



BECOME A PART OF AN AWARD- WINNING FRANCHISE MODEL

Earn Great Revenue

NO INFRA NEEDED
Plug & Play Model For Quick ROI



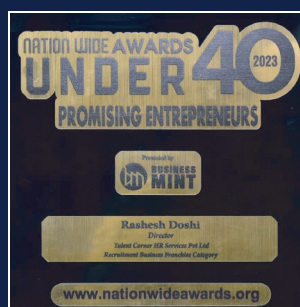
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PAN India



22+ Years
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25,000+
Recruitments



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TALENT. UNFOLDED.

Launched in 2002, Talent Corner HR Services is India's Premier Recruitment Brand with over 80+ Franchise Partners across India.

Our Mission

To add 100+ Franchise Partners in the next 3 years

Come, be a Part of the Growth Story!

Our business model offers flexible timings ideal for individuals, stay-at-home mothers and entrepreneurs looking to diversify.

Business Support

Client Exclusivity on PAN India

Focus on Client Servicing – not on Client Acquisition

Catering to: IT, FMCG, Engineering, Finance, Logistics, Media etc

Training Support

6 days Comprehensive Online Training Program

3 Days Practice Session

Exclusive Online Library with Training Videos

Team Support

Team Leader – One point of Contact from HO

Assign job requirements

Monthly Reviews and Goal Tracking.

Nationwide awards 40 Under Promising Entrepreneurs

-Recruitment Business Franchise Category
-by Business Mint

Innovative Business Model in Recruitment Industry

- Business Innovation Summit - 2023

Franchise Startup of the Year 2022

Professional Services Category
- Franchise India

India's Top 100 Franchise Brand of the Year 2022

- Franchise India

Key Advantages:

- Work Part-Time / Full-Time
- Simple Processes
- No Useless Paperwork Compliances
- Plug & Play (Quick ROI)

We manage Accounts, Administrative Responsibility of Collecting Contracts, Invoicing, Payment follow ups and Tax Filing as a part of our support system.

Franchise Facts

Investment:

Rs. 3.56 Lakh approx.

ROI:

200% (2nd year onwards)

Set Up:

Work from Anywhere

Break-even:

8-9 Months

Expansion Plans:

Pan India

FREQUENTLY ASKED QUESTIONS BY OUR FRANCHISEES

Q: What is your Business Model?

A: It's a Zero Entry Barrier Business. Our Franchisee Model is a 'Plug & Play' way to start your own business. The business is divided into 3 Parts: Admin, Operations (Recruitment/Client Servicing) and Business Development. These responsibilities are shared between Talent Corner and our Franchisee Partners.

1) Admin: All Admin Work such as Contracts, Tax Related Documentation, Invoice and Payment follow-up which are not really Profit Making Investments of your time will be handled by the Head Office.

2) Business Development: This is one of the most critical factors. We understand this and hence the Head Office is responsible for getting you enough work to execute.

3) Operations (Recruitment & Client Servicing): This is the heart of our business. Revenues come from this source. Therefore we would require you to only concentrate on this aspect of the business. This is completely your responsibility.

Work From Home

Q: Will you train me?

A: Yes! We have 6 days Comprehensive Online Training Program, Comprising Full operations & basic to admin. 3 Days Operation Training & remaining 3 days will be Practice Sessions by Team Leader. Both these training will make you fully ready to get into action.

Q: Will I have to pay for this training?

A: No. This is included in your Franchisee Fee

Q: Will there be a Single Point of Contact in the Head Office?

A: Yes, you will be having a Team Leader at the Head Office who will interact with you on a weekly basis and will guide/assist you in the challenges you face.

Q: How many Requirements Can we Expect Every Month?

A: You can expect a minimum of 4-7 Positions in a month. If you show us good capability in handling more work, we will be happy to share more work with you. In short, the more you work, the more we share with you.

Q: What is the Maximum Requirements you can share with me?

A: We Do not have a Limit. However, you need to show us the results.

Q: Will you be sharing the same requirements with your other Franchisee or your own Recruiters?

A: No we don't. It does not make sense to have internal competition. Also, this makes you more responsible to complete a particular job. However, these positions are not exclusive only to Talent Corner, there may be some other consultants too. But we believe competition gets the best out of us.



FREQUENTLY ASKED QUESTIONS BY OUR FRANCHISEES

Q: Will there be any other training after the Induction Training?

A: A growing company needs to train its team regularly. Hence, we have created a Learning Centre exclusively for our Franchise Partners.

Q: Can I be provided Training directly from the Job Portals apart from your Training?

A: Yes, just inform the Head Office and we will schedule a training for you.

Q: How do you allocate your requirements?

A: Allocation of requirements is directly under our Managing Director. He ensures that each one gets an opportunity to work on different positions from different industries. Once we understand your forte, we will focus more on that.

Q: Can I start doing Business Development before 2-3 Months?

A: Yes, you can. You can do it yourself or hire someone but the responsibility of paying their salary and getting them to perform will be yours. We can help you train them.

**75%-25% Revenue
Sharing**

Q: Is it that after initial month you will give us less requirements?

A: No. We will give you the same number of requirements.

Q: Do I have to bring business only from my territory?

A: No you can bring business from anywhere in India.

Q: What sort of requirements are these?

A: We will provide you requirements from following categories:

1. Mid-Level – 65% of the total requirements - Annual CTC of between Rs. 5 Lakhs – Rs. 10 Lakhs)
2. Senior Level - 25% of the total requirements – Annual CTC above Rs. 10 Lakhs
3. Junior Level – 10% of the total requirements – Annual CTC between Rs. 3.0 Lakhs – Rs. 5 Lakhs

In the initial period we will share with you Junior Level Requirements which are easier to close. Once we see you building up confidence, you can expect a lot more Mid-Level Requirements. Remember, we would prefer you being capable of handling Mid-Level Requirements as soon as possible because that is where we get a majority of our work.

Q: Where are these companies Located?

A: These requirements can be from anywhere in India. However, a majority of the requirements come from cities like Mumbai, Delhi, Pune, Gurgaon, Bangalore and Chennai. We are now seeing a lot of work coming from Tier-2 cities. Over the next few years, we expect this to grow.

Q: Will there be any requirements from my city?

A: Yes. We will definitely make an effort. After all the purpose of Franchising is to spread across. However, we need to keep in mind that the work coming should be profitable.



FREQUENTLY ASKED QUESTIONS BY OUR FRANCHISEES

Q: Is there any territory exclusivity?

A: There is no exclusive territory for anyone. Similarly, you are not restricted to work from a specific territory. In case you need move your residence, you can relocate without any hesitation and work from anywhere.

Q: Which industries do you cater to?

A: All industries except from BPO/KPO and Freshers. If a Franchisee wants to work on any of these, they are free to do so.

Q: Can I get requirements only from a specific industry?

A: It is only sensible, not to be dependent on one industry. The more diverse work you do, the more benefits you will reap.

Q: What if I am unable to complete a requirement?

A: We will help you. Our job is to support you from time to time.

No Sales Required

Q: Will I get enough work?

A: Keeping you idle is a loss to us.

Q: What is your Service Fee?

A: We charge 8.33% of the Gross Annual CTC of the Candidate. This is payable to us within 30 days of the candidate joining. Please keep in mind there are delays in payments sometime from the client's end.

Q: Do we work at less than 8.33%?

A: Preferably not. However, it is sometimes beneficial for you to work at lower rates because you do not have too much overhead costs. Choice is yours.

Q: Can you give me an example?

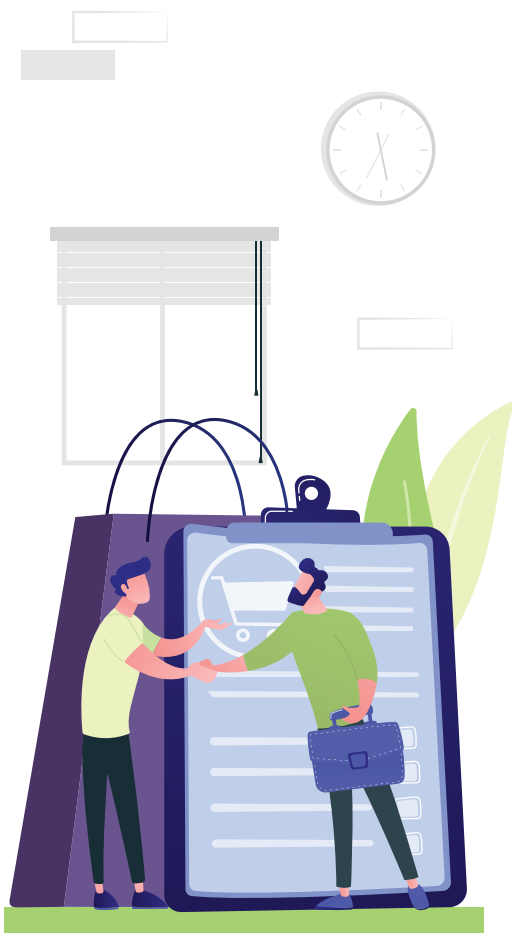
A: Let us assume that you have placed a candidate at Rs. 6,00,000 p.a. The service fee will be Rs. 49,980 and the invoice amount with taxes will be Rs. 56,977. The client will pay us after deducting TDS at 10%, so we get Rs. 51,279. Your share is 75% of Service Fee, which comes up to Rs. 37,485. Out of this 2% TDS is deducted. Therefore, you will get Rs. 36,735. For the balance, Rs. 750 you will be getting a TDS Certificate.

Q: What is the payment cycle?

A: Payments are expected from clients 30 days after the candidates join. But we would like you to note that sometimes clients delay this payment for 10-15 days. This is beyond our control and we do not like to pull a fight with our client.

Q: What is the sharing percentage?

A: 75% is Franchise Partner's share and 25% charge as royalty fees.



FREQUENTLY ASKED QUESTIONS BY OUR FRANCHISEES

Q: When do you transfer money to me?

A: Within 7 days of us receiving the payment. Preferably we try and do it the same day as it is credited to our account. It is your money and its best when it is with you.

Q: What is the total investment?

A: Total Investment: Rs 3.56 Lakh Approx.

One-time (Lifetime) Franchise Fees: Rs. 2,25,000 + GST - Rs. 40,500 (18%GST) + Annual Portal Subscription

Q: Can you deduct my Franchisee fee from my earnings?

A: Franchisee fee needs to be paid up front.

Q: What is the Franchisee period?

A: Minimum 3 years. We need people with a longer vision.

Low Investment No Renewal of Franchise Fees

Q: What portals will be provided to me?

A: We will give you 2 best Portals: Naukri and Shine. To know more, please contact to your Franchise Developer. As of now every job seeker (Fresher & Experienced) has a professional account on LinkedIn, so we also take benefit and it helps us in headhunting for mid and senior level positions. So we will also provide you training on that aspect as well.

Q: Are there any other investments?

A: Space, computer, internet, telephone, your time and your effort.

Q: How much will I earn?

A: That is something that you need to decide for yourself. This is not a salaried job, so there are no promises.

Q: How soon can I expect results?

A: Anywhere from 1 day 1 to 3 months. Remember this is a Business. You will take time to understand it and you must not hurry up.

Q: But what is the expected time to break even?

A: Anytime between 8-9 months.

Q: Are there any other Government Registrations that we need to do?

A: No. Nothing at this moment of time



FREQUENTLY ASKED QUESTIONS BY OUR FRANCHISEES

Q: Do I need to be fully involved in the business or can I hire someone?

A: We prefer you to be fully involved. However, if you have a good ability to delegate and manage people, feel free to hire someone. But remember salaries are supposed to be borne by you.

Q: If I build a team what support I can get?

A: We will provide email IDs and will issue them Appointment Letters signed by Talent Corner's Managing Director: Mr. Rashesh Doshi and Franchise Partner as Branch Head.

Q: Will I get enough work if I will build a team?

A: Yes. Remember, the more positions you close, the more profit we make.

Q: Can I come and meet you at your office?

A: Yes you are welcome. We couldn't be happier if you do.

Quick Return On Investment

Q: If I am not able to do the job, can I give up?

A: Giving up is not a Talent Corner culture. However, if it is not giving you the desired results after putting in considerable efforts, you can choose to do so. After all every effort you make needs to result into profits.

Q: Are you looking to go international?

A: We have already started tapping the Dubai and Sri Lanka Market.

Q: Will we get an opportunity to be a part of this expansion?

A: A big yes!

Q: Can I run my operations at 2 places at one-time?

A: You need to operate from one place at one-time.

Q: Can I also grow within the organisation?

A: We have a growth chart which will be shared after you finish the first 3 years.

Q: What can I do to block my Franchisee?

A: You need to deposit Rs. 1,18,000/- in our bank account, and for the balance, you can give us a Demand Draft / Cheque / Fund Transfer when we start the Franchisee.

Q: What will be My Designation?

A: We never refer to you as a Franchise. For the World, you are our Branch Head.



01

REQUIREMENT GATHERING

We understand the job requirement from the client in detail.

02

CANDIDATE SEARCH

The appropriate candidates from our database of job seekers & other sources are searched

03

TELEPHONIC SCREENING

We screen the candidate over a telephonic call & make sure the candidate fits the job requirement

HOW RECRUITMENT INDUSTRY GENERATES WEALTH?

04

INTERVIEW LINEUP

Interview as per the availability of the client and the candidate is arranged.

05

CANDIDATE SELECTION

The client selects the appropriate candidate and gives a joining date.

06

FEES PAYMENT

Service charge as per the agreement is then collected.

Follow us for our franchise partners success stories:  Youtube / TalentCorner

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