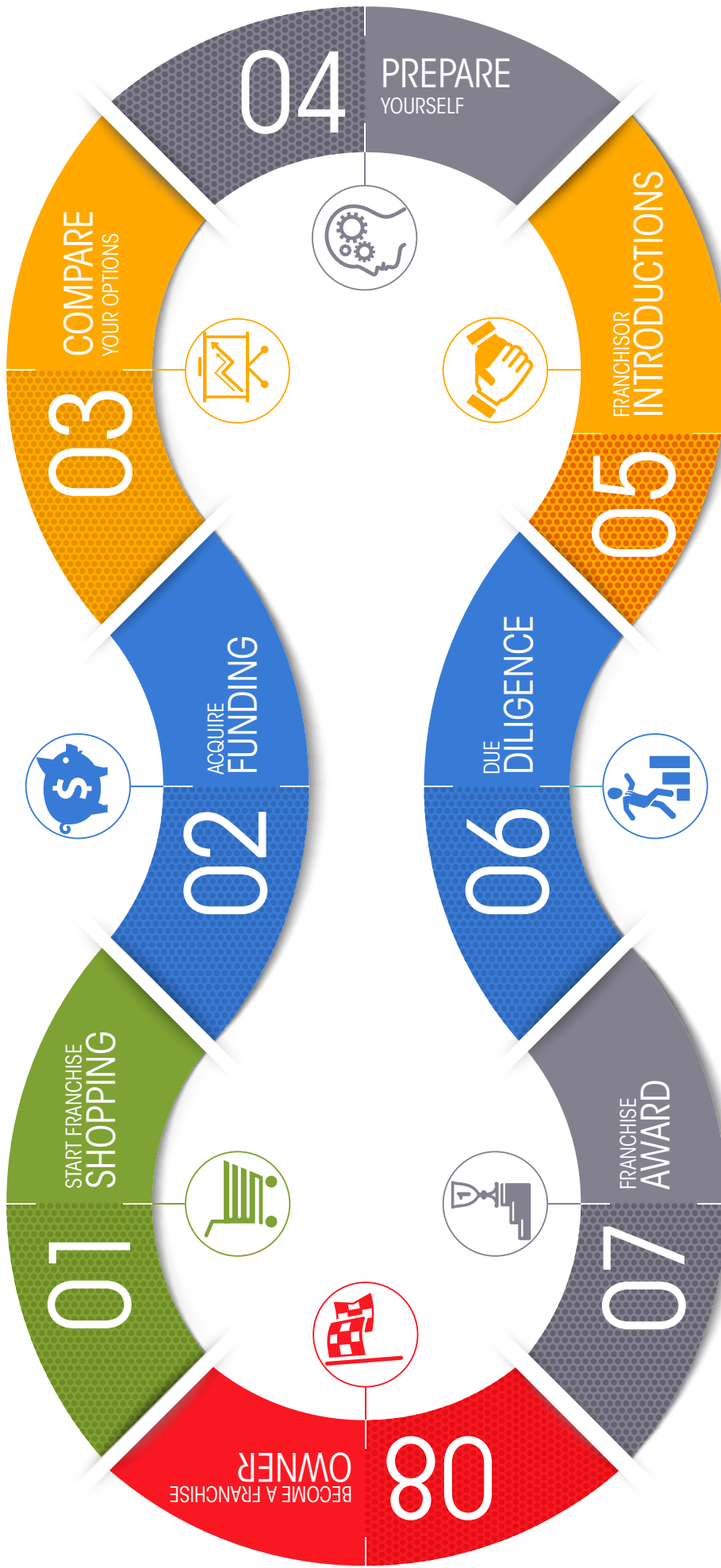




01 **START FRANCHISE SHOPPING**

One of the first things you do as you are going through the franchise selection process is to do a little bit of research. You want to know what is for sale before you can even begin to start assessing what is right for you.

Industry
First we want to know what kind of industry is really the best fit for what you want to achieve.

Objective of Business
What are your objectives for this business? Define what you want out of the business.

Passions - Equipment - Lifestyle
We live in a great time. There are so many options. You literally can get exactly what you want.

02 **ACQUIRE FUNDING**

Quality
What do you qualify for?
What is your price range?
What is going to keep you comfortable in the start-up phase?

We never want to overextend you. Our goal is to prepare you for success all the way through the life of the business - not just at the beginning.

Leverage
One of the ways that investors are looking for is leverage. We want to start the funding process to be able to give you the option to leverage with other people's money.

03 **COMPARE YOUR OPTIONS**

Now that we know what industry best suits you and in the industry we need to compare them to one another.

When comparing your options you establish a relevance point to make a confident selection.

Through this process we look at each of the concept's growth, track record, retention, competition, cost, etc.

At the end of this step you will have a clear picture of which concepts are the movers and shakers and those which fit you and your personal goals.

04 **PREPARE YOURSELF**

Education
The first step is educating you on how to get the information you need to assess the concept. A lot of information you need to assess the financial opportunity. I will ensure that you get that information.

Tools
We have a huge library of tools to help you with every step of the selection process.

05 **FRANCHISOR INTRODUCTIONS**

When we have narrowed your selection down to those that meet your personal goals and those who have the best fit for your business it is a time to introduce you to them.

Our consulting group has established relationships with hundreds of concepts and know the best people to speak with.

The goal of introducing you is to see how the concept and the concept are a good fit.

After this meeting you'll have a much better picture of how you see the concept and if you'd like to proceed.

06 **DUE DILIGENCE**

Research the franchises in great detail. Below are a few of the key steps I will guide you through.

Investigate the History
All franchises & business opportunities are regulated and have to disclose their history.

Examine the Franchise
We encourage you to go see actual franchisees and experience the concept first hand.

Talk to Franchisees
Franchisees who have been successful in their thoughts on the opportunity.

Find out Numbers
How much can I make and how quickly can I make it?

07 **FRANCHISE AWARD**

Getting the Franchise to say YES to you!

Because the franchise is a business in itself and they are trusting their system, to the core of each franchise, the franchisor has a process that will determine if you are a good fit for them.

This is important to their business to ensure they will be successful in the long term and that they are only going to work with the best candidates in their business.

Our goal with this step is to work with you and ensure that you have all the information you need to be a successful franchisee on the things that they are looking for.

08 **BECOME A FRANCHISE OWNER**

Then comes the reward!

At this point you have completed the selection process and you have analyzed numerous concepts and decided on the best fit for you.

Because you have qualified for all the concepts and you have been brought into a growing business.

Now you are in complete control over your financial future and have all the support and guidance of a successful system and team.

Congratulations You did it.