

## Initial Confidential Questionnaire

Name:

Spouse/ Partner Name:

1. Please choose which business type best describes what you are looking for:

**Owner operator** (You need/want to work in the business)

**Semi absentee** (You can eventually work part-time in your business and possibly open a second location)

**Absentee** (You can eventually become absentee in your business and possibly open multiple locations)

2. Please choose which best describes you:

I love working with others and would have no problem dealing with the general public

I like working with others but would prefer to only work with other business owners and like minded people

3. Please choose which best describes you:

I can follow directions and execute but have difficulty managing other people

I can follow directions, execute and also manage a team of people to do the same

4. Please choose which best describes you:

I like to jump in and “get my hands dirty”

I like to jump in and “get my hands dirty” but only if it is behind a desk I like to

manage other people who “get their hands dirty”

I like to manage other people only in an office environment

**5. Please choose which is most important to you:**

- Money** (I will work weekends and late nights)
- Earning a living** (But not at the expense of my family or hobbies)
- My schedule** and life outside work  
If you choose *My schedule*, please describe:

**6. Please choose which best describes you:**

- I consider myself a salesperson. I can sell anything to anyone!
- I am good at sales when I have a great product or service to sell
- I don't consider myself a salesperson but enjoy networking in the community, attending networking events etc.
- I hate sales. I prefer the operations part of the business

**7. Please answer the following:**

Are you currently employed?  YES  NO  
If so, what is your current position?

Are you expecting any upcoming changes in your employment?  
If so, please describe:  YES  NO

Can your spouse's income sustain your family financial needs ?  YES  NO

Have you ever owned a business?  
If so, please describe:  YES  NO

8. Please list the desired location(s) where you would want to open your franchise:  
(Please list city and state names)

9. How much available capital do you have right now to buy a franchise?

<input type="checkbox"/>	\$25,000	<input type="checkbox"/>	\$30,000	<input type="checkbox"/>	\$40,000	<input type="checkbox"/>	\$50,000	<input type="checkbox"/>	\$60,000
<input type="checkbox"/>	\$70,000	<input type="checkbox"/>	\$80,000	<input type="checkbox"/>	\$90,000	<input type="checkbox"/>	\$100,000	<input type="checkbox"/>	\$125,000
<input type="checkbox"/>	\$150,000	<input type="checkbox"/>	\$200,000	<input type="checkbox"/>			\$250,000 or more		

10. How else would you plan to finance your business?

Savings     Loan     Retirement

If you chose *Retirement funds* do you have a 401K with at least \$50,000 in it?

YES     NO

11. What is your credit score?

I know it is above 680     Great     Average     Bad

12. Please make at least 5-10 selections below based on the questions above, your work history and the businesses that interest you:

<input type="checkbox"/>	Advertising & Marketing	<input type="checkbox"/>	Automotive	<input type="checkbox"/>	Building & Storage	<input type="checkbox"/>	Car Wash	<input type="checkbox"/>	Child Related
<input type="checkbox"/>	Cleaning & Maid Services	<input type="checkbox"/>	Coffee	<input type="checkbox"/>	Computer & Internet	<input type="checkbox"/>	Dry Cleaning & Laundry	<input type="checkbox"/>	Education

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Employment &amp; Personnel</b>	<b>Financial Services</b>	<b>Fitness</b>	<b>Food &amp; Restaurants</b>	<b>Frozen Yogurt/ Ice cream</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Green &amp; Eco Friendly</b>	<b>Health Care &amp; Beauty Salons</b>	<b>Health, Beauty &amp; Nutrition</b>	<b>Home Services</b>	<b>Maintenance</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Management &amp; Training</b>	<b>Miscellaneous &amp; Unique</b>	<b>Packing &amp; Mailing</b>	<b>Pet Related</b>	<b>Repair &amp; Restoration</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Retail</b>	<b>Senior Care</b>	<b>Sports</b>	<b>Tanning Salons</b>	<b>Travel</b>
<input type="checkbox"/>				
<b>Vending</b>				



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Your confidential information is absolutely assured.