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## FRANCHISE QUALIFICATION CRITERIA

Listed below are three categories for franchise sales and the qualification criteria that apply to each category.

### 1. Individual Franchise Sale (one initial store)

- Minimum net worth of \$250,000 with liquid assets of \$80,000 (cash, stocks, secured equity) and ability to obtain financing as needed.
- Commitment for full-time, on-site operations. With Operations Approval, Franchisee could be eligible for further expansion after 6 months from opening store.
- Strong customer service skills and a genuine desire to work with people and be dedicated to building their capability.

### 2. Multiple Store Sale (agreement to secure 3-5 stores)

- Net worth of \$750K - \$1.2M depending on the size of the store development and liquid assets of \$240K - \$400K.
- Operating Partner must have management experience in a retail or food industry (multi-unit experience preferred) and commit to full-time, on-site operations.
- Ability to obtain financing as needed.

### 3. Area Development Sale (agreement to secure a minimum of 6 stores)

- Net worth of \$1,250,000 - \$2,500,000 depending on the size of the development area and liquid assets of \$600,000 - \$1,250,000.
- The controlling Partner is required to have day-to-day involvement and experience in the restaurant business. Relevant experience in similar industries will be considered for very strong candidates.
- Ability to obtain financing as needed.