

## Franchisor On-boarding Form

1. Please provide a copy of your logo. Preferably in vector format.
2. Provide list of key people and their contact information.

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3. Have you established a work letter with specific space/buildout requirements? If so, please provide.

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4. What are the size range requirements? Can you provide a sample floorplan/layout?

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5. What is your exclusivity clause for leases? \_\_\_\_\_

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6. Do you have an approval process in place for sites before they are approved to pursue? (i.e. demographic approval, physical approval, location approval) \_\_\_\_\_

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7. What is your lease approval process? \_\_\_\_\_

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8. How do you establish zones for each franchisee? Do you have radius restrictions for other franchisee locations? We don't want two franchisees opening on the very edge of their designated zones and end up only being a block away from each other. \_\_\_\_\_  
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9. Do you have specific signage requirements? (i.e. window clings, lighting) \_\_\_\_\_  
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10. Do you have specific hours of operation that need to be added to the lease?  
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11. How long are your franchise agreements/contracts? Are franchisees able to sign longer leases as long as they have early termination clauses? \_\_\_\_\_  
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12. Do you have other specific lease clause requirements or a Franchisor rider? Please provide.  
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13. What is your preferred method of introducing Friedman to Franchisees?  
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14. Do you have a set cap on monthly rent and NNN expenses you allow franchisees to pay?  
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15. Any operations manual or documents you can provide would be great! Thank you!