



Sampson & Associates

FRANCHISE & BUSINESS CONSULTANTS

(Division of 1013654 Ontario Ltd.) Since (1982)

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Date: _____
Name: _____ Address: _____
City: _____ Province: _____ Postal Code: _____
Phone: (____) _____ Fax: (____) _____ e-mail: _____

“Analysis” for a Prospective Franchise Business Owner:

We are interested in the success of any individual who is seeking to become a Business Owner with the assistance of a Franchising System.

Naturally the affordability for the purchaser is important but we wish to ensure that each individual has the correct perspective of the business to enable them to be successful. The Success of each Business Owner is our major objective. To these ends we would ask that you complete and return the below Analysis along with a brief of your financial position. *(We believe you will find this exercise beneficial).*

COMPLETING THESE THREE SIMPLE PAGES WILL HELP YOU AND US MAKE THE RIGHT DECISION!

1. WHICH OF MY PERSONAL SKILLS DO I BRING TO THE BUSINESS?

2. WHAT PARTS OF MY WORKING HISTORY WOULD BE AN ASSET TO THE BUSINESS?

3. WHAT INTERESTS ME ABOUT THE PET INDUSTRY?

4. WHAT COMPONENTS OF RUNNING THIS BUSINESS WOULD I ENJOY?

5. WHAT COMPONENTS OF RUNNING THIS BUSINESS WOULD I DISLIKE?

6. WHAT PART OF RUNNING THIS BUSINESS INTRIGUES ME?

7. WHAT PART OF RUNNING THIS BUSINESS SCARES ME?

8. HAVE I SET REALISTIC GOALS? IF SO WHAT ARE THEY?

9. WHAT DO I EXPECT IF I BUY A FRANCHISE?

10. WHAT DO I SEE MY ROLE AS?

How long have you been looking for a business? _____
What Franchises/Businesses have you looked at? _____
Would you be involved in the business full-time or part time? _____ Hours/week _____
What would you see as your specific role in the business? _____

HOW MUCH UNENCUMBERED CASH DO YOU HAVE TO INVEST? \$ _____

PERSONAL FINANCIAL INFORMATION

Assets (\$)

Cash on hand _____
RRSP/Securities _____
Loans Receivable _____
Real Estate - Market Value _____
Automobiles - Market Values _____
Other Assets _____
Total Assets _____

Liabilities (\$)

Accounts Payable _____
Unpaid Income Tax _____
Credit Cards _____
Mortgage Amount _____
Other Liabilities _____
Total Liabilities _____
Net Worth _____

Desired Investment: Under \$100k _____ \$100-150k _____ \$150-200k _____ \$200k+ _____

To ensure your business goals are achievable please indicate your desired earnings:

Year One _____ Year Two _____ Year Three _____

The undersign hereby certifies that the information given in the foregoing statement is true and that no unfavorable information known to me (us) or called for herein has been omitted. I understand that Sampson & Associates will accept this information as true and correct and will base its recommendations according to this information. If this information is proven to be incorrect Sampson & Associates may charge for their time spent. Sampson & Associates is hereby authorized to obtain such information as it may require concerning said statement, which at all times shall remain the property of Sampson & Associates. For the purpose of determining my eligibility for a Business relationship, you are authorized to procure consumer reports from credit reporting agencies and obtain personal and credit information from persons other than consumer reporting agencies. It is understood that all information provided in this form and obtained pertaining to same will be treated confidentially by Sampson & Associates.

Signature _____ **Date** _____

Thank you for taking the time to complete this form. Please return via fax to 905-764-9341 or e-mail to lee@sampsonworldwide.com or trisha@sampsonworldwide.com.

Yours sincerely,

Lee Sampson

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