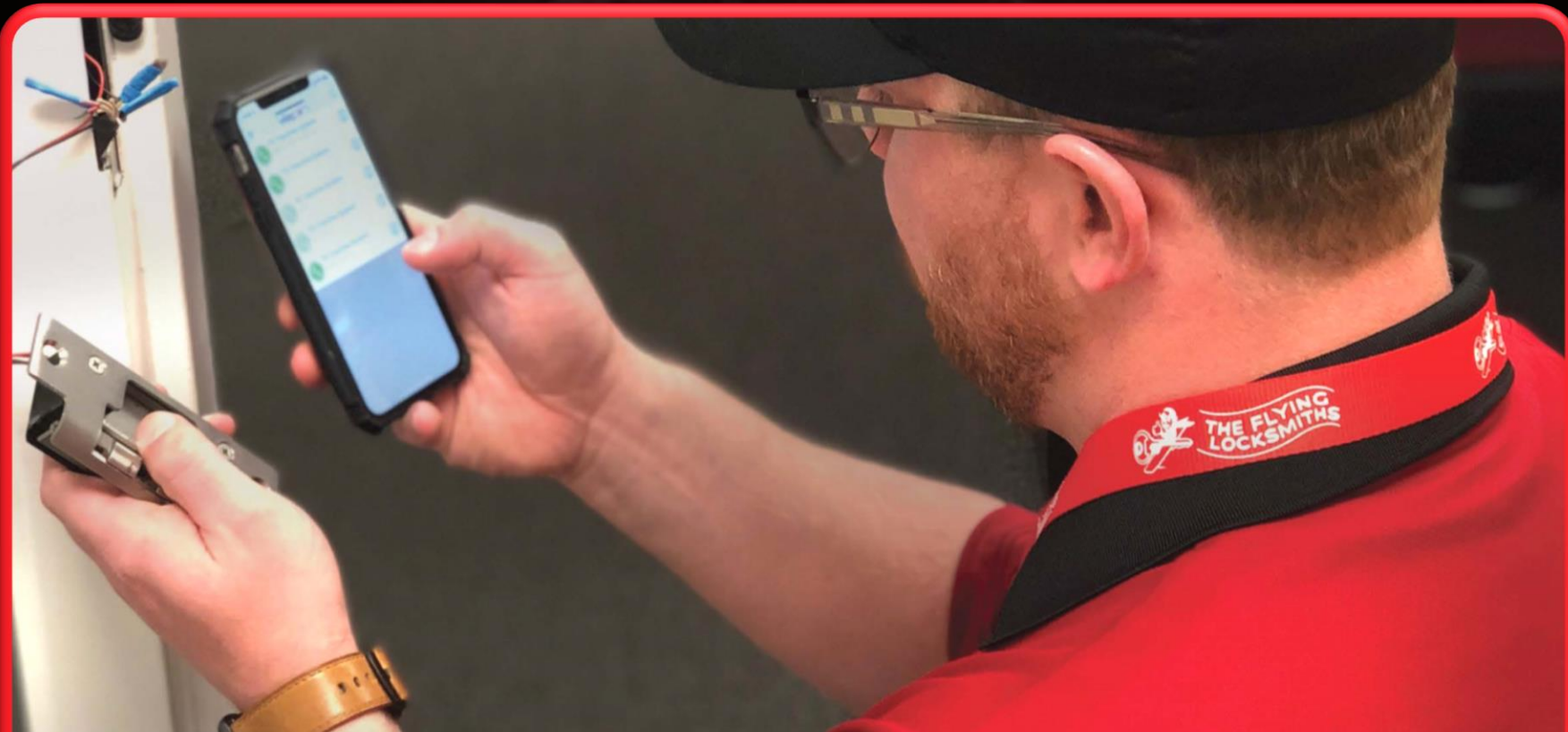


**FLYLOCK MOBILE SERVICE VANS ARE UPFITTED TO GET THE WORK COMPLETED ONTIME, ON THE FIRST SITE VISIT: SAVING FRANCHISEES AND CUSTOMERS TIME AND MONEY.**

# MANAGE A SMALLER, SKILLED WORKFORCE, THE WHOLE FAMILY CAN GET TO KNOW!



**LEARN ABOUT THE LATEST TECHNOLOGY AND  
UNLOCK DOORS WITH AN APP!**



**KEYLESS. WIRELESS. WORRY LESS.**

**ACCESS CONTROL IS A SECURITY PROCESS THAT ENABLES ORGANIZATIONS TO MANAGE WHO IS ALLOWED ACCESS. INTERCOM SYSTEMS ARE A GREAT FIRST STEP.**



**ACCESS. AUTHORITY. COMMERCIAL CONTROL.**

**SECURITY CAMERAS ARE UBIQUITOUS AND FLYLOCK  
INTEGRATES CAMERAS INTO ALL SECURITY SOLUTIONS**



**LIGHTS. CAMERA. PROTECTION.**



# Partial List of Customer Segments



- **Property Managers**
- **Security Integrators**
- **Commercial Service Companies**
- **Multiple Site Retail**
- **Contractors**
- **School Systems**
- **Restaurants**
- **Gas & Electric Providers**
- **Day Care Centers**
- **Assisted Living Centers**
- **Healthcare Providers**



# Our Financials



<b>Revenues</b>	<b>\$2,238,655</b>
<b>COGS</b>	<b>\$1,210,187</b>
<b>Gross Profit</b>	<b>\$1,028,468</b>
<b>Operating Expenses</b>	<b>\$458,351</b>
<b>Adjusted Net Income</b>	<b>\$307,658</b>
<b>Our average revenue per job in 2022 was \$849</b>	

# PROVIDING QUALIFIED, TRUSTWORTHY NATIONWIDE COMMERCIAL SECURITY SOLUTIONS

Every business owner has to wear many hats, but here are some of the major responsibilities you'll have as a **FlyLock** owner:

1. Sales & Marketing, Networking with business owners.
2. Support the field technicians.
3. Customer satisfaction.
4. Manage financial aspects of the business - accounts receivable and accounts payable.
5. Human resources – payroll and other tasks related to employees.
6. Assist with estimates, especially for larger jobs.
7. Manage inventory.



# Franchise Fees and Territories



**The minimum franchise fee is \$75,000 for a territory of 500,000 people. Larger territories are available. Total investment will typically range from \$163K – \$263K\*.**

## Franchisee Requirements:

- The business professional looking for a 'white-collar' business in a 'blue-collar' sector!
- Business management and marketing skills are also key.
- Understanding the “Marketing” and “Networking’ portion of our business is critical.
- \$100,000 in liquid assets
- \$200,000 net worth
- Good credit rating



# PROVIDING QUALIFIED, TRUSTWORTHY NATIONWIDE COMMERCIAL SECURITY SOLUTIONS

## Site Criteria

- 300 - 400 square feet of office space for admin and parts inventory storage.
- **Trade Area:** Urban areas with dense population. Minimum territory size 200k people and 5k businesses.

## Training

- Classroom training at Corporate location, Additional on-the-job training at franchisee location as well as virtual training. We cover all of the operational and technical aspects of operating the business.

## Financing

- SBA Express
- FranFund Select



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## FAQs

**q) What size building do I need for the office?**

**a)** should be between 300 and 400 sq. ft.

**q) How many people will I need to hire?**

**a)** Most likely you'll start with 1 technician and 1 sales/marketing person.

**q) Will you help me find the right people?**

**a)** We will give you profiles for the type of people you need to hire. We have a full section covering staffing in the operations manual. There are job descriptions, roles & responsibilities and even sample employments ads. We even assist with interviews.

**q) What are the standard hours of operation?**

**a)** Monday - Friday. 8:00am to 5:00pm - After Hours Emergency Service for commercial clients only.



## FAQs

- q)** What does it take to be a successful franchise partner?
- a)** Ideally, we are looking for individuals who have experience in the business world and who know what it takes to be successful.

### This will include the following:

- Business to business networking.
- An entrepreneurial spirit and strong desire to work hard and achieve results.
- Someone who wants to be part of a franchise team.
- Ability to manage finances including an understanding of business financial statements.
- A commitment to personally manage and be responsible for the day-to-day operations of the business.
- Willingness to train and become proficient in all aspects of operating a successful FlyLock business.
- An acceptable credit history.
- Sufficient assets to invest in and maintain the business.



## FAQs

**q) How much of the revenue is service based v. parts?**

**a)** About 60% of revenue is for service and 40% is for parts.

**q) How much of the revenue is repeat business?**

**a)** About 65% of revenue is from repeat customers.

**q) How many jobs will each van do per day?**

**a)** A typical Flylock van can make 6-8 calls a day. Occasionally, we have jobs that will require the tech to be there for a week or even a month!

**q) Is it hard to retain technicians?**

**a)** We have very little turnover. Dennis has been with us 30 years, Mark has been here for 25, Gary has been 20 years, Chris has been here 15 and Jake started 10 years ago. We have a good system in place, and try very hard to keep the guys we train.





## FAQs

### **q) Are there referral networks in this industry?**

**a)** We made it a priority a long time ago to work closely with third party vendors. These vendors are calling on behalf of almost all of the popular stores and franchises. For example: Bank of America is not having branch managers call for repairs. They put a call into a third party vendor called Locknet, who calls the appropriate company. By cultivating these third parties, we have developed very strong relationships. We will inform these companies about a new franchise opening and immediately start getting worked dispatched in the new territory. We now work with 100's of these 3rd parties representing several hundred companies.

### **q) What are some of the other relationships to cultivate?**

**a)** We work very closely with maintenance and property managers. Those two completely different roles, will call us multiple times in a week. If franchisees targets either of those two people, work will be guaranteed for as long as they maintain the relationship.



## FAQs

### **q) How are technicians typically paid?**

**a)** This will vary from region to region. Our technicians are paid hourly. The range is from \$12 for a trainee to \$35 for an experienced technician. They drive the FlyLock vans to and from work, which is a popular benefit for the techs. We monitor them with GPS tracking, so they are not used for personal reasons. We also provide uniforms and cell phones. As far as bonuses, they are based on gross sales per technician. The highest grossing technician will usually receive a bonus of up to \$2,000 for being the lead tech. We also offer them 50% of the labor portion of any emergency service calls. We have technicians that love doing emergency calls.

### **q) What is the average revenue per job?**

**a)** They do vary greatly, but a typical job would be \$850. There will be jobs that take 3 days and are priced out around \$30,000 for card access systems and exit devices, closers, etc. We even have jobs that have been in excess of \$100,000.



# PROVIDING QUALIFIED, TRUSTWORTHY NATIONWIDE COMMERCIAL SECURITY SOLUTIONS



## FAQs

**q) For my Sales/marketing person, what would their compensation look like?**

**a)** This will vary from region to region and depend on what they are responsible for, but would typically be something like \$50K salary with a bonus based on how much additional revenue they produced for the year. Typically 5% -8% of revenue growth.



# Franchise Award Process



## Step one

Complete on-line application. Conduct introduction overview call.

## Step two

Receive and review the franchise disclosure document.

## Step three

Attend validation calls with current franchisees.

## Step four

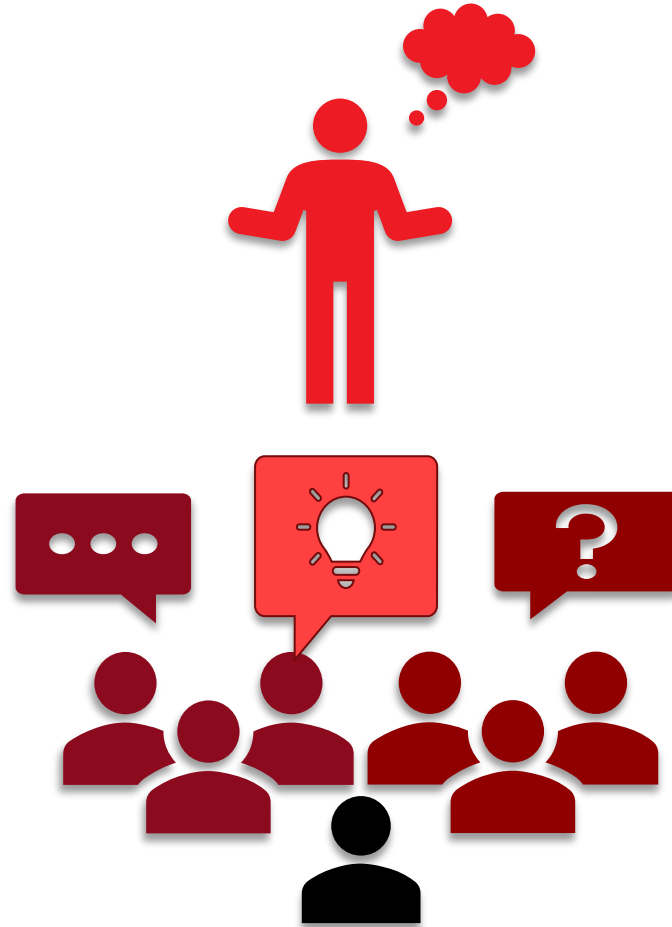
Schedule discovery day and territory mapping webinar.

## Step five

Receive franchise approval, begin business launch project.



# Questions and comments





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**THANK YOU!**

