



Simple Model. Growing Industry.

BUZZWORTHY FRANCHISE OPPORTUNITY.



Join The #1 Outdoor
Pest Control Franchise

a neighborly® company



A SOURCE OF RELIEF— FOR CUSTOMERS AND FRANCHISE OWNERS ALIKE

Since 2010, our bold yellow vans have been a beacon of relief for thousands of families, making outside fun again for those who want to enjoy warm weather without donating blood to the mosquitoes, ticks and fleas they share their outdoor space with.

After growing to over 370 locations, we know that sense of relief goes far beyond creating itch-free backyard barbecues. The franchise owners in our growing family feel it, too, finding relief from the year-round, nine-to-five with a more relaxing schedule and the means to actually enjoy their time away from work. And that foundation of improving the lives of everyone we touch is what's made us the **#1 Outdoor Pest Control Franchise** on the market.

Low-\$25,901
Average-\$347,438
High-\$1,460,894

2021 annual gross sales
low, average and high¹

50%
of MoJo owners are couples
running the show together

52%
of MoJo owners own
multiple territories

71%
customer retention drives
recurring revenue²



EXECUTIVE OWNERSHIP MODEL

You're the boss. You make schedules, hire and train – you run the business.

BUZZING PEST CONTROL MARKET

An opportunity to invest early in a growing industry with tons of white space in the market.

IMPROVED WORK/LIFE BALANCE

A family-friendly work week and a flexible schedule with no late-night or emergency work.

THE BUSINESS MODEL ENTREPRENEURS ARE ITCHING FOR

Our recession-resilient model is simple: people see the comfort that comes with mosquito, tick and flea control as a necessary luxury. Once they go outside without feeling the all-too-familiar sting, they won't want to live without Mosquito Joe again. But the benefits of our franchise opportunity go far beyond high demand and customer satisfaction.

MOSQUITO, TICK & FLEA CONTROL EXPERTISE

We continually monitor resistances in the pest population to keep their development at bay, meaning that the variety of treatment options stay effective.

EFFICIENT SERVICE PROCESS

The simplicity of the treatment process enables technicians to service customers efficiently each day, so you can make the most of the warm months.

CUSTOMER-FOCUSED TECHNOLOGY

We integrate technology at every customer touchpoint to create a seamless experience they'll be eager to repeat.

TRUSTWORTHY, PROFESSIONAL SERVICE

Customers know that your certified, uniformed technicians will get the job done right — and quickly — without having to interrupt their day.

Sweet Seasonality

Mosquito season starts and ends at 50° Fahrenheit which means, depending on climate, your peak pest season could last anywhere from 3-10 months. But regardless of the length of the buzzy season, many Mosquito Joe owners are able to make a comfortable living that lasts year-round.

The off-season, on the other hand, gives owners a chance to regroup after a long summer, prep for next season and have time away from work to focus on what really matters: time with family, holiday travel or just a much-needed break.



NOT JUST A NEIGHBORHOOD NUISANCE

The problem with the pests we help our customers manage isn't limited to forests, lake regions, and wetlands. Where there are mosquitoes, ticks, fleas or, in drier climates, scorpions, there are people desperate for the itch-free relief we provide.

The global mosquito population is exploding, and with it, the transfer of potentially deadly vector-borne disease.

- Mosquitoes are statistically the deadliest animal on earth, responsible for at least **725,000** deaths each year.³
- Nearly **50%** of the global population will live where mosquito species are established by 2050.⁴
- The global pest control industry is projected to see a compound annual growth rate of **5.2%** through 2025 – and by then, it's expected to top **\$27.6 billion**.⁵

BIGGER THAN BUGS

What we do at Mosquito Joe is more than just outdoor mosquito, tick and flea control – it's giving our customers and our communities a sense of comfort and safety when it comes to their outdoor spaces. We're here to invite our customers to step outside again, and enjoy the summer months without worrying about pests.



HELPING PEOPLE TAKE BACK THEIR BACKYARDS SINCE 2010

Mosquito Joe was founded in Virginia Beach as a mom-and-pop pest control service by a group of friends hoping to fight back against the growing mosquito, tick and flea problem in their community. When the concept started to take off, we wanted to put the power to make outside fun again into the hands of as many passionate people as we could – and the Mosquito Joe franchise was born.

Then in 2018, we teamed up with Neighborly, the largest group of premier home service brands in the world. With their guidance, Mosquito Joe has created an opportunity for franchise owners to join a team of community heroes who provide itch-free summers to thousands of families nationwide.

ACCOLADES & ASSOCIATIONS



WHAT IT MEANS TO BE NEIGHBORLY

Neighborly is the world's largest home services franchisor of 29 brands and more than 5,000 independently owned and operated franchises that repair, maintain and enhance properties, united under one platform serving 10 million + customers in nine countries.

SUPPORT TO HELP YOU SWAT THE COMPETITION

We're here for you – anything you need to feel confident and comfortable about your transition to business ownership, we're here to provide. Every step of the way.

LEARN HOW TO OWN AND OPERATE A BUSINESS

Our Sure Start training program emphasizes establishing leaders through education, taking you through classroom-style and hands-on business, sales and marketing training and much more.

POWERFUL TECHNOLOGY MAKES BACK-OFFICE WORK EASY

Simplify your day-to-day duties with exclusive business management software – our system for job estimates, tracking leads, educational materials on leadership and workplace culture, and more.

BUILDING UP YOUR PEST CONTROL POSSE

Take advantage of an easy-to-use, third-party hiring and onboarding platform. We also provide continuous learning programs to help you manage the hiring and training process.

LET MOSQUITOES, TICKS & FLEAS KNOW WHO'S BOSS

The vibrant yellow branding on our vehicle wraps, bold marketing collateral and crisp technician uniforms boost your visibility and set Mosquito Joe apart from the rest.

CONTINUOUS HANDS-ON SUPPORT

Get ongoing training and guidance from a seasoned Franchise Business Coach, and a network of other accomplished Mosquito Joe franchise owners dedicated to your success.

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...es suck
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bites. If
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s and reinforcing the need to
reduce your family's exposure
health risks they carry by using
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...s, children's toys, kiddie pools,
stainers like watering cans and
...nd check for dogs
t pool.
...trash cans or recycle bins so water
...reas and landscaped areas where
...its clean, properly circulated
children's wading pools empty
when not in use.
...our facets.
...rbs short, as adult mosquitoes gather
cool areas.
...rofessional mosquito control treatment
reat way to help keep your yard protected.

55-ASK-A JOE
GHT TO YOU BY MOSQUITO JOE

WE'RE NOT YOUR AVERAGE JOE.

FIRST CLASS SERVICE, HOMETOWN TREATMENT.

Service that is effective, affordable and convenient.

- Ranked the #1 outdoor pest control franchise*, and that's because our customers come first.
- No need to be home when service is provided.
- We stand by our satisfaction guarantee, because our job isn't done until you're happy.

MOSQUITOES, TICKS AND FLEAS: IT'S WHAT WE DO.

You wouldn't ask us to cut your grass, so don't expect them to be experts at getting rid of mosquitoes, fleas and ticks.

- Outdoor pest control is not an add-on service, it's our expertise.
- Our technicians are certified and specialized in outdoor pest control.
- Mosquito control services that are customized to your yard and needs.

*Entrepreneur Magazine 2019 Franchise 500

\$25 off FIRST TREATMENT
COUPON CODE: FIRSTNOJO

*New customers and limited number of offers. Some restrictions may apply. See website for details.

FLIP & SAVE

MOSQUITO JOE

WE'RE NOT YOUR AVERAGE JOE.

Take back your yard with our professional mosquito control services, and let's make outside fun again.

A BRAND YOU CAN TRUST

Our mission is to make outside fun again, and that's a job we take seriously.

- Satisfaction guaranteed.
- You'll never be required to sign a contract.
- Locally owned and operated with support from a national network of experts.

Visit: MosquitoJoe.com

Call: 555-555-5555

@mosquitojoe

ALL ABOUT THE MOSQUITO

Mosquitoes are small, blood-sucking insects. The female mosquito is the one that bites. Mosquitoes fly at night, but they can bite you anytime. Mosquitoes are 1/8 inch long. Mosquitoes have long legs. Mosquitoes have wings. Mosquitoes have antennae. Mosquitoes have a proboscis. Mosquitoes have a digestive system. Mosquitoes have a circulatory system. Mosquitoes have a nervous system. Mosquitoes have a reproductive system. Mosquitoes have a respiratory system. Mosquitoes have a urinary system. Mosquitoes have a skeletal system. Mosquitoes have a muscular system. Mosquitoes have a integumentary system. Mosquitoes have a digestive system. Mosquitoes have a circulatory system. Mosquitoes have a nervous system. Mosquitoes have a reproductive system. Mosquitoes have a respiratory system. Mosquitoes have a urinary system. Mosquitoes have a skeletal system. Mosquitoes have a muscular system. Mosquitoes have a integumentary system.

ALL ABOUT THE TICK

Ticks are small, arachnid insects. They are not insects. Ticks are 1/4 inch long. Ticks have eight legs. Ticks have a body that is divided into two parts. Ticks have a head and a body. Ticks have a proboscis. Ticks have a digestive system. Ticks have a circulatory system. Ticks have a nervous system. Ticks have a reproductive system. Ticks have a respiratory system. Ticks have a urinary system. Ticks have a skeletal system. Ticks have a muscular system. Ticks have a integumentary system. Ticks are not insects. Ticks are arachnids. Ticks are 1/4 inch long. Ticks have eight legs. Ticks have a body that is divided into two parts. Ticks have a head and a body. Ticks have a proboscis. Ticks have a digestive system. Ticks have a circulatory system. Ticks have a nervous system. Ticks have a reproductive system. Ticks have a respiratory system. Ticks have a urinary system. Ticks have a skeletal system. Ticks have a muscular system. Ticks have a integumentary system.

WHO DOES THE BITING?

Only female mosquitoes bite. Males feed on flower nectar.

SWARM

What a group of mosquitoes are called.

LOVER'S DUET

When the male and female meet, their buzzing synchronizes to the same speed.

HOT AFTERNOONS

are the best time to bring Mosquito Joe. Mosquitoes are most active between 1 and 5 PM.

\$60 off FIRST TREATMENT
EXPIRES: 05/15/2019
Cannot be combined with any other offers. Valid on any size yard. Minimum of 5 treatments.

FINISH

If a job was held between the flying months, you'll never see another mosquito.



BECOME A NEIGHBORHOOD HERO — NO EXPERIENCE REQUIRED

Our opportunity is open and appealing to just about everyone with entrepreneurial spirit. Variability and seasonality make our model an attractive choice to people from a very wide range of career backgrounds and lifestyles: physicians, lawyers and everything in between.

WHAT YOU BRING TO THE TABLE

DESIRE FOR BUSINESS SUCCESS

Your own dedication, drive and desire can make or break your business — so you've got to have the verve to make it work for you.

PASSION FOR HELPING OTHERS

As a leading mosquito, tick and flea control expert, you're in the business of helping people find ways to improve their lives and take back the time and places they cherish, as well as lending a helping hand to a fellow franchise owner, or giving back to your community.

My wife and I wanted to find a business that we could give back to our community and make a difference for others. When we were looking at opportunities, Mosquito Joe seemed to fall right into place. Mosquito Joe is a family of owners who truly collaborate, support and believe in each other. We are also supported by a very talented Corporate team that invests in our development and future.

Lee and Hollie Woodham
Franchise Owner, Northwest DFW, TX

THE MEANS TO INVEST

\$250,000

minimum net worth

\$50,000

in available liquid capital

\$42,500

franchise fee⁷

\$109,700

\$148,700

initial investment range and
any additional franchise
fees and real estate costs⁶

17%

veteran discount



WE'RE JUST GETTING STARTED

Mosquito Joe is the fastest-growing franchise in a fast-growing industry – don't miss your opportunity to claim territory in your area and create the entrepreneurial lifestyle you deserve. Reach out to us and find out how to own a Mosquito Joe franchise.

Contact us:

855-564-6563

mosquitojoefranchise.com

**MOSQUITO
JOE**

1. Refer to Item 19 of the 2022 Mosquito Joe Franchise Disclosure Document (FDD) for full details. For Reporting Period 2021 there were 344 total reporting Franchised Businesses in operation for at least 12 months as of 12/31/21. New franchisees' individual financial results may differ from the results stated herein. 2021 Annual Gross Sales: Average - \$347,438; Median - \$263,347; High - \$1,460,894; Low - \$25,901
2. Refer to the Item 19 of the 2022 Mosquito Joe Franchise Disclosure Document (FDD) for full details. This figure represents the reported customer retention rate for 371 franchised Mosquito Joe businesses.
3. GatesNotes
4. Science Daily
5. Allied Market Research
6. Refer to Item 7 of the 2022 Mosquito Joe Franchise Disclosure Document (FDD) for full details.
7. Refer to Item 5 of the 2022 Mosquito Joe Franchise Disclosure Document (FDD) for full details.

This advertisement does not constitute an offer of a franchise. A franchise offering can be made by us only in a state if we are first registered, excluded, exempted or otherwise qualified to offer franchises in that state, and only if we provide you with an appropriate franchise disclosure document. Franchises may not be available in all states. The filing of an application for registration of an offering prospectus or the acceptance and filing thereof by the NY Department of Law as required by NY law does not constitute approval of the offering or the sale of such franchise by the NY Department of Law or the Attorney General of NY. MN Reg. File No. 8232. Mosquito Joe Franchising, LLC, 4490 Holland Office Park, Suite 100, Virginia Beach, VA 23452

a **neighborly**® company