



New Area Developer Opportunities





**A FRESH NEW OPPORTUNITY
IN THE SANDWICH FRANCHISE
INDUSTRY**

The quality difference that makes customers for life.

Jon Smith Subs is a FRESH new opportunity with a track record for success, serving high quality subs, right off the grill, overstuffed and piled high with the freshest ingredients, since 1988.

The customer experience is second to none, enjoying superior food that's fresh and delicious... even french fries, served piping-hot. The unique Jon Smith Subs process includes delivering the food right to the customer's table to enhance their casual dining experience. Fresh, tasty goodness. All part of why a Jon Smith Subs customer, is a customer for life.

Customers at Jon Smith Subs get what they truly want with a wide range of customized options, all with the highest quality ingredients, all the time. It's amazing the difference that on-premise marinated sirloin, whole chicken breasts and real ingredients from cheese to condiments can make. The magic of providing delicious meals that are even better than expected is the very essence of why Jon Smith Subs has been around since 1988, and what makes it an excellent opportunity for **Area Developers**.



THE JON SMITH DIFFERENCE

- **A unique menu of grilled fresh dynamic flavors**
- **Thrill of the grill: every ounce of our never frozen marinated sirloin steak and chicken breast is grilled to order**
- **Crispy, piping-hot french fries that customers can enjoy alongside their delicious subs**
- **Real fresh ingredients from meats and cheeses to condiments**



Introducing Jon Smith

Jon Smith. Today he's all about great subs. High quality, fresh, delicious subs. But his journey to the best sub has had some interesting turns.

While pouring his passion into infusing quality into the sandwich industry he's also an avid motorcycle rider, he pilots small planes and he's been a horse trainer. He's won race car championships and has even formed a Nashville area band, fittingly called The Jon Smith Band. He's also honed his business acumen in several other industries by opening and developing an ice cream concept, grinders restaurant, and swimwear stores. All were sold successfully and are still in business to this day.

From music to motorcycles he's experienced a lot... but still, nothing puts a smile on his face more than when he sees a customer enjoy one of his fresh hand crafted subs for the first time.

That's a feeling unlike any other for this man of many talents.

He began his journey into freshness in 1988 when he purchased two failing sub shops. He transformed the menu, pricing, and overall operations and won customers over. He added a new prototype and quickly realized the more he built, the more the business grew. Today he has locations throughout Palm Beach County, Florida.

The story of Jon Smith Subs is one of success. Decades of hard work resulting in delicious results for customers, and a great place to work for the dedicated staff in all the locations. For the man who loves the thrill of flying high, racing fast and striking all the right notes, the dream of delivering the best tasting sub has been realized.





The Right Ingredients For Success: United Franchise Group

Jon Smith Subs is part of the United Franchise Group family of brands. United Franchise Group is the Global Leader for Entrepreneurs and home to some of the world's most successful franchise brands, with nearly 1,400 locations in more than 80 countries around the world.

CEO Ray Titus is a widely recognized leader in the franchise industry. He started the company in 1986 with the Signarama brand in Farmingdale New York. He has now grown it to include some of the franchise industry's top-ranked, award-winning brands.



Ray Titus
United Franchise Group CEO

World Class Support

We're dedicated to the success of each **Jon Smith Subs Area Developer** and we have the systems and people in place to provide world-class training, operations and marketing support. Our professionals will provide comprehensive training, marketing launch expertise and ongoing collaboration and assistance to ensure that your locations get the attention they need to get off the ground quickly and then grow successfully.

Real Estate & Financing

- Location & set-up assistance to ensure your locations capitalize on exposure opportunities
- The dedicated real estate team assists with demographics and lease negotiations on your behalf
- Financing opportunities available

Training

- Comprehensive training program at our West Palm Beach, Florida world headquarters followed by on-site training at your location
- Access to online training tools and collaborative systems
- In-depth franchise operations manual

Ongoing Support

- Ongoing visits and communications from our support and executive staff
- Private access to downloads & information
- Regional meetings and national conventions

Marketing

- Innovative marketing plans that include a multi-channel approach that focuses on your local market
- Grand opening program, PR campaigns, online marketing solutions, printed materials, mailers, point-of-purchase displays and ads created by in-house marketing team
- Advertising programs designed to provide ongoing solutions for driving traffic to your store and creating brand awareness for this exciting new brand in the fast casual restaurant industry



World Headquarters
West Palm Beach, Florida

Jon Smith SUBS

**Guaranteed
Fresh!**

- Grilled To Order
- Fresh Sliced Cold Cuts
- Unique Flavor Combinations
- Marinated Sirloin Steak
- Whole Chicken Breast
- Real Creamy Provolone Cheese
- Whole Albacore Tuna
- Crisp Vegetables
- French Fries



The Jon Smith Subs Difference Delivers Results

Happy customers have been enjoying delicious Jon Smith Subs since 1988. That's one of the things that sets it apart from any other brand. Why have diners become customers for life? Because they can taste the difference real quality makes. Grade A steak and chicken, real cheese and menu items you can't find in other sub shops. Here are some of the tasty things that set Jon Smith Subs apart from the rest:

- Flavorful hot, fresh off the grill options
- Crispy, piping-hot french fries customers can enjoy with their delicious subs
- Quality you can taste that includes fresh meat and real ingredients from cheese to condiments
- Unique menu items customers won't find anywhere else
- Personal attention enhances the customer experience - the delicious meal is delivered right to the customer's table and those waiting for take-out have a designated seating area to relax while they wait
- Developed by Jon Smith - a character who has poured his creative talents into creating delicious results for customers, delivering the best tasting sub and creating a customer base that returns again & again



Your Next Steps

This exciting **Area Developer** opportunity begins with a simple discussion. Let's talk about your future plans and how Jon Smith Subs may be a part of it. Feel free to give us a phone call or send an email. We look forward to talking with you further about this exciting new opportunity in the fast casual food arena.

Contact us:

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Higher Quality. Bigger Portions. Better Subs.

Jon Smith



A Fresh New
Opportunity In The
Sandwich Franchise
Industry

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