



Kumon Franchise Booklet

Kumon Education (Malaysia) Sdn Bhd

About Kumon

The Kumon Method was born from a parent's love for his child.

When first developing the Kumon Method, its founder, Toru Kumon imagined that as long as his son was able to do math easily in high school, he would have plenty of time to spend on whatever other pursuits he was interested in. So he thought about what he could do at home to help his son gain proficiency in high school math.



With the aim of helping his son gain independence, Toru Kumon prepared his own learning materials and study method. He wrote out calculation problems on loose-leaf worksheets and combined them with a self-study method that would enable his son to advance by himself.

In effect what Toru Kumon did was to create the prototype for Kumon Method education. He had laid the foundation for Kumon's individualized approach that enables each student to learn in accordance with his or her academic ability, and for Kumon's pursuit of potential; both of which we continue to place the utmost importance on.

Kumon Programmes

Maths Programme

Develop ability to self-learn senior high school maths

Maths is a subject that requires an accumulation of knowledge through practice. With the aim of studying senior high school maths (differential and integral calculus) with ease, students enhance their calculation skills, cultivate their mathematical analysis and develop logical thinking abilities. This leads them to develop the ability to solve various problems that they will face in the future.

Features of Maths Programme

The Maths Programme consists of 20 Levels, from Level 6A through to Level O, and 4 elective courses. The worksheets focus on the development of strong calculation skills which enables students to apply to other mathematical concepts. By avoiding all unrelated concepts, the programme aims to allow students to advance as quickly as possible on their own to differential and integral calculus.



English Programme (English as a Native Language)

Develop high-level reading ability

In the English as a Native Language Programme, we aim to cultivate high-level reading ability within all students. Through improving students' reading comprehension skills to a high level, students acquire the necessary mind-set to read passages critically. By focusing on developing reading ability through exposure to a wide range of books, students acquire greater interest in reading which facilitates learning advanced materials with independence and confidence.

Features of English as a Native Language Programme

The English as a Native Language Programme begins by enriching students' vocabulary and developing basic reading skills.

Students move on to learn about sentence structure, paragraph building, summarisation and critical reading. They develop their reading comprehension skills through the Kumon Method of summarisation. This embodies the process through which students read a passage and rearrange each sentence in their own minds.



English Programme (English as a Foreign Language)

Develop an advanced level of English reading comprehension ability

The goal of the English as a Foreign Language Programme (EFL) is to develop an advanced level of English reading comprehension ability. The programme focuses on enabling students to understand what they read, and also aims to develop an ability to listen to and understand English expressions. It has been designed for non-native English speakers and structured in a manner to cultivate enjoyment in reading English materials. As students advance, they acquire the skills for self-learning while developing strong reading comprehension ability within the English language.

Features of the EFL Programme

In order for students to read on their own, the programme has been structured so that students can refer to the textbook while listening to the audios on the MyKumon Apps. Native language translations are provided in the textbooks for new English words. In the worksheets, explanatory notes and paraphrases to simple expressions are also provided.



Hybrid Learning Centre

Kumon hybrid classes offer the best of online and in-classroom learning. From now on, student not only study Kumon in centre, but can also join the classes online from home.

Kumon offers flexible learning options to suit every family, so children can continue to learn and develop their skills wherever they are. It is important to us, to ensure that parents and children feel safe at all times when studying with Kumon.

KUMON CONNECT

KUMON GOES DIGITAL!

Kumon's worksheets can now be studied on a tablet!

An e-learning platform that allows you to:



**Study Anytime,
Anywhere**

- **PAPERLESS:**
access worksheets via tablet & complete work with a stylus pen.
- Submit work online to Instructor.
- Can be done at anytime, anywhere with an internet.



**Optimised
Learning**

- Digital study records are generated for student's completed work and used by Instructors to understand student's learning situation, strengths, and development areas.
- Homework can be submitted before Class Day to allow more timely instruction in the Kumon Centre.



**Track Progress
With Ease**

- Students and their parents can easily access and review their study records on their tablet.
 - ✓ The score
 - ✓ Completion Time
 - ✓ Time Progress
- Students can access their study history with one click to see how fast and accurate they have become.
- Parents can quickly recognise their children's achievement.

Becoming a Kumon Instructor

What does it mean to be a Kumon Instructor? Becoming a Kumon Instructor provides a unique opportunity to develop students through Kumon programs, as well as to start your own business. When you join the Kumon Instructor community, Kumon field staff from headquarters will work with you to get your Kumon center up and running as you prepare to begin your training. We want to make sure you have what you need to be successful, so we'll provide you constant support from our whole team and invest in your development professional with our continuous training.

WHO ARE WE LOOKING FOR?



Degree holder
in any discipline



Passion for
Education



Malaysian Citizen
(Preferably age around
25-45 years old)



Able to commit
Fulltime



Financially sound



Fully
Vaccinated



Proficient with
Math & English



Approachable



Organizational
Skill



Growth Mindset



Likes working
with Children



Familiar with online
marketing and online
learning technology



Leadership
Potential



Staying around 10km
of the proposed location

The Role of Kumon Instructor

The role of a Kumon Instructor is to unlock the full potential of each student they guide.

They serve as dedicated mentors, nurturing the growth and development of every learner in their care.

Kumon Instructors are fully dedicated to their role on a **full-time basis**. They're responsible for both teaching and running the Kumon center. This involves creating a good learning environment and making sure the center operates smoothly.

Examples of their duties include:

- Evaluates & monitor student progress
- Prepares study plan for the next centre days
- Discusses student's progress with parents and students
- Attend training sessions, follow up training, seminars, and workshops, national and international conferences so they can learn new skills from their peers
- Opens the centre at least twice a week
- Opens the centre minimum 4 hours per class day
- Manage the centre in term of operation, financial and training the staff



The Initial Startup Cost

The initial startup capital required for establishing a Kumon Centre typically falls within the range of **RM 100,000 to RM 150,000**. It's important to note that these figures may vary based on factors such as geographical location, premises rental rates, and manpower costs.

The provided breakdown serves as an estimate, and actual costs can be influenced by the candidate's available budget and specific circumstances.

Only the franchise fee will be paid directly to the Kumon Office. The other expenses will be the responsibility of the potential candidate.

RM 10k-15k	Franchise Fee (To be paid directly to Kumon Office).
RM 40k-65k	Renovation, emergency exit, flooring and wiring installation and etc.
RM 30k-50k	Furniture, Fixtures and Equipment (Table and chairs, worksheet shelves and etc).
RM 10k-15k	Pre-payment and deposits (Rental deposit, Registration with TNB, Internet and etc).
RM 1k-5k	Payment for Government's license and marketing budget.

Our Support

1

Established Worldwide

As one of the most well-established franchises in the world, with more than 24,700 centres globally, Kumon serves more than 4 million children across 50 countries and regions.



2

Low Franchise Fee

You don't have to pay a premium to partner with us.* Kumon has the lowest franchise fee(s) in the industry.

*Based upon review of information from Entrepreneur.com and reported figures of other education franchises.



3

Ongoing Support

Our training and support begins from day one. You'll never be alone on your journey. Our trainers and fellow franchisees are ever ready to give you a hand.

There will be various platforms organised by Kumon Office for instructors to continue to learn from one another annually:

1. Annual Direction Seminar
2. Instructors seminar
3. National Instructor Conference
4. Study Group



4

Proven Franchise Business Model

Tried and tested since it was created 60 years ago and proven with over 4 million students, you can count on our simple but effective business model to ensure you have better odds to succeed in the education business.



Recruitment Process

Application Stage

- Send email to: franchise_opportunity@kumon.com.my or submit enquiry to Whatsapp number: 012-2104290
- Submit Kumon Franchise Application Form

Kumon Franchise Briefing

- Attend Kumon Franchise Briefing
- Short Interview
- Math & English Test

Franchise Orientation

- Invited candidates will be joining the Kumon Franchise Orientation. This session will be conducted to assess the suitability of candidates in becoming a Kumon Instructor. It will be conducted through Zoom Online from 10 am to 5 pm.

Franchise Proposal Presentation

- The selected candidate will be presenting the Franchise Business Proposal to the company's management based on the proposed location. Candidates who have passed this session will be given an Offer Letter to become a Kumon Instructor/Franchisee.

New Instructor Training

- Attend 3 to 5 weeks New Instructor Training (Depends on the modules)
- Prepare to set up centre by applying license to government authorities
- Centre renovation

Franchise Agreement & Centre Opening

- Franchise Agreement Signing and New Centre opening

If you need more information please contact
Franchise Recruitment Team at:

Email: franchise_opportunity@kumon.com.my

WhatsApp No: 012-210 4290

Kumon website: www.kumonmalaysia.com

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