

# PayMore

*We Buy, Sell & Trade Electronics!*



# OVERVIEW

PayMore Stores was founded in 2011 in Massapequa, New York, a small close-knit community on the southeastern portion of Long Island, Nassau County. Our concept was born to solve the problem of old and broken electronics piling up in our landfills. Our mission became to obtain and repurpose these then to re-circulate them back into the marketplace, all while reducing our location eWaste footprint. We achieved this by incentivizing our customers to trade in their old electronics by offering them cash, ensuring their data safety, while offering customer's exceptional deals on gently used repurposed electronics with warranties. Our location began fulfilling large electronic device orders from all over the United States as well as international customers which became long term partnerships. In 2012, our first location in Massapequa exploded with high volume trade-ins, frugal shoppers looking for deals on gently used electronics, and tremendous local support for our green environmental efforts. Our local community could now visit a PayMore Store; safely trade in their old or broken electronic devices for cash, or trade up their device and shop for discounted electronics all in one local electronics hub, while enjoying expert electronic advice and guidance from our staff.



# SERVICES

PayMore Stores provide a safe, accessible retail experience for customers to buy, sell, and trade electronics, emphasizing data security and reducing e-waste locally.



## BUY

We pay top dollar in cash for new, used and even broken electronic devices. All devices sold are fully data wiped.



## SELL

We sell high-quality new and pre-owned electronics at unbeatable prices with industry-leading warranties both in-store and online.



## TRADE

Trade in your old device, and trade up to a newer or different device. Customer's receive digital trade credit that can be used in-store or online.



## RECYCLE

Our mission is to reduce and reuse. Our locations offer a fast, easy and convenient way for the local community to recycle their old electronics responsibly.

# Customer Experience

We provide a safe, well lit walk-in store that shields our customers from in-person and online fraud while selling electronics. Cleanliness is a top priority for each store in order to provide an embracing and welcoming experience for customers. Each location has separate registers for purchasing & selling transactions. Each store has iPads at a counter or on the wall to view all active inventory in addition to the items being displayed in cases.

When purchasing from a PayMore® Store, you benefit from the a secure environment, along with an industry-leading warranty and protection against faulty devices. This eliminates the risks associated with meeting strangers for trades or being scammed online. PayMore® Stores provide a trustworthy alternative to potentially dangerous and fraudulent transactions.





# Community Benefits

## Economic Impact

A PayMore® Store significantly boosts the local economy by creating jobs at various levels, from entry positions to management roles, while offering ongoing education and opportunities for career growth. Additionally, PayMore® Stores play a vital role in recycling money back into the community. On average, our stores dispense over \$700,000 in trade-in payments to customers each year. This money is often reinvested into other local businesses and households, enhancing the overall economic health of the community. By operating a PayMore® Store in your neighborhood, we not only create jobs but also stimulate local economic activity.

## Recycling and Ewaste Reduction

Each PayMore® Store is dedicated to providing free electronics recycling services to the community. We offer an accessible, easy, and free way to reduce electronic waste in your area. On average, each PayMore® Store recycles between 5,000 and 12,000 pounds of electronic waste annually, preventing hazardous chemicals from seeping into local landfills. This commitment helps protect the environment and promotes sustainable practices within the community.



36

OPEN  
LOCATIONS

270+

IN DEVELOPMENT  
INTERNATIONALLY



\$1.2m

AUV PER 2024 FDD



# STATE OF THE COMPANY



Sales YTD

\$11,274,548.30

Sales 2024 Projection

\$27,000,000+



Orders

60,133

Purchases



Franchisees

59

1

1



Units

275+

5

60+



States

25

# South San Francisco Franchisees



**Andrew Zolintakis**

Andrew and Nick, both Bay Area natives, are enthusiastic about bringing the innovative and sustainable PayMore franchise to South San Francisco.

**Andrew Zolintakis** has a robust background in technology. He is currently a Data Engineer at Meta and holds a Bachelor's Degree in Computer Science from the University of Southern California and a Master's degree from Carnegie Mellon University. With his expertise in data management and tech, Andrew is well-equipped to handle the technical aspects of the business, ensuring efficient operations for inventory and customer management.



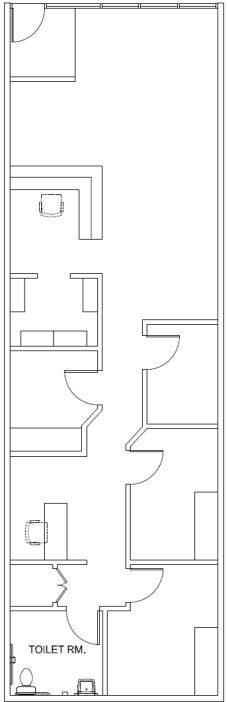
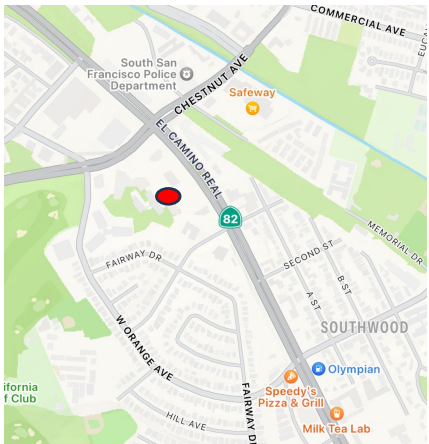
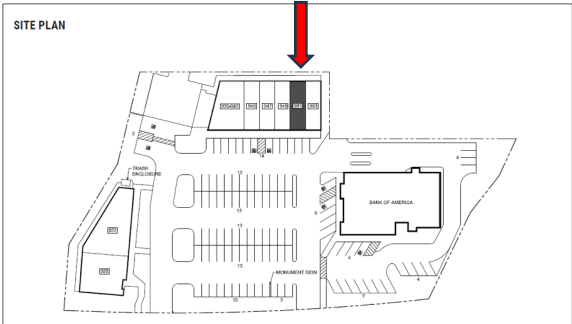
**Nick Zolintakis**

**Nick Zolintakis** brings a wealth of experience in real estate to the venture. He graduated from the University of Southern California with a degree in business and is currently the Director of Capital Markets at Jay Paul Company. Nick's extensive knowledge in real estate and finance will be invaluable in managing the business's financial health and securing prime locations for future expansion.

Together, Andrew and Nick combine their diverse skill sets and deep local roots to drive the success of PayMore South San Francisco, aiming to provide the community with a reliable, safe, and eco-friendly option for buying, selling, and trading electronics.

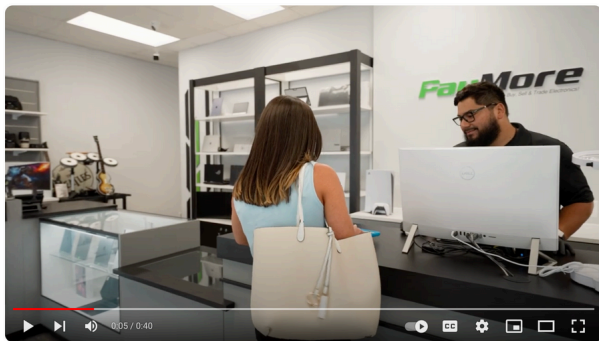


# Site: 951 El Camino Real, Fairway Plaza



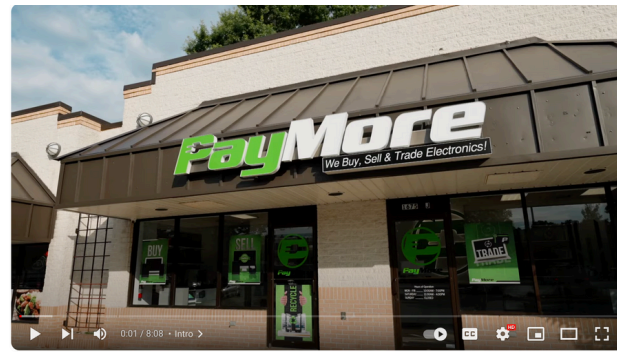
# PAYMORE CONTENT

## PayMore Buy, Sell, Trade Electronics - How it Works!



PayMore Buy, Sell, Trade Electronics - How it Works!

## PayMore Stores Virtual Discovery Day






PayMore Electronics Virtual Discovery Day

### **In Media:**

- [Tim Hortons Franchisees Ink Large Agreement With Electronics Reseller PayMore](#)
- [PayMore Electronics enjoying robust growth](#)
- [Erik Helgesen and Stephen R. Preuss of PayMore: Five Things I Wish Someone Told Me When First Launched My Business or Startup](#)
- [PayMore Franchises Will Soon Open Coast to Coast](#)
- [After Domino's and Firehouse, Franchisee Makes Switch to Retail With PayMore](#)

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**Corporate Office**

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