



MAIL BOXES ETC.®

#PeoplePossible

MAIL BOXES ETC.

FOR YOUR FUTURE

Join Our Discovery Day

And learn how you can become the central hub for local business in Logistics, Pack & Ship and Print & Marketing

* Franchise Partner Ausra Miksiene - MBE Oxford 2024

Contents

- ✓ Join Our Mail Boxes Etc. Discovery Day
- ✓ Why MBE
- ✓ The Ideal Candidate
- ✓ Benefits
- ✓ Our Solutions
- ✓ MBE Worldwide
- ✓ Key Characteristics

MBE Discovery Day



**Join Us On Thursday
the 19th September
2024, In London**

**Dynamis House 6-8
Sycamore Street London,
EC1Y 0SW**

Arrival

Settle in and make use of the drinks and refreshments that are provided.

Meet Our Director

Meet Franchise Recruitment Director Richard Cage who will show you the main benefits of owning a Mail Boxes Etc. franchise.

- ✓ Proven Franchise Model
- ✓ Comprehensive Support
- ✓ Brand Recognition
- ✓ Diverse Revenue Streams
- ✓ Scalable Business
- ✓ Global Network
- ✓ Growing Market
- ✓ Flexibility
- ✓ Marketing Support
- ✓ Community Involvement

Q&A

After learning all about this unique franchise opportunity, you get the chance to ask all your questions.

The Next Steps

We'd love to see you again! So if you decide the business model is right for you and that you're a good fit for Mail Boxes Etc., we can then look at discussing the next steps for your new business journey.

Why MBE?

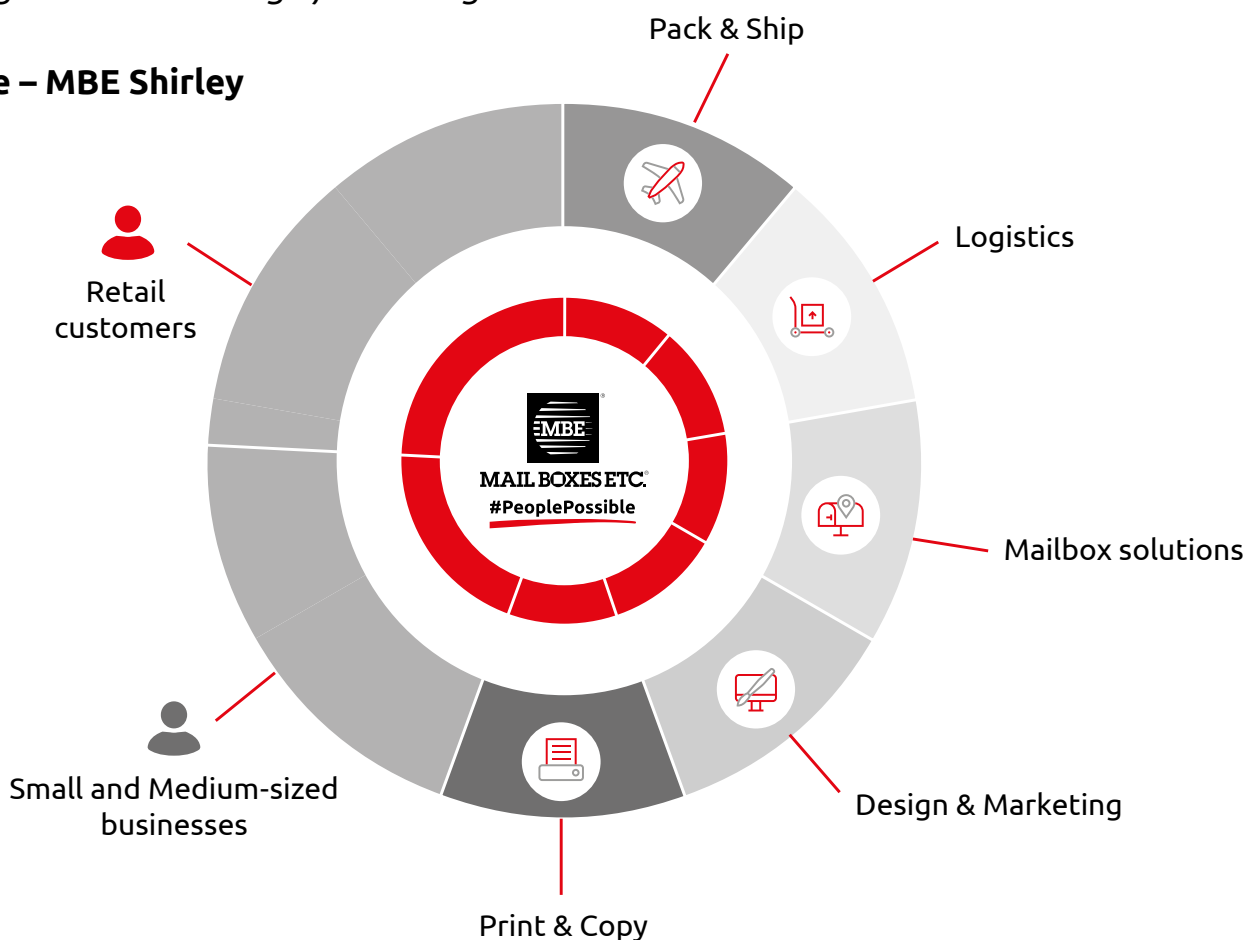
There has never been a higher demand for shipping, e-commerce support and virtual address services. Mail Boxes Etc. is here to meet that demand. We provide solutions for pack and ship, design and print, and virtual office services to small and medium-sized businesses and retail customers, through a network of franchised and directly owned service centres.

MBE Centres support the needs of business owners, individuals and companies through an easy-to-access distribution network which provides tailored services and products with a distinctive and unique level of customer care.

"Having been involved in a business venture before, I understand how difficult and complicated it can be to set up your own business. This time I was looking for something with a brand, structure and organisation behind it. I liked the idea of working in partnership and developing a business through franchising."

Karl Lowe – MBE Shirley

The strength of a solid, international network



The Ideal candidate

MBE franchisees come from a range of different backgrounds and skill sets. The qualities of successful Mail Boxes Etc. affiliates include a **strong desire to be in charge of your own destiny, great enthusiasm, personal motivation, efficient organisational skills and an appetite for new challenges, everything else can be trained!**

- ✔ To open an **MBE Centre, you need two people** - one wholly based in the centre supporting your walk-in customers, the other out in the field, networking, building relationships and establishing your centre as the central hub, the one-stop-shop for local business.
- ✔ The **ideal candidate** is also a sales-focused individual who **actively seeks business clients** who recognise the added value and service benefits offered by MBE.
- ✔ **MBE franchising is perfect for anyone looking for greater autonomy in their career**, as well as those who are already entrepreneurs, business owners or self-employed and seeking to diversify their business.
- ✔ The MBE model also offers the more entrepreneurial candidate **the perfect opportunity to own multiple centres.**



Benefits

Joining the MBE network means joining a global family made up of skilled, passionate and determined entrepreneurs. A **#PeoplePossible** team, in which everyone contributes to the success of the network, in a forward-looking and dynamic environment.

If you join our global MBE family, you will benefit from:

- > The support of an established and well known brand, recognised for its dedication to customer service
- > Initial and ongoing training – both in-store and remotely through a dedicated portal
- > National Marketing including in-store promotional packs, web, email and digital marketing campaigns
- > Framework agreements, innovation and technology
- > Support with business planning, goal-setting, sales and local marketing initiatives to reach your business and personal goals
- > Operational support with processes, plus technical assistance
- > Support in applying for start-up loans and finding the right premises for your new centre

Dedicated Network Sales & Operations support;

Your NSO will be with you every step of the way in the early stages after opening your new Mail Boxes Etc. Service Centre, helping you get up on your feet and answering any queries you may have. Your NSO is dedicated to you and will be your conduit to what's happening around the franchise network. There to listen, support, coach, train and give you the backing you need to meet your business and personal goals.

Peter Petersons

**Entrepreneur and owner
of MBE Weybridge, Surrey**

“After a career as an IT professional, I decided I wanted to be my own boss. I researched opportunities and found the idea of franchising appealing. I needed something that would suit my business background and MBE seemed like a good fit. I like the fact that they have a strong brand, good marketing campaigns and an excellent supplier network.

I opened my MBE store in 2002 and have been operating successfully for over 20 years.”




























Our solutions

Thanks to the diversity of our services, **MBE Centres have become an essential part of the day-to-day operations of many individuals and businesses** - regardless of their size and location.

At MBE, we develop innovative solutions for **post, shipping, e-commerce, design and print**, distinguishing ourselves in the marketplace with our high-quality offerings, personal service and expertise.

Recent events have resulted in an increase in shipping, e-commerce, mailbox and support services for both businesses and private individuals, including those based at home, and MBE is here to offer all the back-up our customers need.

-      **Pack & Ship**
-      **Logistics**
-      **Mailbox solutions**
-      **Print & Copy**
-      **Design & Marketing**

OUR SOLUTIONS





MBE Worldwide

MBE UK is part of the MBE Worldwide group and supports individuals and small and medium-sized enterprises, offering custom solutions in the world of shipping, logistics and micro-logistics, and services for e-commerce, printing and marketing. These value-added services are provided through a connected network of **140+ franchised service centres**, across the UK & Ireland.

In the current environment of radically changing business needs, all **MBE business owners and staff show an extraordinary ability to react and adapt** to emerging demands.

Trading through the pandemic

During the Covid-19 emergency, MBE centres never stopped working, guaranteeing continuity of service for our customers. The resilient spirit of our business owners and all MBE staff has highlighted their ability to adapt and react to constantly shifting consumer needs. Digital training, constant communication and support technology are the three pillars that sustained MBE during the peak of the Covid-19 emergency, emphasising the values that distinguish the brand.



More than
3,100
Service Centres

12,500
Employees in 50+
countries

\$1.26 billion
Aggregate
turnover in 2022

140+
MBE Service
Centres in UK/IE

MBE Worldwide S.p.A. ('MBE'), is a privately-owned company based in Milan, Italy, and operates a global network of mainly independently owned and operated locations, under 5 retail service centre brands. Mail Boxes Etc. represents the primary brand across Europe.

Key characteristics of MBE Centres:


**Commercial premises,
with display window,**
within a central area or near
active business districts



Good visibility,
in areas with
regular vehicle and
pedestrian traffic



Average size
50-70m²





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We look forward to meeting you at the Discovery Day on the 19th of September

Dynamis House, 6-8 Sycamore Street, London, EC1Y 0SW

Join Us

Mail Boxes Etc. is a third-party provider of shipping, fulfilment, mailbox, and print & marketing solutions to small and medium enterprises and retail consumers via a network of independently owned and operated franchised locations. MBE service centres facilitate the activities of entrepreneurs, businesses and individuals through an easy-to-access distribution network, offering customised services and products delivered with a distinguished and unique level of customer service.



www.mbe-franchising.uk

one partner, many services

© 2023 - Mail Boxes Etc. (MBE) Centres are operated by independent franchisees, through a franchise agreement under the brand name of MBE. Through its franchise network Mail Boxes Etc. provides support services for businesses and individuals. Logistics and shipping services represent the main services of MBE – enabled by MBE through favourable contractual agreements with the main national and international express couriers - and other graphics and printing services - provided either directly, or based on agreements with large printing centres. The business activity and promotion of services is carried out by each MBE franchise partner within the framework provided, both inside and outside of the MBE Centre (“sales prospecting”), targeting business and private customers. Each franchise partner is contractually obligated to perform such activities. Mail Boxes Etc. and MBE are registered trademarks used with the permission of MBE Worldwide S.p.A. (All Rights Reserved). The services offered by the individual MBE Centres can vary depending upon the location.