

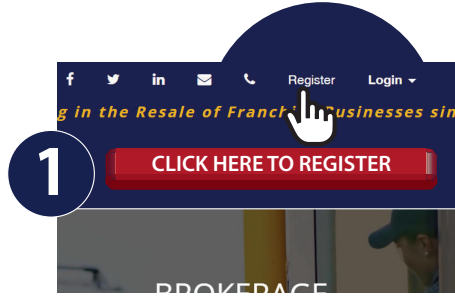


# THE FRANCHISE BUYING PROCESS

Your Steps to Franchise Ownership

## REGISTER ON NFS WEBSITE

In the registration process, you will tell us a little about yourself and agree to our Nondisclosure Agreement. This allows you to have access to confidential information concerning the businesses that we have for sale.



## REVIEW THE FIRST TIME BUYER VIDEO

If this will be your first time buying a franchise, you will want to watch our First Time Buyer Video. This will answer many questions you are likely to have about purchasing a franchise. We also have a number of additional videos to assist you in understanding and working through various aspects of the acquisition process.



## ADVISOR CONTACT

An NFS Advisor assigned to you and will contact you to discuss your interest, qualifications, and to answer any questions you may have.



## REVIEW THE CURRENT LISTINGS

Look through current opportunities on the NFS website and make some selections of the opportunities of most interest to you. You will be able to see the addresses, the financial information, the lease summary and the franchise agreement summary, pricing and estimated down payment requirements. Once you have identified some opportunities that interest you, you will want to discuss your interests with your NFS Advisor.



## VISIT THE SELECTED STORES

Visit the stores as a customer and enjoy the food. Observe how the business is run, how the employees and managers conduct themselves, the condition of the facility, etc. Look around the neighborhood to assess the area, the competition, etc. You must not in any way discuss the business opportunity with any customers, employees, owners, managers, or neighbors.



## MAKE AN OFFER TO PURCHASE

After visiting the store(s), you will want to discuss your observations with your NFS Advisor. If you decide to make an offer to purchase a business, your Advisor will discuss the elements of an offer with you, prepare a Conditional Offer to Purchase for your approval, and then submit your offer to the seller.



## DUE DILIGENCE

Once your Conditional Offer to Purchase is accepted by the Seller, the due diligence process begins. Due Diligence is typically a ten-day period that begins once you receive the books and records, lease, franchise agreement, payroll report, inspections, and other pertinent material. Your NFS Advisor will go over each element with you to address any questions you might have.

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## FRANCHISE APPLICATION

Once you have approved of the Due Diligence material, you will be provided a workbook containing various questions about your observations and plans for the business. NFS then assist you in preparing a Business Plan, and Franchise Application to be submitted to the Franchisor.

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## LOAN APPLICATION

Your NFS Advisor will identify the best lender for you and the opportunity, and will work with you and an NFS Processor, to provide the lender with all the material they require from you and the seller.

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## FRANCHISOR APPROVAL PROCESS

Your NFS Advisor will provide you with updates on the Franchisor approval process and describe the timing. We will also work with you to prepare you for the various interview(s) and the details, timing, and location for your training.

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## LEASE ASSIGNMENT

NFS works with the seller to deliver the lease assignment to you through escrow.

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## ESCROW

NFS utilizes various experienced third-party escrow companies to satisfy the coordination of the lease, franchise agreement, tax clearances, and funding.

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## Franchise Ownership!

### CLOSE OF ESCROW/CHANGEOVER

Escrow documents and the funding of escrow are usually completed one to three days prior to the Close of Escrow and Changeover. On the day of the Changeover, an NFS Advisor will meet you and the seller at the store to assure a smooth transition of ownership.



[CLICK HERE TO GET STARTED TODAY!](#)

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