

FYZICAL Therapy & Balance Centers

Contact Information - Who Gets Lead Referrals

Date Last Updated: May 6, 2025
 Referral Agreement Date: January 14, 2021
 Name: FYZICAL, LLC
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 Main Email: lauren.johnson@fyzicalhq.com
 Email to send leads to: leads@fyzical.com
 Territory check email: leads@fyzical.com
 Website: www.fyzicalfranchise.com
 Referral Fee: Single: \$24k Two or more : 40% of the total franchise fees collected Masters & Area Development: 25% of the total franchise fees collected

Business Basics

Industry	Physical Therapy services	Year started franchising	2013
Year business started	2012	Franchise units open	556
Number of Company units open	54	Investment Range \$	Single: \$217,850.00 - \$518,600.00 Most locations open in the \$400k range, which includes working capital.
Franchise fee \$	\$49k for a single \$35k for unit 2 and \$20k for unit 3 if purchased as a package up front	Required liquid capital \$	Single - \$225,000 2-Pack - \$350,000 3-Pack - \$400,000
Required net worth \$	Single - \$650,000 2-Pack - \$800,000 3 - \$850,000 4+ - \$1.0M	Royalty	6%
Industry size \$	\$65.4 Billion	Available in Canada/ Internationally	No/No
SBA Registry?	Yes	Discount Program Offers	Veteran Fran
Offer Group Health Insurance?	Yes	Buyer Motives	B/A/E

In House Financing?	No	Item 19	Yes
Semi Absentee/Absentee	No		

State Registrations

Registration States

Currently not approved and not available in:
CA, FL, HI, IL, IN, MD, MI, MN, NY, RI, SD, VA, WA

Non-Registration States

Currently not available in:
None

US Territories

Currently not available in:
None

Canadian Provinces

Currently not available in:
None

Sold out: Sold Out: Las Vegas, SW Florida, Chicago Not offering to investors: New York and California (regulatory healthcare ownership hurdles

Business Features

FYZICAL Therapy & Balance Centers is the largest Physical Therapy franchise in the world, with over 600 locations open in 46 states. FYZICAL specializes in traditional physical therapy services treating patients for injury and surgery rehab, as well as our proprietary Balance Therapy Program. Founded in 2012 by franchise industry veteran Jim Abrams (founder of Ben Franklin Plumbing, One hour heating/air, Mr Sparky electric.

The demand for physical therapy services is strong and getting stronger. Fueled by the aging population, early hospital discharges and mobility issues due to obesity and diabetes, the U.S. PT industry is valued at \$65.4 Billion and is forecast to grow by 10.1% annually. A typical location is 1,750-2,300 square feet and has a balance center built in with specialized equipment. A new location will start with just 3 employees (A PT, a receptionist, and a marketer and new PTs will be added as growth demands). Absolutely no PT or medical background is required. Our franchisees hire PTs to work as their employees and provide patient care. Franchisees primary role is hiring staff, ensuring staff are trained via our FYZICAL franchise training and our online FYZICAL College portal, managing the metrics, networking and participating in community outreach.

Recession Resistant

PT is an essential service and absolutely recession resistant. Even during the recession of 2008-2010, the PT industry grew at double digit rates. In addition, all of our locations were able to stay open for business during the pandemic. Although we did see a dip in revenues during the pandemic, by July of 2020 our locations had bounced back and were actually outpacing 2019 revenues. FYZICAL was awarded as one of the top 2024 Recession-Proof Franchises in Franchise Business Review.

Issues and Ambushes

Do I need PT or medical experience to operate a clinic? Absolutely not! It's a very straightforward business model. You will hire PTs as employees just like owners of urgent care franchises, med spa franchises, chiropractic franchises, etc.

It's a competitive industry – That's true because it's a large industry and the demand for PT is growing rapidly. This presents a great opportunity for those that know how to run clinics profitably. FYZICAL was ranked as the #1 Physical Therapy Franchise for the 8th consecutive year in Entrepreneur's 2025 Franchise 500 list and awarded as a 2024 Top Franchise Brand For Multi-Unit Owners.

Dealing with insurance is a hassle – We use a vendor expert that handles all insurance billing and collections for us.

How do we get patients – You will utilize our Marketing Suite, which is a headquarters-sponsored program designed to support your local marketing strategy for introducing a new clinic to the market. This is a well rounded marketing campaign that includes digital, print and community marketing. We will train you and your staff on how to network effectively with doctors offices, elder care facilities, medicare referral sources as well as with local resources like the YMCA, gyms, schools, athletic leagues, etc. Our balance therapy program is a huge differentiator especially with physicians since most of them do not know how to treat balance related issues, nor do they know where to send patients that do experience these issues.

Failures

Not Available

Hooks and Hangers

One huge competitive advantage that we have over other PT providers is our proprietary balance therapy program. Over 35% of the U.S. population over the age of 40 experience vestibular disorders. Typically caused by medication, infections, inner ear problems, calcium deposits or brain trauma, these disorders lead to balance issues which can be treated with specialized therapy. Very few PT practitioners treat this type of issue, so many people are left untreated leading to falls and injury.

A second big advantage that we have, is that most independent PT clinic owners are so busy treating patients that they have no time to focus on the growth of their business. While PTs excel at patient care, many haven't had the training or support needed to effectively run a business. They do not receive business training in school.

The investment range to open a FYZICAL location is between \$217,850 - \$518,600 and this includes 9 months of working capital. We utilize low-cost real estate since we do not need to be in Class A real estate. Our build-out cost is very reasonable since the space is a wide open box.

There is an ability to add cash-based services like hearing aids, wellness services, and orthotic sales which are very profitable.

In 2024, our corporate locations averaged \$980,917.00 per center. This is reflected in our Item 19.

Discovery Day Process

Step 1: Introductory call

Step 2: Unit Economics - Validation process begins and FDD sent

Step 3: Support Review call

Step 4: FDD Review

Step 5: Game Changer Calls with Leadership Team. Zoom calls with leadership team with no more than 2 other candidates. This allows the candidate and leadership team to have more quality time together and address more specific questions.

Step 6: Closing Call

Consultant Payment Terms

10 days after receipt of invoice

VetFran/Minority Discounts

We offer a 10% VetFran discount.

E2 Visa/EB-5 Program Status

No

State Deferments

CA - Escrow

IL - Escrow

MD - Escrow

SD - Escrow

VA - Deferral

WA - Escrow

Candidate Sales Process

1. Intro call
2. Unit economics call (validation begins and FDD is sent)
3. Support review and territory call
4. FDD review
5. Game changer calls with FYZICAL Leadership Team (validation ends)
6. Closing call

Owner Roles

What will be the role of the owner?

Hiring and training of staff, tracking key metrics, ensuring marketing plan is being implemented, financial tracking, networking.

What will be the role of the multi-unit operators?

Same as above

What will be the role of the single unit operators?

Same as above