Itching for a new opportunity?
Andy Fuller is Mosquito Hunters’ Founder and Chief Hunter. Once upon a time, Andy was like many of you, cranking away in corporate America, confined by the four walls of an office. And like many jobs, he had to navigate office politics, too (yep, we know; it gets old, fast).

One day, Andy came to his boss with a stellar idea that was immediately shot down. About one week later, his boss held a branch meeting where he presented Andy’s idea as his own. That… was the last straw. But every new beginning comes from some other beginning’s end. Because that was the day that changed Andy’s life forever. He quit his corporate job, packed his things and started researching how to start a business.

FINDING AN INDUSTRY WITH POTENTIAL

- Consistently high profit - **Home Services**
- Renewable revenue - **Repeat Business**
- Growing industry - **Room for Innovation**
- Low-cost - **Limited Overhead**
- Easy to achieve - **Simple Business Concept**
- Fun and community-oriented - **Mosquito Control**

His research pointed him in the direction of vector [insect] control. And Mosquito Hunters made its debut in 2014.
Customer loyalty is the foundation of any great business. We started Mosquito Hunters by knocking on doors and building relationships. When you build strong relationships with your clients, employees and community, money and success come naturally.

**THE MOSQUITO HUNTERS MISSION:**

We believe our business exists to build relationships with our clients and with each other. When we provide support, these relationships grow. With extraordinary relationships, we believe that client loyalty, brand integrity, profitability, and professionalism are inherent.

**A POWERFUL PARTNERSHIP**

Business is about building relationships with more than just your customers but trusted partners, too. In order to support our rapid growth, we partnered with a 50-year leader in the home services industry, Lawn Doctor. We used Lawn Doctor’s core competencies and infrastructure to streamline our strategies and processes.
WHY IS THE INSECT CONTROL INDUSTRY BOOMING?

Mosquitoes and ticks have been around for more than 90 million years. From the caveman to the modern-day man, they continue to remain a high-risk problem.

Since 2004, mosquito- and tick-borne diseases like West Nile and Zika Virus have more than tripled nationwide.* Even worse, there are no vaccines to treat these diseases. The primary prevention strategy is vector control.

MOSQUITOES ARE A REAL PROBLEM

These little buggers are recognized as the deadliest and most annoying animal.*

*Centers for Disease Control and Prevention

SWARMING AN INDUSTRY WITH HIGH GROWTH POTENTIAL

Insect control is an industry in its infancy. That means there are only a few top competitors, leaving plenty of room for growth and innovation. So, how do we set ourselves apart from the rest? Easy. We created a one-of-a-kind brand that resonates with existing and future customers. We also provide a superior product and customer service that’s second to none. But the secret to our success is giving our franchisees unrivaled support that nurtures their growth.

*Centers for Disease Control and Prevention
Mosquito Hunters is building a business based on improving the quality of life for the people and animals in our communities. And although our product is human-, pet- and plant-friendly, it’s no amigo to mosquitoes.

85%-95% Average Reduction

21-DAY GUARANTEE
Mosquito Hunters Happiness Promise

“I am proud to be a Mosquito Hunters Franchisee, among such incredible Business Owners and a supportive Franchisor!”

Jen Graft, Franchisee
WHEN HUNTING DEADLY PREY, PREVENTION IS KEY

1. Survey property

2. Eliminate standing water where possible

3. Apply barrier treatment

4. Apply anti-larva treatment to puddles & flooded areas

5. Note suggestions to improve efficiency of treatment

WE TARGET THE PROBLEM AREAS OF A PROPERTY:

- Watering cans
- Clogged gutters
- Open trash cans
- Fountains and bird baths
- Planters, saucers and flower pots
- Old tires
- Kiddie pools
- Buckets and pails
The Mosquito Hunters business model is a no-brainer. Mosquitoes and ticks are a pesky problem everyone loves to hate; we provide a long-term solution. Even better, we do the job right, so our clients keep coming back. That means our business model is set up to give you a renewable revenue stream.

OPERATIONAL FLEXIBILITY AND LOW LIABILITY

With us, you get to own a business where your employees don’t step foot inside a home. And, the client doesn’t need to be present for you to get the job done, either. This allows for a lot of operational flexibility, significantly lower liability — and best of all — higher profit margins.

A RECESSION-RESISTANT BUSINESS MODEL

Mosquitoes and ticks do not discriminate or go dormant in down markets. This means we have a diversified prospective client base, no matter the economy, person or property. We’re equipped to treat homes, commercial businesses, daycares, restaurants, golf courses, outdoor event venues and more.
THE MOSQUITO HUNTERS MODEL MAKES SENSE

THE BUSINESS
- Repeat customer business model
- Turnkey sales process
- Technology tracks marketing R.O.I.
- Quick-start, home-based business
- Low-cost entry
- Prime territories available

THE LIFESTYLE
- Flexible schedule
- Mobile-virtual storefront
- No nights, weekends or holidays
- Nonphysical work
- Very limited inventory
- Highly skilled labor force not needed
- Lifestyle & family-friendly business

THE CUSTOMERS
- Residential
  - Homeowners
  - Homeowners Associations
- Commercial
  - Restaurants
  - Golf courses & driving ranges
  - Hotels
  - Municipalities
WE'RE STREAMLINING AN ALREADY SIMPLE CONCEPT

We take pride in helping our franchisees grow. We focus on optimizing logistics, so your business can provide a high-value service and earn the allegiance of your clients. We make sure you have the training and support necessary to flourish by providing unrivaled business coaching, compliance assistance and marketing guidance.

HUNTERS' TRAINING & SUPPORT

Franchisees attend an intensive, five-day training course at our Chicagoland office where you learn everything from tricks of the trade to best practices, and everything in between. We also take a deep dive into your individual success by analyzing data that identifies pain points and areas in need of improvement.

Enjoy step-by-step guidance with:

- Recruiting, hiring and training employees
- Marketing and advertising
- Financial controls
- Best practices for peak performance

What Else?

- Hunters Head Start Checklist
- Ongoing coaching calls and on-site visits
- Ongoing monthly proforma reviews
- Assistance navigating licensing requirements
- National vendors and contract management
We successfully built an unforgettable brand that resonates in the minds of consumers — a hard-to-achieve feat in the small business realm. Our marketing materials present a simple solution to a common yet serious concern in a fun way that makes people let out a little chuckle. Most importantly, we make sure every penny spent on marketing has the intention of delivering a return on investment. Your initial investment includes your first-year marketing budget.

**DATA-DRIVEN, ROI-FOCUSED MARKETING**

**CUTTING-EDGE TECHNOLOGY**

The combined power of Service Assistant® and Routing Assistant™ helps you more effectively run your business by assisting with block leading and allowing you to design targeted routes for marketing purposes.

**NATIONAL SALES CENTER**

Sales can be quoted, closed and pre-paid on behalf of franchisees through our national call center. Sales agents then connect clients with the nearest Mosquito Hunters location. This saves you time, so you can focus on making the phones ring.
We joined Mosquito Hunters because it was a fantastic financial opportunity that compliments our other businesses perfectly. From operations to marketing support, the team is always there to help us grow and be successful.

Beth & Chuck Willis, Franchisee

We know what it’s like to work the 9-to-5 grind, day in and day out. We’re here to help you escape that life for something more — small business ownership. It’s how our business came to be, and it’s how we hope to grow it, too. Let us help you live the life you’ve always dreamed, one where you are the boss and call all the shots.

INTERESTED IN JOINING THE MOSQUITO HUNTERS FAMILY?

We’re looking for qualified single- and multi-unit pioneers to grow with us, especially if you have the following skills:

- Exceptional customer service
- Strong leadership and communication
- Relationship building
- Speed-to-lead mentality
- Early adopter desire

“We joined Mosquito Hunters because it was a fantastic financial opportunity that compliments our other businesses perfectly. From operations to marketing support, the team is always there to help us grow and be successful.”

Beth & Chuck Willis, Franchisee
A Hunter’s Financial Requirements

Initial term is 10 years (no renewal costs)

Franchise License Fee = $35,000
- “All-in” = $70,107 - $85,903

In-house financing available to qualified franchisees

Brand Development = 10% (5% National / 5% Local) or $30,000 annually
- Creative
- National, regional and local advertising

Veterans, First Responders and Minorities
- Receive $10,000 Off Initial License Fee

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**Initial Investment**

PER ITEM 7 IN OUR FDD

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Initial License Fee</td>
<td>$25,000 - $35,000</td>
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<tr>
<td>Initial Marketing Program*</td>
<td>$30,000</td>
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<tr>
<td>Training, Supply and Support Fee*</td>
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<tr>
<td>Service Vehicle – 3 Months Payments</td>
<td>$0 - $1,497</td>
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<tr>
<td>Computer Software – 2 Months Payments</td>
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<tr>
<td>Computer Hardware</td>
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<tr>
<td>Additional Funds – 3 Months</td>
<td>$7,538 - $11,574</td>
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<tr>
<td>Opening Inventory</td>
<td>$500</td>
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<tr>
<td>Technology</td>
<td>$20</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td>$70,107 - $85,903</td>
</tr>
</tbody>
</table>

* Except for security deposits, all other amounts are nonrefundable.
**Hooray! It’s time for your business to launch. We help you stay on track with one-on-one, ongoing support.**

**Steps to start hunting**

1. **Initial Call/Process Overview**
   This first step gives us an opportunity to get to know each other better. We cover everything from personal interests to business goals.

2. **Q&A/FDD Review**
   We send you our complete Franchise Disclosure Document to review. This gives you a chance to prepare questions, so we can give you answers.

3. **Secure Territories and Discovery Day Prep**
   Get your approved exclusive territory off the market and prep for your trip to our Chicagoland headquarters.

4. **Training**
   This part of the process includes business planning and New Owner Training at Hunters Hall.

5. **Interactive Program Review**
   Here, we’ll talk about a day in the life as a Mosquito Hunter. We’ll cover expectations, business operations, training and support.

6. **Chief Hunter Call & Discovery Day Invitation**
   Speak directly with our Founder & Chief Hunter, Andy Fuller. He will want to learn more about you, as well as share candid information about what to expect.

7. **Discovery Day Approval Signing/ Hunters Head Start**
   This is when you get to meet our executive leadership team in person and determine if this opportunity is the right fit for both parties. If we agree, we make it official by signing all necessary documents.

8. **Business Launch**
   Hooray! It’s time for your business to launch. We help you stay on track with one-on-one, ongoing support.
ARE YOU A QUALIFIED Hunter?

Let’s find out. Get in touch.
855-4-A-HUNTER (1-855-424-8683)
franchiseinformation@mosquitohunters.com

MOSQUITO HUNTERSFRANCHISE.COM