

25
YEARS
IN
BUSINESS
Estd 2002



3800+ Clients
on PAN India



24+ Years
of Expertise



30,000+
Recruitments



15+
Years
Franchise
Network

**Step into
an award-winning
franchise model built for SUCCESS**

NO INFRA NEEDED
Plug & Play Model For Quick ROI



Talent Corner is Trained &
Inspired by the Stanford School of Business (Seed)

Preshita Vishal Rane
+91 7400184730
preshita.rane@talentcorner.in
www.talentcorner.in



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TalentCorner

TALENT. UNFOLDED.



Launched in 2002, Talent Corner HR Services is India's premier recruitment brand with over 100+ Franchise Partners across India.

Come be a part of the growth story!

Who Is This For?

Whether you're a corporate professional looking to build something alongside your career, a homemaker ready to turn your everyday skills into financial independence, someone on a career break exploring a fresh start, or a retired professional with capital and wisdom to invest — this opportunity is designed for you. If you have an entrepreneurial mindset, and the time commitment of 4–5 focused hours a day, you already have everything you need to get started. No prior business experience required.



Business Support

- Client Exclusivity on PAN India
- Focus on Client Servicing - Not on Client Acquisition
- Catering to: Engineering, Education, FMCG, Media, Pharma, Finance, IT, Logistics, etc.



Training

- 6 days Comprehensive Online Training Program: 3 Days Process Training + 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 2024

Recruitment Business Franchise Category by Business Mint

Innovative Business Model in Recruitment Industry 2023

Business Innovation Summit

Franchisee of the Year 2021, 2022 & 2024

Professional Services Category - Franchise India

India's Top 100 Franchise 2020 & 2023

Brand of the Year - Franchise India

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

KEY ADVANTAGES:

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

Franchise Facts

Investment:

₹ 2,95,000/- (Inclusive of GST) +
Job Portals - 80k - 1L (Annually)
ROI: 200% (2nd year onwards)*

Set-Up:

Work from Anywhere

Break-even:

9-12 Months

WORK FROM HOME

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.

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 by-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.

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 System (LMS)** 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.

70% - 30% REVENUE SHARING

Q: How do you allocate your requirements?

A: Allocation of requirements is directly under our 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.

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: What sort of requirements are these?



A: We will provide you requirements from following categories:

- Mid-Level – 65% of the total requirements - Annual CTC of between ₹ 5 Lakhs – ₹ 10 Lakhs
- Senior Level - 25% of the total requirements – Annual CTC above ₹ 10 Lakhs
- Junior Level – 10% of the total requirements – Annual CTC between ₹ 3.0 Lakhs – ₹ 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.

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 to move your residence, you can relocate without any hesitation and work from anywhere.

Q: Which industries do you cater to?

A: As it is sensible to not be dependent on one industry, we work across all industries except BPO/KPO and freshers. If a Franchisee wants to work on any of these, they are free to do so.

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.

Q: Will I get enough work?

A: Keeping you idle is a loss to us.



NO SALES REQUIREMENTS

<p>Q: What is your Service Fee?</p>	<p>A: We charge 8.33% of the Gross Annual CTC of the Candidate. This is payable to us within 30-45 days of the candidate joining. Please keep in mind there are delays in payments sometime from the client's end.</p>
<p>Q: Do we work at less than 8.33%?</p>	<p>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.</p>
<p>Q: Can you give me an example?</p>	<p>A: Let us assume that you have placed a candidate at ₹ 6,00,000 p.a. The service fee will be ₹ 49,980 and the invoice amount with taxes will be ₹ 58,976. The client will pay us after deducting TDS at 10%, so we get ₹ 53,978. Your share is 70% of Service Fee, which comes up to ₹ 34,986. Out of this 2% TDS is deducted. Therefore, you will get ₹ 34,286. For the balance, ₹ 670 you will be getting a TDS Certificate.</p>
<p>Q: What is the payment cycle?</p>	<p>Payments are expected from clients 30-45 days after the candidates join. But we would like you to note that issometimes clients delay this payment for 10-15 days. This beyond our control and we do not like to pull a fight with our client.</p>
<p>Q: What is the sharing percentage?</p>	<p>70% is Franchise Partner's share and 30% charge as royalty fees.</p>
<p>Q: When do you transfer money to me?</p>	<p>A: Within 7 days of us receiving the payment.</p>
<p>Q: What is the total investment?</p>	<p>A: Total Investment: ₹ 3.89 Lakh Approx. One-time (Lifetime) Franchise Fees: ₹ 2,50,000 + ₹ 45,000 (18%GST) + Job Portal Subscription Annual</p>
<p>Q: Can you deduct my Franchisee fee from my earnings?</p>	<p>A: Franchisee fee needs to be paid up front.</p>
<p>Q: What is the Franchisee period?</p>	<p>A: Minimum 3 years. We need people with a longer vision.</p>
<p>Q: Are there any other investments?</p>	<p>A: Space – You can even Work from Home, computer, internet, telephone, your time and your effort.</p>
<p>Q: How much will I earn?</p>	<p>A: That is something that you need to decide for yourself. This is not a salaried job, so there are no promises.</p>
<p>Q: But what is the expected time to break even?</p>	<p>A: Anytime between 9-12 months.</p>

LOW INVESTMENT NO RENEWAL FEES

Q: Are there any other Government Registrations that we need to do?	A: No. Nothing at this moment of time.
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 Director 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.
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: 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 ₹ 1,47,500 in our bank account, and for the balance, you can give us a Demand Draft / Cheque / Fund Transfer when we start the Franchisee. Please also check our payment policy.
Q: What will be My Designation?	A: We never refer to you as a Franchise. For the World, you are our Principle Consultant.



QUICK RETURN ON INVESTMENT

Onboarding & Induction Training

Q: What will I learn during the initial 6-day Onboarding?

A: The Onboarding covers the three pillars of our business:

- **Operations:** How to source, screen, and shortlist candidates. Basically the End to End Recruitment Process.
- **Admin:** How to use the internal systems, manage documentation, and handle invoicing (supported by HO).
- **Client Servicing:** How to manage communication between the company and the candidate.

Q: Is the Onboarding training conducted in person or online?

A: It is a 6-day Comprehensive Online One to One Training Program. This allows you to start your business from anywhere in India without needing to travel to the Head Office.

Q: What happens if I forget a process after the training?

A: Every franchisee gets access to our Exclusive Online Library. This contains a full suite of training videos and manuals that you can revisit anytime.

Q: Can I get training on specific job portals?

A: Yes. If you feel you need deeper technical training on specific portals, you can inform the Head Office, and we will get to participate in a training conducted by the Job Portal.

Q: Do we have a specific software to manage operations?

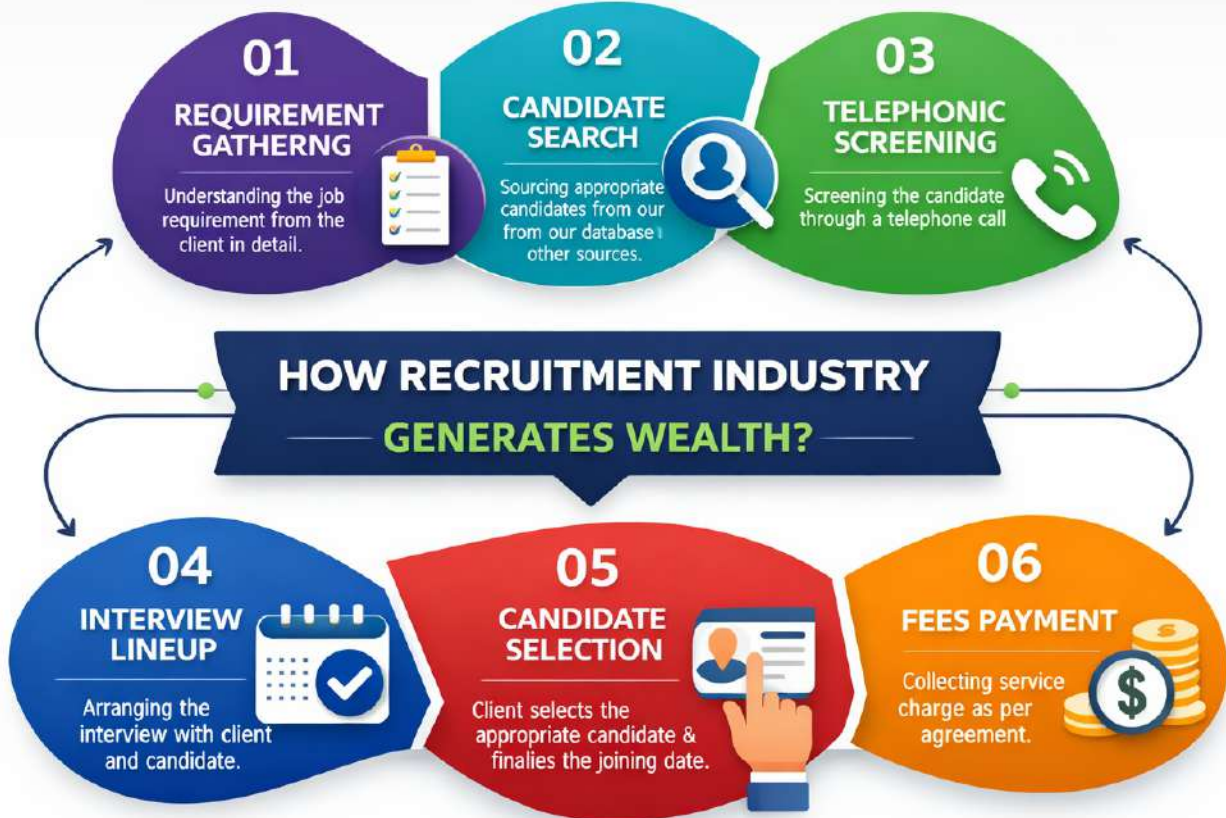
A: Yes. We use Saarthi 360, a proprietary Workflow Management designed specifically for our business model. It acts as a single window for managing your entire Workflow right from Client Allocation to Invoicing.



HOW



TYPICAL PROCESS



Preshita Vishal Rane
+91 7400184730 | preshita.rane@talentcorner.in

Talent Corner HR Services
Bhaveshwar Plaza, 708 & 709, Bhaveshwar Arcade Annex,
Lal Bahadur Shastri Marg, opposite Shreyas Cinema Road, behind
Saraswat Bank, Ghatkopar West, Mumbai, Maharashtra 400086

TalentCorner www.talentcorner.in
 talentcorner_hr talentcornerhr