

# FRANCHISE APPLICATION

"CONFIDENTIAL"

INSERT FRANCHISE BRAND YOU'RE APPLYING FOR

Full Name: \_\_\_\_\_ Date: \_\_\_\_\_

Telephone Number: (Bus) \_\_\_\_\_ (Home) \_\_\_\_\_

Franchise: \_\_\_\_\_ State: \_\_\_\_\_

**The attached application is provided to determine your potential as a Franchisee. It should be completed fully in your own handwriting.**

We suggest that the information be current and accurate.

To clarify your financial position you may be requested to produce proof of your financial situation.

While we will be contacting your references to assist us we will not disclose the nature of your intended proposition.

A deposit of just **\$500** must be attached to this application. You can also pay by credit card.

Card No:

--	--	--	--	--

--	--	--	--	--

--	--	--	--	--

--	--	--	--	--

Exp:

--	--	--	--	--

Amount: \_\_\_\_\_ Signature: \_\_\_\_\_

The purpose of the deposit is to establish your interest. It is fully refundable if we decline your application. However if we have paid for travel arrangements after you have been issued with or asked us to prepare a Franchise Agreement, then these costs for travel and document preparation will be deducted if you decide not to proceed for any reason.

This application is not a contract and is not binding on either party. It will be treated as confidential.

Please do not be offended if after preliminary discussions, we decline your application. We believe the success of our Franchise System has been due to the careful choice of each Franchisee.

**YOU MUST  
PLACE PHOTO  
HERE**

**HUSBAND & WIFE**

**You should also attach a covering letter stating why we should consider you as a franchisee and why you would like to be part of this Franchise**

Full Name: \_\_\_\_\_

Address: \_\_\_\_\_ Code: \_\_\_\_\_

Telephone Bus: \_\_\_\_\_ Private: \_\_\_\_\_ Other: \_\_\_\_\_

Email Address: \_\_\_\_\_

Date of Birth: \_\_\_\_\_ Age: \_\_\_\_\_ Marital Status: \_\_\_\_\_

Spouse's Full Name: \_\_\_\_\_ Age: \_\_\_\_\_

Number of Children: \_\_\_\_\_ Age of Children: \_\_\_\_\_

Name of Children: \_\_\_\_\_

How long have you lived at your present address? \_\_\_\_\_

Previous address: \_\_\_\_\_

How long did you live there? \_\_\_\_\_

Health: poor, fair, good \_\_\_\_\_

Describe any physical disabilities or health problems? \_\_\_\_\_

\_\_\_\_\_

Have either of you ever been declared bankrupt? \_\_\_\_\_

Have either of you had any criminal convictions (besides traffic infringements)? \_\_\_\_\_

If YES, please advise what they are: \_\_\_\_\_

\_\_\_\_\_

Do you approve the Franchisor to perform a credit check and/or background check on you and your partner? \_\_\_\_\_

List your interests and special skills: \_\_\_\_\_

\_\_\_\_\_

How many years have you been driving? \_\_\_\_\_

DL Number (Self): \_\_\_\_\_ State Issued: \_\_\_\_\_

DL Number (Spouse): \_\_\_\_\_ State Issued: \_\_\_\_\_

**PRESENT OCCUPATION (or Previous occupation if between appointments)**

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Type of Business: \_\_\_\_\_

Period of employment with the company: \_\_\_\_\_

Describe responsibilities: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**EDUCATION**

(Please list any professional degrees or qualifications or relevant information)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**FINANCIAL INFORMATION**

	\$		\$
Present annual Income:	_____	Fixed Annual Outgoings:	_____
Wages or Salary (after tax)	_____	Mortgage Repayments: (see Table 1)	_____
Bonus or Commission:	_____	Loan Repayments: (see Table 2)	_____
Dividends:	_____	Other: (provide details)	_____
Other Income: (provide details)	_____	_____	_____
_____	_____	_____	_____
_____	_____		
<b>TOTAL</b>	_____	<b>TOTAL</b>	_____
	_____		_____





## QUESTIONNAIRE

In order for both an individual and a company to grow, they must have common goals and beliefs. The following questionnaire will help determine your needs and ascertain whether or not they run parallel to our needs. Please be frank with your answers.

1. If you could have any job or position you wanted, what would you do?

---

---

2. What qualities do you have that you believe are valuable if you became part of this Franchise?

---

---

3. What do you think is likely to make the difference between success and failure in your business?

---

---

4. What do you feel has been your greatest accomplishment in your life?

---

---

5. What has been your greatest disappointment?

---

---

6. What have you done in the past year to improve yourself?

---

---

7. Why do you want to go into business?

---

---

8. What do you hope to achieve through the business?

---

---

**QUESTIONNAIRE (Continued)**

9. What personal ambitions do you have for the next 5 years?

---

---

10. Do you appreciate that nobody can predict the future of a business, regardless of the track record of the Franchisor? \_\_\_\_\_ Why do you think you will be successful?

---

11. During your initial meetings, were you promised a particular sales level or profit by any person?

---

12. What level of total earnings (wages and profits) would you like to make this year with the business? (Be realistic. A good result is a reasonable reward for your effort and a modest return on capital).

First year: \$ \_\_\_\_\_ Second year: \$ \_\_\_\_\_

Third year: \$ \_\_\_\_\_

13. Do you appreciate that someone in the household should continue to work a full time job when operating the business? At this level the business is part time with work predominantly a few days a week.

---

---

14. How does your spouse feel about your interest in this Franchise?

---

---

15. Do you understand that we insist you must make your own investigations and get your own advice when considering this business opportunity?

---

16. How do you propose to operate the mid-week day/s of LAMP? \_\_\_\_\_

17. What professional advice have you sought? What questions or thoughts were raised?

---

---

## QUESTIONNAIRE (Continued)

18. What do you consider to be your greatest strengths?

---

---

19. In our previous meeting which points about the Franchise were most important to you? Which one's disappointed you?

---

---

20. What do people most often criticize you for?

---

---

21. What do you most often criticize others for?

---

---

22. What factors of the past have contributed most to your own development?

---

---

23. What would have been the most difficult business decision you have had to make in the last 12 months? How did you arrive at that decision?

---

---

24. What factors would you say have been handicaps in preventing you from moving ahead more quickly in obtaining a business?

---

---

24. What else do you think we should know about you to understand you better and to determine what your association with us could mean?

---

---

25. Based on mutual acceptance, what date can you start?

---

---

**QUESTIONNAIRE (Continued)**

26. Who among your acquaintances:

Encourages you the most? \_\_\_\_\_

Cautions you the most? \_\_\_\_\_

Discourages you the most? \_\_\_\_\_

27. Why are you considering this business?

\_\_\_\_\_  
\_\_\_\_\_

28. If your business was not successful whom would you consider would be responsible and why?

\_\_\_\_\_  
\_\_\_\_\_

29. Who do you consider to be the most successful person you have ever met?

\_\_\_\_\_

Why? \_\_\_\_\_

**FINANCIAL & PERSONAL REFERENCES**

Name: _____
Address: _____
Telephone: _____ Nature of Association (financial): _____
Name: _____
Address: _____
Telephone: _____ Nature of Association (financial): _____
Name: _____
Address: _____
Telephone: _____ Nature of Association (financial): _____

## GENERAL INFORMATION

How do you intend to finance your investment? How much do you intend to put towards the business in cash?

---

---

How have you accumulated your capital?

---

---

How much time will you devote to the business?

---

---

### **WILL YOUR SPOUSE BE ACTIVELY INVOLVED IN THE BUSINESS? YES/NO**

If yes, how many days per week? \_\_\_\_\_ Hours per day? \_\_\_\_\_

### **ARE YOU CONSIDERING A PARTNER? YES/NO**

If yes, complete a separate application form for your intended partner.

Partner's name: \_\_\_\_\_

Partner's address: \_\_\_\_\_

Partner's Percentage of the Business: \_\_\_\_\_

### **DO YOU INTEND TO HOLD THE FRANCHISE IN A COMPANY NAME? YES/NO**

If yes:

Company name: \_\_\_\_\_  
(Ensure these details are completed without abbreviations)

Business Number: \_\_\_\_\_

Registered Address: \_\_\_\_\_

Full Names & Addresses of Directors:

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

**GENERAL INFORMATION (Continued)**

Who do you bank with? \_\_\_\_\_ Branch: \_\_\_\_\_

Do you understand that you cannot rely on what the Franchisor or staff may say regarding the acquisition of a Franchise? \_\_\_\_\_

Who is the person you will rely on for your independent legal advice?

Name: \_\_\_\_\_ Firm: \_\_\_\_\_ Telephone: \_\_\_\_\_

Who is the Accountant you will rely on for your independent accounting advice?

Name: \_\_\_\_\_ Firm: \_\_\_\_\_ Telephone: \_\_\_\_\_

Who else would you rely on for advice regarding the purchase of this franchise?

\_\_\_\_\_

I understand that the purpose of this application is to assess my suitability as a Franchisee.

I understand that references from previous employees may be contacted.

I certify that the above information is true and correct.

Signed: \_\_\_\_\_ Date: \_\_\_\_\_