



DISCOVERY DAY

9am to 10am – Introduction to You

- ▶ Meet and Greet
- ▶ Tell us about YOU
- ▶ What are your questions, vision and goals?
- ▶ Questions about the business model

10am to 11am – Meet the team and tour of office

- ▶ Leadership
- ▶ Executive Staff
- ▶ See the corporate office
- ▶ Who does WHAT for the Franchisee
- ▶ Communication with the team
- ▶ Culture
- ▶ Vision
- ▶ Focus

11am to 12pm – Tour

- ▶ What makes it WORK
- ▶ Why we are Different?
- ▶ Typical Customer
- ▶ Experience
- ▶ Marketing
- ▶ Operations
- ▶ Staffing

12pm to 1pm – Lunch and Discussions

- ▶ We will have lunch catered
- ▶ Get to know one another

1pm to 3pm – Presentations

- ▶ Review the FDD and Franchise Agreement
- ▶ Discuss the Business Model
- ▶ Financials
- ▶ Initial Investment
- ▶ Ongoing Financial Model
- ▶ Discuss YOUR market and applicability of the brand there
- ▶ Next Steps