



Replace your boardroom boredom.

Create a lifestyle that works for you
with a Unishippers franchise.



U NISHIPPERS[®]
THE FRANCHISE THAT WORKS FOR YOU.

Lifestyle, Challenge, Fulfillment, Reward.

Unishippers franchise owners can have it all.



Janine Ahlstedt - Owner

Bethesda, MD; Manassas, VA; and Washington DC West Franchises

"Owning a Unishippers franchise can be very exciting and interesting. You get to learn about a company's business—not just their shipping needs. No day is quite the same—and there are always new challenges. You get to use your creativity and think outside the box. Which is fun!"



Terrell Barkett - Owner

Springfield, MO Franchise

"The Unishippers organization is very collaborative. The corporate executives not only ask for our opinion but actually act on our input. That's one of the things that really impressed me. Plus, many of the executives and decision makers are franchise owners themselves, so they truly understand what we all need to be successful."

Unishipper's franchise owners come from all backgrounds
and have various goals.



Dear Prospective Franchise Owner:

More than 20 years ago, we had a simple idea for what we were sure was a solid business model: partner with major shipping suppliers and resell their services to small and medium-sized businesses, who in turn would benefit from our negotiated volume discounts. It was a common sense way to give smaller businesses discounts and services they couldn't get on their own. We were certain it could help change the way they handle their shipping needs. Today, with 75,000 customers and more than 275 successful franchises, I know we were right.

What's so unique about a Unishippers franchise? Most importantly, it's a business model that has proven to be successful and financially rewarding for more than 20 years. Since it's a business service, start-up costs are relatively low, but the sector growth is impressive and your opportunity is only limited by your commitment. This combination may explain why our franchise owners are extremely satisfied.

But there's one other thing that can't be quantified, and that's the lifestyle that a Unishippers franchise offers. With controllable and reasonable business hours (unlike retail operations), franchise ownership is a vehicle to help you realize your dream of independence, entrepreneurship, and a life that you can manage.

Intrigued? I hope so. Read on for more information. Thanks for your interest in Unishippers. I look forward to welcoming you to our family of successful franchise owners.

Regards,

A handwritten signature in black ink that reads "Dan Lockwood". The signature is fluid and cursive.

Dan Lockwood
President & Franchise Owner
Unishippers Global Logistics, LLC

It's Not A Job — It's A Lifestyle.



For entrepreneurs and self-starters, the idea of starting your own business is often very appealing. It provides the opportunity to be your own boss, create your own business success, and typically, be rewarded financially. But it also usually involves very long hours, exorbitant start-up costs, and maybe even years of building a profitable business. And perhaps that part doesn't sound so appealing. A closer look at Unishippers could change the way you think about franchise ownership.

Over the past 20 years, Unishippers has grown to be the largest reseller of shipping services in the U.S. We've done this by providing small- and medium-sized businesses complete shipping services at rates far below what they could obtain on their own. We sell to businesses that already ship, which means we're selling services that they already need. Combine that with

exceptional customer service and state-of-the-art technology, and you get 75,000 happy, loyal customers. And, because each of our more than 275 franchises are individually owned and locally operated, our customers get the benefit of personalized attention with a trusted partner that understands their business and their unique needs.

The first Unishippers franchise was sold 20 years ago. The opportunity was big back then, and it's even better today. We now have a variety of franchise ownership options. We've recently introduced product-specific franchises, which allow owners

to focus on just express or freight services. Or you can purchase an existing franchise from an owner who is ready to sell. But no matter which opportunity is right for you, you'll benefit from the years of learning and experience that have helped make Unishippers the success it is today.



Sarah Ordover & Jay Stolba ■ Owners
Cedar Rapids and Davenport, IA Franchises



"Fifteen years ago, after being subject to multiple corporate restructures, my husband and I decided it was time to own a business. We knew little of shipping, but were impressed with the opportunity Unishippers presented. Today, we enjoy an unusual degree of flexibility and an income that has greatly surpassed our initial expectations for Unishippers. Not only have we benefited, but we've been able to provide substantial opportunity for our staff as well."

A Simple Concept. Infinite Potential.



UPS Freight™



Unishippers franchises do just one thing: sell and service shipping solutions to small- and medium-sized businesses. Franchise owners and their sales representatives find businesses that could benefit from consolidated shipping services, meet with them to discuss their specific needs, and set them up as Unishippers customers. Franchise owners don't actually ship anything. That's done through our network of leading shipping providers, including UPS®, YRC Worldwide®, UPS Freight® and Saia®. But franchises offer support, trouble-shooting, and follow-up to ensure that the process is smooth and hassle-free. That's why you don't have to have experience in shipping to be successful. It's really just about selling a valuable business service and offering the support that goes along with it.



Dee and Joe Nichols, Sr. ■ Owners

Beaumont, Houston, San Antonio and Waco, TX Franchises



"We don't look at us as being in the shipping business. We're really in the business of helping people accomplish their goals. And our whole family is dedicated to making sure that happens with our Unishippers customers."

It's as easy as that. You find the customers. Our shipping providers pick up and deliver the packages to their destinations. Your customers will love it (and you) because they save money and hassles. You'll love it because you make money on every shipment. And you'll have the satisfaction of knowing you are providing a valuable service to the businesses in your community.



But it gets even better. You won't have to figure out how to do this on your own or set up complicated systems from scratch. Because no matter what type of franchise option you choose, you'll get unrivaled training and support from Unishippers at every step. You'll benefit from comprehensive training and support programs developed through 20 years of experience. From sales training to technology support, we'll arm you with the resources you need to build your business and start realizing your goals.

UNISHIPPERS®

THE FRANCHISE THAT WORKS FOR YOU.

We're Different. Here's Proof.



In the franchise world, Unishippers stands apart for several key reasons:

- ▶ We have a track record of success over a 20-year franchising history. In fact, most of our franchises are still under original ownership. And the majority of our resale franchises are bought by existing franchisees. That means there's a lot of experience and history that can be leveraged to make new franchises even more successful.
- ▶ Our start-up costs are relatively low. There's no expensive equipment or inventory to purchase. In many cases, an office front isn't even necessary. And there's no need for a big, expensive team to run the business. That means you can be profitable much faster than with a typical franchise and be well on your way to financial independence in a shorter period of time.
- ▶ Unishippers services a business audience, meaning that most work is done during a normal business day. Unlike retail franchises, there are no early morning and late night hours preparing for business. You work when your customers work. It's as simple as that. And that's far more conducive to a balanced, attractive lifestyle.
- ▶ Unishippers franchise owners have involvement in making company-wide decisions. We value our owners' input and look for opportunities to invite participation. In fact, many of our executives are also franchise owners, so they understand the unique concerns you may have. We create shared learning environments, provide structure and support, and give you the tools you need to be successful. Then we leave you to your own hard work and initiative to make your business a success.
- ▶ But our support never stops. A one-week intensive training course is really just the beginning. From that point, our franchise owners can reap the rewards of our carefully honed best practices—known as The Unishippers Way—developed over a 20-year period through a lot of trial and error. There's also a corporate staff of experts, all focused on making our franchise owners more successful.



Mark Ware • Owner

Birmingham, AL; Jackson, MS; Atlanta and Macon, GA Franchises



"The Unishippers concept just made sense to me. I believe in it so totally that I don't feel like I really have to sell it. It feels much more like I'm just sharing a secret with people that will help them with their business. And, because the secret makes sense, they don't have to be skeptical."

Unishippers franchise opportunities are limited. Call **800.999.8721** or email **franchising@unishippers.com** for more information today. You have nothing to lose, and a whole new lifestyle to gain.

UNISHIPPERS[®]
THE FRANCHISE THAT WORKS FOR YOU.

A Unique Opportunity For Unique People.

Even with all of the benefits a Unishippers franchise offers, we realize that it's not the right fit for everybody. To help you determine if a Unishippers franchise might work for you, ask yourself the following questions:

Do I really like dealing with people, or am I more of a "behind the scenes" type of person?	The most successful Unishippers franchise owners genuinely like dealing with their customers and helping them find the best shipping solutions. If you are a "people person," this might be a good fit for you.
Am I comfortable approaching prospects and selling the business model?	Unishippers is a sales-focused business. It's up to you to find prospective customers and sell them on the unique benefits they can receive. If you are comfortable actively managing a sales team or handling sales yourself, this could be the franchise opportunity for you.
Am I willing to do a little bit of everything to make my business a success?	Unishippers franchises are small businesses. And that means that the owners must be willing to dig in and handle all kinds of necessary tasks, from implementing customer service standards to billing and marketing. If you are a "get it done" kind of person rather than a delegator, owning a Unishippers franchise can be a great opportunity.
Am I willing to hire people who have strengths and skills that I don't have and then hold them accountable?	While a successful owner must be willing to do a variety of jobs, it's also important to recognize when you don't have the ability to handle certain tasks or functions. Successful Unishippers franchise owners will have the confidence to accept that they can't do it all well and will be comfortable passing certain responsibilities off to others, as well as holding individuals accountable for those responsibilities.
Do I enjoy learning new processes and systems?	Over a period of 20 years, Unishippers has developed a system to help ensure success with our franchise owners. Those who follow the processes tend to do much better than those who don't. Often it means embracing a new way of doing business, and learning a whole new system. If you are willing to explore new ways of building a successful business, this franchise may be for you.
Am I willing to invest time and effort to make this a success?	No matter what, a successful new franchise takes a lot of hard work. Even though a Unishippers franchise is an ideal way to create a lifestyle that works for you, it won't come easily, and it won't come immediately. However, if you are willing to commit to the time and effort necessary to build up your business this can be the franchise for you.
Am I ready to take control of my future?	Successful Unishippers franchise owners are motivated self-starters with a desire to build their own success. If you are ready to put your entrepreneurial flair and dedication to work to create your own definition of success, then this is the opportunity for you. Call 800.999.8721 to schedule an appointment now.

Ron Kornafel • Owner
Philadelphia, PA; New Jersey and Cherry Hill, NJ Franchises



"I came from the inside at Unishippers, where I spent two years in a corporate sales management position. I knew and understood the processes very well. But as an owner, it's now very gratifying for me to see just how well they work in actual practice. I've actually been surprised at how easy it is to find new customers."

Our business model, experience, resources and partners.
Your passions, dedication and drive.

Unishippers and . The perfect combination for success.

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