

Frequently Asked Questions about Safe Ship™ Franchise Opportunities from discerning prospective franchisees just like you...

Q: Why should I consider a Safe Ship Franchise instead of one of the other companies?

A: The FOX BUSINESS NETWORK has rated Safe Ship as ***THE BEST FRANCHISE CONCEPT of the 21st CENTURY***". WHY? Your overall startup cost is significantly less. One of our Competitor's Store can cost you over \$265,000. Safe Ship™ can be as little as \$49,900 for a mini store or as much as \$88,800 for our Turn-Key Store.

Q: What about Franchise Fees?

A: Safe Ship's franchise fees are the lowest in the industry. They're just \$19,990. And only \$14,990 if you are a vet or AARP Member. Our competitors start at \$30,000 and go as high as \$75,000.00.

Q: How do Safe Ship's Royalties compare with the competition?

A: With Safe Ship, there are NO INITIAL ROYALTIES. New franchisees pay nothing until they've made it through their first Christmas. After that, we have a special graduated program: The first full year is \$100/month. The 2nd full year is \$200/month. And the 3rd full year is \$300/month for your royalties. Everyone else averages 8% to 12% of your gross sales or about \$1000 a month for a store with \$150,000 in annual sales. That is \$1000 of your overall profit going into their pocket every month, not yours.

Q: What other services beside packing and shipping does a Safe Ship franchisee offer?

A: Safe Ship Centers offer shipping that's cheaper than any competitor — not to mention color copy and fax services, small business and home business support services, office supplies, envelopes, post office boxes, even notary services. Plus you can do freight, importing & exporting, fulfillment, all freight related services. Add to that custom box manufacturing and other businesses that you want to do.

Q: How does Safe Ship's record of accomplishment and return-on-investment stack up?

A: Our experience base is actually better. The Safe Ship model store is the largest packing & shipping store in the entire U.S. With single-store sales approaching \$900,000 per year, we've learned the secrets of dominating a sales area — which we teach to all of our franchisees.

Q: Is my territory protected?

A: Yes. In all areas of the United State you will have a 3 mile radius of protection for your store. You will have right of first refusal for additional stores going into a territory within a 6 mile radius of your store.

Q: Does Safe Ship have any unique business strategies?

A: Several. One of the most important is that all Safe Ship Centers are also U.S. Postal Service offices. Unlike other pack & ship stores that view the U.S. Postal Service as a competitor, Safe Ship Centers function as authorized U.S. Postal Service Outlets. In short, we work with the U.S. Postal Service—not against them — and profit significantly by offering virtually all of their products and services to our customers.

Q: What is the most Unique advantage about Safe Ship?

A: We ship everything. Safe Ship Franchisee receive a box machine that allows each franchisee to make any size box needed for shipping. This includes the ability to make extra heavy duty crate boxes for freight and palletized shipments. We do shipping for a living. We have to be the best.

Q: Does Safe Ship have any other notable competitive advantages?

A: Definitely. For example, you Safe Ship Franchisees have the ability to offer shipping via UPS, FedEx and DHL at very special discounts. We also have similar discount arrangements with reliable trucking companies for freight and large-item shipping, plus discounts with moving companies to even handle a full-house or office move. These excellent discounts apply to both domestic and international package and freight shipping.

Q: What about Cars, Trucks, or Motorcycles?

A: YES, you can ship them. You can ship everything. WORLDWIDE. Only Safe Ship can teach you to do this.

Q: What about Importing or Exporting?

A: Yes you can do both. Safe Ship works directly with freight airlines and cargo ship lines to bypass the brokers and get the best pricing for our customers. Only Safe Ship can do this.

Q: Do Safe Ship Franchisees have size and weight restrictions regarding what they can pack and ship?

A: Safe Ship Centers can ship anything, anywhere in the world. Equally important, they're equipped to expertly pack everything from small, fragile items to large, odd-shaped items. Safe Ship Centers also offer shipping that's cheaper than any competitor.

Q: What if I want to open more than 1 store?

A: We have special lower pricing and other special programs for multi store franchisee.

Q: Can Safe Ship Franchisees add new services?

A: Definitely. Safe Ship Franchisees are encouraged to think about how they can

expand their store's offerings to reflect their own personalities. All additions must be approved in advance, but we have yet to turn down an idea. We have one franchisee that offers balloons. One that refills cartridges. one that sells grand father clocks. Another does Western Union and is a bill payment center for local utilities. It is your store.

Q: How many people does it take to run my Safe Ship Center compared to similar stores?

A: Our stores can be initially run by one person. So, your startup overhead is much lower. If you are a husband and wife team one of you can keep your job to finance the initial set up of your store. As your store grows, your profits grow and, over time, you can add other employees. But your overhead is always lower as all your services are simple and fast.

Q: Do Safe Ship Franchisees receive training and on-going support?

A: Safe Ship Franchisees benefit from free training and on-going support. Safe Ship acts as a mentor and coach to help our franchisees become financially successful. Franchisee initial training is one full week in our corporate store and one full week in your store the week you open. Then we supply ongoing help on our toll free hot line and periodic visits to your store. We are always available to help.

Q: Are there any Advertising, Merchandising or Internet Service Fees for Safe Ship Franchisees?

A: No. NOT, With Safe Ship. You keep the money you earn. Our competitors charge as much as 3% of your profits, or about \$4500 a year, for advertising. And up to 1.5% for Internet Service and as much as 3% more for merchandising. With Safe Ship that is money you get to keep instead of paying to someone else.