

# Prospective Franchisees



*Aldon*  
◦ Tutoring Centres ◦

**A**

**BUSINESS**

**OPPORTUNITY**

**FOR**

**TEACHERS**



## *Aldon Tutoring Centres Pty Limited*

A.B.N. 50 076 778 740

### **Registered Office:**

1/29 THURINGOWA DR  
KIRWAN  
QLD 417



Member Australian  
Tutoring Association

### **Postal Address:**

PO Box 1716  
THURINGOWA CENTRAL  
QLD 4817 AUSTRALIA

### **Telephone:**

Australia (07) 4755 1959  
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### **Email:**

director@aldontutoring.com.au

### **Website:**

www.aldontutoring.com.au

### **Directors:**

Damien Johns  
Megan Johns

### **Bank:**

Bank of Queensland

### **Solicitor:**

Nicholas Sweet Solicitor/Principal  
Mackey Wales Law  
Level 1, 150 Walker Street  
TOWNSVILLE QLD 4810  
Telephone: (07) 4772 6699  
Email: nsweet@mackeywales.com.au

PO BOX 6080  
TOWNSVILLE QLD 4810

### **Accountant:**

DFK Hirn Newey  
Chartered Accountants  
1143 Sandgate Road  
NUNDAH QLD 4012  
Telephone (07) 3266 1488  
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PO Box 183  
NUNDAH QLD 4012

## Functions of an Aldon Tutoring Centre

An Aldon Tutoring Centre has two main purposes:

1. To help children who want or need to do better at school; and
2. To give teachers the opportunity of operating their own profitable business.

A large number of children are in need of educational support. This is particularly the case in the Mathematics and English areas. Difficulties may have occurred because of dyslexia, a prolonged absence from school, illness, interstate transfer, poor teaching, or some other factor.

In addition to *at risk* children, there are many others who would **just like to do better** than they are at the moment.

Unfortunately, a *free* education system cannot provide all of the services that parents and students need. Our parents are only too aware that their child may have missed out on the help that he or she needs at school because there are too many other students who are *more needy*.

As a teacher, you would have experienced the ever-increasing demands on your time, which eat into the opportunity to provide that essential individual attention most students require.

A private organisation, such as an Aldon Tutoring Centre, is often the only source of help available. Parents are willing to spend time and money in order to give their children the best available opportunities.

As an owner of an Aldon Tutoring Centre, you will be helping many of the students who need help the most.

Several excellent teachers have the desire to do something other than just teach in the classroom. An Aldon Tutoring Centre provides teachers with the opportunity to use their training and experience in a business environment without the necessity of expensive and time consuming re-training. An Aldon Tutoring Centre can be operated profitably either part-time or full-time.

If you work as a teacher in a school but need, or would like, extra income, an Aldon Tutoring Centre may be just what you are after. If you would prefer to work full-time to earn a substantial income, a tutoring business such as an Aldon Tutoring Centre could quickly replace a full-time teacher's salary.

## How much does it cost to set up an Aldon Tutoring Centre?

NB: All figures in this booklet are in \$AUD.

Currently, the initial purchase price for an exclusive franchise territory, is a once only payment of \$22 000.00 (includes GST), paid before training commences.

**\*\*\*\*** *But, each exclusive franchise territory is discussed at length to determine a fair and reasonable initial purchase price. It may be substantially less than the above amount if the territory is small in size or small in the number of school-aged children.*

The **initial purchase price** for an exclusive territory pays for:

- a. the right to use the Aldon name and be part of the Aldon tutoring franchise network;
- b. the right to use Aldon's developed English and Mathematics programs;
- c. the right to use Aldon's methods of tutoring;
- d. the right to use Aldon's methods of managing and marketing your tutoring business;
- e. your exclusive franchise territory; and
- f. initial and ongoing training.

Continuing Franchise Fee:

In addition to your initial purchase price, there is a **continuing franchise fee**. The continuing franchise fee entitles you to:

- a. free replacement of any damaged, lost or used computer CD's;
- b. free consumable work sheets and workbooks as required;
- c. free updates of any course material;
- d. the free issue of new courses as they become available; and
- g. continual back-up and on-going support and advice in the management and marketing of your business.**

The continuing franchise fee is paid monthly and is as follows:

- (1) The Franchisee must pay to the Franchisor under its Franchise Agreement, on a monthly basis, a Continuing Franchise Fee, namely:
  - (a) \$243.49 plus GST per month for the first year of the Term;
  - (b) \$365.26 plus GST per month for the second year of the Term;
  - (c) \$486.98 plus GST per month for the third year of the Term; and
  - (d) \$608.73 plus GST per month for the fourth and subsequent years of the Term.
- (2) The first year of the Term, for the determination of the Continuing Franchise Fee, will be deemed to commence on the Franchised Business Commencement Date and not on the Commencement Date of a Franchisee who is renewing an Agreement or for a Franchisee who has purchased an existing business.

- (3) The Continuing Franchise Fee payable will be reviewed on the first (1<sup>st</sup>) day of January in each year by increasing the Continuing Franchise Fee payable for the previous year ending on the thirty first (31<sup>st</sup>) day of December, by three per centum (3%) per annum.

Student Fee:

The student fee is only a **recommended fee**. Currently, Aldon Tutoring Centres recommends that you charge \$45.00 (GST included) for a 70 minute tutoring session.

Examples: For the purpose of the examples, the Student Fee charged by a Franchisee shall be \$45.00 (GST included). As a Franchisee, you may charge whatever student fee you decide. **The following shows a possible income for a 4 week period. The franchise fee is for a month.** Figures include GST.

1<sup>st</sup> Year of Business:

1. 80 students	= \$3 600.00	2. 120 students	= \$5 400.00
Franchise Fee	= \$ 267.84	Franchise Fee	= \$ 267.84
3. 150 students	= \$6 750.00	4. 320 students	= \$14 400.00
Franchise Fee	= \$ 267.84	Franchise Fee	= \$ 267.84

2<sup>nd</sup> Year of Business:

1. 80 students	= \$3 600.00	2. 120 students	= \$5 400.00
Franchise Fee	= \$ 401.79	Franchise Fee	= \$ 401.79
3. 150 students	= \$6 750.00	4. 320 students	= \$14 400.00
Franchise Fee	= \$ 401.79	Franchise Fee	= \$ 401.79

3<sup>rd</sup> Year of Business:

1. 200 students	= \$9000.00	2. 320 students	= \$14 400.00
Franchise Fee	= \$ 535.68	Franchise Fee	= \$ 535.68
3. 400 students	= \$18 000.00	4. 600 students	= \$27 000.00
Franchise Fee	= \$ 535.68	Franchise Fee	= \$ 535.68

Subsequent Years of Business;

1. 200 students	= \$9000.00	2. 320 students	= \$14 400.00
Franchise Fee	= \$ 669.60	Franchise Fee	= \$ 669.60
3. 400 students	= \$18 000.00	4. 600 students	= \$27 000.00
Franchise Fee	= \$ 669.60	Franchise Fee	= \$ 669.60

The above figures do not include weekly operational costs. Each franchisee decides the amount to be spent on set-up costs, advertising, rent, etc.

**Set-up Costs:**

1. Purchase of computers (possibly second-hand). Small Pentiums run our programs perfectly. You need 3 when you commence your business. This will easily cater for 4 students a session.
2. Furniture (work desks/benches; chairs; storage facilities).
3. Insurances, Telephone, Business Registration.
4. Incidentals.

Most Franchisees spend approximately \$5 000.00 to set up.

### **You will need to:**

1. be a qualified teacher, registered or eligible for registration (or be able to employ a qualified teacher to tutor)
2. enjoy teaching/tutoring (or employ a qualified teacher who enjoys teaching/tutoring and who will be trained by Aldon Tutoring Centres to know how to operate the programmes)
3. have high moral and ethical principles
4. be keen to learn how to operate a business
5. need or want to earn more money
6. have sufficient time to put into your business
7. be willing to ask for help

### **It does not matter:**

1. about your personal or religious beliefs
2. about your current employment status
3. whether you want to operate a full-time or a part-time business
4. whether you want a small or a large business
5. whether you are primary or secondary trained

### **Where can an Aldon Tutoring Centre be operated?**

An Aldon Tutoring Centre can be operated only in the exclusive franchise territory allocated to you as your area of responsibility. Generally, the area will be large enough to develop a large business. If you wish for your Centre to be your only form of income, you will need to be satisfied that your territory has the potential to support a viable Centre.

Aldon Tutoring Centres' materials are not tied to any particular country/state/province syllabus. Consequently, it is possible to operate a Centre in any town/city, with appropriate modifications made, where necessary.

A Centre can be effectively operated in your own home, provided council planning regulations are not contravened. You will need a room that can be set up with work areas and computers, with sufficient storage facilities. A normal sized rumpus room is ideal.

If your business grows to the stage where you have insufficient room at home, or if you choose not to work at home, you will need commercial or school premises. Approximately 50 square metres is suitable. While costs may be greater, your income will most likely be greater if you can cater for more students in a professional office.

Session times are flexible and can be established to suit you and your students. Normally, your Centre will operate three, 70-minute sessions per evening. Each session can have up to 6 students depending on the number of computers available (4 computers is plenty for six students) and the number of staff you wish to employ. Six students can be managed with the help of an assistant. Senior high school students, with excellent academic record and appropriate personal characteristics, make competent assistants. They are paid approximately \$15.00 for a 70 minute session. A Centre could operate the following times:

Session 1: 3.30 p.m. - 4.40 p.m.

Session 2: 4.45 p.m. - 5.55 p.m.

Session 3: 6.00 p.m. - 7.10 p.m.

Very little of value can claim to be truly original particularly in the field of education. Aldon Tutoring Centres has used ideas drawn from many sources to develop a highly effective tutorial system. Aldon Tutoring Centres has, over a period of several years, developed multimedia procedures to assist students who attend a Centre and franchisees who own a Centre.

An excellent tutorial system (written workbooks and worksheets with a small amount of supporting computer work) has been developed by Aldon Tutoring Centres and with carefully selected, dedicated teachers to operate franchises, success will follow for both students and franchisees.

### What makes an Aldon Tutoring Centre a better system for you?

1. Sound educational principles.
2. Multimedia system; small amount of computer work with traditional worksheets, workbooks and tutor intervention.
4. Structured course work.
5. Low fees and charges.
6. Excellent backup and support.
7. An opportunity to make outstanding profits.
8. Flexibility to utilise personal expertise and/or interests.
9. **Low initial purchase price and low ongoing franchise fees.**

## Australian Tutoring Association

Aldon Tutoring Centres Pty Limited and all Franchisees in Australia, must be members of the Australian Tutoring Association; an Association with a strict Code of Conduct to ensure its members are ethical tutoring practitioners. Aldon Tutoring Centres insists that all Franchisees conduct ethical tutoring businesses.

## Financial Prospects

An Aldon Tutoring Centre can be profitable as a small, part-time venture or as a larger, full-time business. The **hypothetical examples** show what could be achieved although **no guarantee** can be given. It is important to note here that it is the franchisee who determines many of the outlays such as set-up costs and advertising. Costs are an estimate. The figures are calculated assuming a Student Fee of \$44.00 (GST included), over a 4 week period, with the current monthly franchise fee. Input tax credits (GST collected in the running of the business) are not included in costs.

1<sup>st</sup> year of tutoring

(a) Andrew is teaching full-time. He operates a small Aldon Tutoring Centre from home on a Wednesday evening. Currently, he has 12 students each week (4 in each of three sessions), but does not plan to increase his commitment to the business until he has completed his MEd. He does not advertise actively for students and he has minimal costs. He spends about 4 hours per week with his business.

Gross Income	=	\$45.00 x 48	=	\$2 160.00
Costs			=	\$ 480.00
Franchise Fee			=	\$ 267.84
Net Profit			=	\$1 412.16

1<sup>st</sup> year of tutoring

(b) Brenda is teaching full-time and operates an Aldon Tutoring Centre in the evenings from home. She has 20 students each week (4 in each of five sessions). Her costs amount to approximately \$180.00 per week and she spends about 7 hours per week with her business.

Gross Income	=	\$45.00 x 80	=	\$3 600.00
Costs			=	\$ 720.00
Franchise Fee			=	\$ 267.84
Net Profit			=	\$2 612.16

2<sup>nd</sup> year of tutoring

Calvin teaches part time and has developed a medium sized Aldon Tutoring Centre at home. Currently, he has 40 students and tutors 4 evenings per week. He works at his business for approximately 18 hours each week.

Gross Income	=	\$45 x 160	=	\$7 200.00
Costs			=	\$ 920.00
Franchise Fee			=	\$ 401.79
Net Profit			=	\$5 878.21

3<sup>rd</sup> year of tutoring

Doreen operates her business on a full-time basis. Her Aldon Tutoring Centre is in a business area where she pays \$380.00 per week for 50 square metres. She has 80 students, one teacher and two assistants.

Gross Income	=	\$45.00 x 320	= \$14 400.00
Costs			= \$ 1 680.00
Wages			= \$ 2 120.00
Rent			= \$ 1 520.00
Franchise Fee			= \$ 535.68
Net Profit			= \$ 8 544.32

6<sup>th</sup> year of tutoring.

Bob has built his tutoring business up to 150 students attending every week. He employs 3 teachers and 3 assistants.

Gross Income	=	\$45.00 x 600	= \$27 000.00
Costs			= \$ 2 320.00
Wages			= \$ 8 000.00
Rent			= \$ 1 800.00
Franchise Fee			= \$ 669.60
Net Profit			= \$ 14 810.40

Each of the above presents **hypothetical situations**. But, they give **an indication** of possibilities. You should research your own projections taking into account how you would establish your own Centre including tax costs. Always allow more for expenses than you expect.

An important aspect of an Aldon Tutoring Centre is that it is you who decides how much is spent on operational costs, apart from your weekly franchise fee. The harder you work the more you make. Budgeting becomes easier as soon as you know your income and expenses.

You earn a substantial income by being able to tutor 4 or 5 students in a session, working on an individual program with each child, for 3 sessions an evening. Think how you have coped with 25 –32 students in your classroom, often with many levels of ability. You must be able to have at least 4 students with individual programs, on your own, to run a successful Aldon Tutoring Centre.

Although the recommended 70 minute tutoring fee is currently \$45.00 (GST included), many Franchisees are charging \$45.00 - \$50.00 for the 70 minute session.

If the requirements are too demanding with 4 or 5 students, a carefully selected assistant is a great asset. When demand leads to more than 6 students in a session, you can have another teacher with you and your assistant. At least 10 students can then be catered for in a session. The assistant is paid at least \$15.00 for the session and the teacher approximately \$100.00.

If you are charging \$45.00 per student per session, your income per session, with 10 students, will be \$450.00. Your staff costs could be \$115.00, which means for that 1 session, your income less wages will be \$335.00. If you conduct 3 sessions an evening doing the same, your income less wages will be \$1005.00.

Of course, this situation doesn't always occur exactly as you want it to, because students may be sick, have sporting trips or are absent for another genuine reason. But, make-up sessions should be done because you have prepared the child's program and it is consistency and continuity that will see an improvement in the child's academic results.

Businesses never run exactly to plan; ours is no different.

When you do your business plan, you should look at worse case scenarios to see if you are able to survive in these situations. This will then allow you to make a decision as to whether:

1. Going into business is what you want to do; and
2. An Aldon Tutoring Centre is that business.

We have Centres that operate from Monday to Thursday with over 100 students a week; Centres that operate from Monday to Saturday with over 100 students a week; Centres with 50 to 60 students operating from commercial premises; and Centres remaining small in numbers operating from the Franchisee's home.

If you would like to talk to any Franchisee of a specific size, please call Aldon Tutoring Centres. They will let you know which franchises have the large, medium or small numbers.

The Aldon material has proven to be successful in our Centres but we do not stop Franchisees from using material they are familiar with and know will help a student.

Also, we encourage our Franchisees to utilise any area of interest or any personal expertise they may have, providing it does not demean the Aldon name.

Although we provide training in operating our programs, establishing an advertising schedule and conducting a professional business, we do not have a definite 'prescription' to follow. We know what works and what doesn't work, but we also allow the Franchisee to utilise their own knowledge and experience for the betterment of their business.

## Directors

### **Damien Johns – B Ed**

Damien Johns has been teaching and tutoring for over 10 years, with experience in primary, secondary and special education as well as having worked with adults through Aldon Tutoring Centres, Kirwan.

In 2008, after resigning as a Teacher for Townsville Catholic Education, Damien Johns established his own tutoring centre, Aldon Tutoring Centres, Kirwan with his wife Megan, as well as continuing with a small amount of relief teaching. After one year, he worked full time in his tutoring centre and also established Aldon Tutoring Centres, Ayr.

Damien is director and secretary of Aldon Tutoring Centres Pty Limited, having purchased the company on 27<sup>th</sup> August, 2010.

### **Megan Johns – B Ed**

Megan Johns has been teaching for nearly 10 years, with experience in Secondary schooling, as well as teaching Literacy to Primary students, special education students and adults.

In 2009, Megan resigned as a Teacher for Townsville Catholic Education to pursue her own business, Aldon Tutoring Centres, Kirwan, which she established with husband Damien in 2008. In 2009, Megan was an integral part of the opening of Aldon Tutoring Centres, Ayr.

Megan is a Director of Aldon Tutoring Centres Pty Limited, having purchased the company on 27<sup>th</sup> August, 2010.

**Prospective franchisees are welcome to call the established Centres.**

Queensland:

Albany Creek	Melissa Hoskins	07 3325 5747
Ayr	Damien & Megan Johns:	07 4783 6663
Bayside (Brisbane)	Tony & Laureen Williams:	07 3823 4718
Buderim	Susan Warner & Maryann Fulton:	07 5438 1938
Caloundra	Susan Warner & Maryann Fulton:	07 5438 1938
Chermside	Manager:	07 3359 0112
Gympie	Margaret Khan	07 5482 5068
Ingham	Lee Shannon:	07 4776 0066
Innisfail	Dianne Dray:	07 4061 6993
Jamboree Heights	Yvonne Morrison:	07 3715 8463
Keperra	Penny Callaghan:	07 3851 4185
Kirwan	Damien & Megan Johns:	07 4755 1959
Mackay	Anna Fidanza	07 4953 2345
Maleny	Lyn Hansen:	07 5494 2842
Maroochydore	Susan Warner & Maryann Fulton:	07 5438 1938
Nambour	Jenny Humphrey:	07 5476 1144
Noosa District	Ross Goodhew:	07 5474 1107
Springfield	David Costin	07 3201 8386
The Gap	Helena King:	07 3300 4881
Townsville	Troy & Kylie Williams:	07 4728 3122
Victoria Point	Jane Bradbury:	07 3820 9923

Victoria:

Avondale Heights	Anna Tsonidis:	03 9318 4430
Ballarat	Allan Matheson:	03 5332 1499
Greensborough	John & Glenda Arnold:	03 9434 7696

South Australia:

Plympton	Wendy Lockhart	08 8351 4029
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Western Australia:

Geraldton	Helen Moxham	08 9964 7994
Mt Lawley	Myfanwy Edwards:	08 9228 2678
Padbury	Denise Rubie:	08 9403 0674
Willetton	Craig Warrick & Vicki Wallace	08 9259 6200

## Summary Aldon Tutoring Centres Pty Limited

- Directors: Damien Johns and Megan Johns
- Purpose: \*To assist the parents and schools improve the language and maths skills of the children in their care. Some children can learn more quickly than others, all children can learn.  
\*To assist teachers who wish to establish their own business.  
\* To develop a strong, friendly and co-operative network of 'like' people, so as successful businesses can be developed.
- Programs: The programs have been developed to allow students to work at their level of success. They progress in a sequential manner as a student improves in confidence, motivation, self-esteem and academic achievements. The programs cater for those students from primary to early secondary stages of academic development, in Maths and English. However, most franchisees employ teachers to cater for specific requests, such as senior maths and senior English.
- Language: Spelling, Dictation, Reading Accuracy, Reading Comprehension, Grammar, Writing.  
All ATC language units emphasise the phonetic basis of English Spelling.  
Preparatory, Introductory and Levels 1, 2 and 3 are available.  
A typical lesson at Level 2 working with the digraph *sh* may include:  
\*two Spelling exercises (*sh* words on computer)  
\*one Comprehension (*sh* words on computer; cloze exercise)  
\*one Dictation (*sh* words/sentences on computer)  
\*worksheet emphasising sentence construction and writing (associated with the above language area, *sh*)  
\*English (workbook, associated with *sh*)  
\*Written Comprehension (workbook, associated with *sh*)
- Maths: The Maths program is a diagnostic and remediation system. A written worksheet is completed with the problem areas noted and corrected using computer aided instruction and teacher intervention. A thorough and complete knowledge at an appropriate level is expected and gained through this truly diagnostic and remediation approach. However, franchisees will cater for those who have requested assistance in a specific Maths' area.  
Also, children may bring specific work from their school that can be worked upon by using the developed programs.

Homework is only provided if a student and/or parent insists.

Other Aspects:

- a. Aldon Tutoring Centres supplies a small number of commercial programs that supplement their maths and English programs.
- b. All students attend for 70 minutes, usually once a week.
- c. All students are assessed free of charge.
- d. **NO CONTRACTS TO SIGN.**
- e. All Australian Franchisees must be members of the Australian Tutoring Association.
- f. Small numbers in each session but with **individual lessons**.
- g. Current recommended fee is \$45.00 (includes GST) paid either:
  - i. in advance (5% discount offered); or
  - ii. weekly.
- g. Regularity and punctuality is essential.
- h. **Aldon Tutoring Centres allows a franchisee to utilise any personal expertise to assist furthering income possibilities at their Centre.**

## Testimonials

The following are just a few of the testimonials ATC and franchisees receive.

### FROM FRANCHISEES:

I was involved with Aldon Tutoring Centres for more than 6½ years during which time I found the support and encouragement I received to be excellent.

Having worked for Allan for 6 months, I managed the Nambour Centre for him for 2 years and was so pleased with the business and support that I purchased it. As a franchisee, I found that the support from Allan and other franchisees, was second to none. Yearly conferences were a great source of new ideas (and fun) with all being willing to share what worked and warn of pitfalls.

The Aldon programs are easy to work with and bring results for students. Seeing students improve and gain confidence is such a rewarding experience. Early in 2004, I sold the Nambour Centre to pursue another career path. However, the personal rewards I received from working with Aldon Tutoring Centres, guiding students who were in need of assistance so they could experience success at school, will be precious to me for the rest of my life.

Ann.

Dear Allan

Just a note to say that I love the experience of both being in business and teaching without all the behavioural management! How great it is to be working with children and parents who really appreciate the support, the growth in self-esteem, the increased confidence, the success enjoyed back in the classroom.

How great it also is to be using the integrated programs that:

- a) allow me to use time-saving, efficient materials that time and again have allowed me to 'work smarter and not harder';
- b) provide a way for meeting the child at his very point of need and allowed him/her to enjoy a mixture of both written and computer activities;  
and
- c) make very efficient use of time – it is amazing what some children can accomplish in 70 minutes because they have a track to run on and goals to achieve.

So, congratulations on providing an excellent tutoring platform that enables me to do what I love without half the stress associated with the regular classroom!

Yours sincerely,  
Jeanette

Hi Allan

It's over 2 weeks since you have heard from us and you are probably wondering how we are going. Well, we are going great. We are very pleased with our new business. We have enrolled some great students who are willing and happy to be here. After each session we have a sense of satisfaction knowing that we have helped someone. The programs are working well. We are mastering them quite quickly.

At the moment we are giving ourselves plenty of time to work with each student, making them feel comfortable. We are working together at the moment with a max. of 4 students/session. This will increase as we become more competent and familiar with the programs.

Our saddest case is a 6 yr old who can barely read after a year and a term of schooling. So it's back to basics for him. His mother said she is prepared to bring him for a loooooong time.

We have 9 students enrolled already with 2 assessments over the next few days. Enrolments and enquiries have come from far and wide. Some from the local paper, some from flyers and heaps from referrals (Glenda knows lots of primary teachers). We are also tutoring the first 2 days of the hols. because the kids and parents want it. Then we are having a well-deserved break.

John and Glenda

Dear Allan

I want to say a very special thankyou to you Allan for all the time and effort you have put into helping me at my Centre. I am one very lucky person to have the opportunity of taking over such a business that is doing so well because of your efforts.

I must admit the happiest time for me in my teaching career was when I was running my own preschool and to have this opportunity now is like a dream come true. I am now able to do the one thing I really love and that is TEACH.

Thanks for all the time you have spent with me so far. I have experienced other people when they purchase a new business...they are on their own from day one.

So, I am very grateful, as your time is as valuable as anyone else's.

Kind regards,

Helena.

FROM PARENTS:

“Congratulations!! You have been able to teach Ryan something that others have failed at – Ryan can spell! He has learnt more with you in 7 months than in the 7 years he has been at school. We can't thank you enough. Both Ryan and I feel more confident about him entering high school.”

KC

Natasha came to ATC Nambour, as a year 2 student. Her parents were concerned that she was struggling with spelling and reading. After her initial assessment, Natasha began on her own individual program at ATC and, with much encouragement and assistance from the experienced and caring staff at ATC, she is now reading fluently, understanding what she reads and spelling capably. Needless to say her parents are delighted with what Aldon Tutoring Centre, Nambour has done to get Natasha on the road to confident learning.

Dear Allan

I am so very proud and happy to inform you of Lee's marked improvement in his Maths test, which he sat on Monday. His commitment has helped him to achieve more than just a pass this time, and I thank you for your part in his success and happy results.

Thanking you,

Gai.

“...a short letter to thank you and your team for your loving support of our son, Matt. After only a few months he has progressed enormously to the point where after each lesson he asks if he can give up school and only come to tutoring each day! He is most impressed that he can ask a question as many times as he needs to and no one will get mad at him. At Aldon Tutoring Centre I believe a love of learning is encouraged so that my child is keen to learn more at his next lesson and is happier as his ability to study grows.”

CS

## What should you do now?

If after reading the preceding pages you don't think you like the sound of operating your own business, you should do nothing, except possibly to pass this booklet on to another teacher who may be interested in establishing a tutoring business.

If, however, you feel that you would like to find out more, **please copy and complete the following pages of this document and forward them to:**

### All Australian States/ Overseas:

**Damien and Megan Johns  
Aldon Tutoring Centres P/L  
PO Box 1716  
THURINGOWA CENTRAL  
QLD 4817**

As soon as the Directors receive the last 3 pages of this booklet, they will arrange an interview to meet you and explain more fully the details of what Aldon Tutoring Centres has to offer and to answer queries you may have.

If a verbal agreement is reached to move to the next stage to establish a Centre, you will receive relevant documents, which you will need to read carefully and discuss thoroughly with your financial advisor, accountant, solicitor or whoever you wish, so as you are confident a business relationship can be established.

Training occurs during school holidays, or at pre-arranged times, for at least two days. At the training sessions, plans for setting up your Centre will be developed and information about how you build a profitable business will be provided. Remember, it is to our mutual advantage that you achieve the level of business success that you desire.

Following training, you will be ready to start operating your Centre.

**Confidential Information Questionnaire**

**Name/s:** -----

**Address:** -----

-----

-----**Postcode:** -----

**Telephone: Home:** -----**Mobile:** -----

**Email:** -----

**Best time to call:** -----

**Date of Birth:(optional)** -----

**Marital Status:(optional)** -----

**Spouse/Partner:(optional)** -----

**Dependant/s Name/s and Age/s:** -----  
**(optional)** -----

**Current Employment:** -----

-----

**Status (permanent/casual/contract etc):** -----

**Qualifications:** -----

-----

**Teaching Experience:** -----

-----

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**Referees: i.Name:**-----

**Telephone:** -----**Email:**-----

**ii.Name:**-----

**Telephone:** -----**Email:**-----

**Why would you like to own an Aldon Tutoring Centre? -----**

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**Where would you like to operate a Centre? -----**

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**When would you like to commence? -----**

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**What part of your time do you think you would devote to your Centre?**

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**Additional Information: -----**

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**I/We, the undersigned, declare to the best of my knowledge that the information supplied is accurate. I/We understand that this information binds neither Aldon Tutoring Centres Pty Limited nor myself/us to any business deal in any way. I/We declare that I/we do not have a criminal record nor have I/we been refused the right to register as a teacher or refused the right to teach anywhere in Australia.**

**1.Signed: -----Date: -----**

**Print Name: -----**

**2.Signed: -----Date: -----**

**Print Name: -----**

**Confidentiality Agreement**

As soon as this confidentiality agreement is signed and forwarded to Aldon Tutoring Centres Pty Limited, by a prospective franchisee, Aldon Tutoring Centres Pty Limited will contact the prospective franchisee to arrange an interview.

Information passed on to a prospective franchisee at the interview will be of a confidential nature. This confidential information is available only to the prospective franchisee, their accountant, their financial advisor and their solicitor. The information or any material provided or seen at this interview is not to be used by the prospective franchisee or anyone else, without the written consent of Aldon Tutoring Centres Pty Limited.

I/We, -----  
of -----  
-----  
-----

**agree not to disclose, copy or reproduce any information or materials seen or provided to me by Aldon Tutoring Centres Pty Limited without the written consent of Aldon Tutoring Centres Pty Limited.**

**1.Signed:-----Date:-----**

**Print Name:-----**

**2.Signed:-----Date:-----**

**Print Name:-----**

**Witness:-----Date:-----**

**Print Name:-----**