



FRANCHISE YOUR BUSINESS & TAKE IT TO THE NEXT LEVEL

We offer a **free**, no obligation, consultation to any business considering franchising. Let us help you assess your next steps for your business expansion efforts. Schedule your **FREE** consultation today!

Some of our clients include:

- Anytime Fitness
- Blimpie
- BHS Corrugated
- Children's Miracle Network
- Ford
- French Fry Heaven
- Jamba Juice
- Kanga's Indoor Playcenter
- LA Insurance
- Matco Tools
- Mad Science Group
- Massage Envy
- Maui Tacos
- Medifast
- Paint and Pour
- Rosati's Pizza
- The Cheese Course
- The Lost Cajun
- Two Men and a Truck
- X Golf America

Franchise Evaluation:

Take our free 20-point Franchise Evaluation on the back of this flyer. To get your results when you finish answering the questions, please send your answers to: info@bigskyfranchise.com or fax it to: 855-624-4759 to get your results.

Call today 855-8-BIG-SKY

www.BigSkyFranchiseTeam.com



1. Do you have an operating prototype that is the same or similar to the business you intend to franchise?

- a. Yes
- b. No
- c. Not Sure

2. Has your business been operational for 3 years or more?

- a. Yes
- b. No
- c. Not Sure

3. Is your business profitable?

- a. Yes
- b. No
- c. Not Sure

4. If your business is profitable, can a franchisee who owns and operates the business (NOT an absentee owner), under normal operating conditions, earn a living (salary, return, and owner's benefits) making \$50,000 or more after two full years of operation?

- a. Yes
- b. No
- c. Not Sure

5. To review profitability in another way, would a franchisee be able to earn a 20% return on their initial cash investment and make an average manager's salary after two full years of operation?

- a. Yes
- b. No
- c. Not Sure

6. What is the total initial investment range a franchisee would need to open up one of your units or territories?

- a. Less than \$100,000
- b. \$100,000 to \$250,000
- c. \$250,000 to \$500,000
- d. \$500,000+

7. Does your service or product have a customer base beyond its local community? Would you define your business as having the potential to expand:

- a. Regionally
- b. Nationally
- c. Internationally
- d. None of the above

8. Does your business make a clear and distinct differentiation from your competitors?

- a. Yes
- b. No
- c. Not Sure

9. Can your business model be taught in a reasonable time (1 day to 2 months) to someone with limited or no experience in your industry or field?

- a. Yes
- b. No
- c. Not Sure

10. Does your business require a specific experience, certification, training, or other type of requirement to operate?

- a. Yes
- b. No
- c. Not Sure

11. If your business requires special industry experience, certification, training, or other type of requirement, is there a clear way to find your preferred candidates? (For example, a real estate franchise might want to sell to a licensed real estate agent or a dental franchise might want to target a dentist)

- a. Yes
- b. No
- c. Not Sure
- d. Does Not Apply

12. How many years of experience do you and/or your management team have in your industry or field of work?

- a. Less than 5 years
- b. 5 to 10 years
- c. 10 to 20 years
- d. More than 20 years

13. How would you classify the competitiveness in your industry or business field?

- a. High
- b. Average
- c. Low
- d. Not Sure

14. Do you have a marketing strategy that your franchisees could implement to grow their revenue when they open for business?

- a. Yes
- b. No
- c. Not Sure

15. Are there federal, state, or local laws/guidelines that make it difficult to open or operate your business?

- a. Yes
- b. No
- c. Not Sure

16. Does your brand have an appealing position within your market?

- a. Yes
- b. No
- c. Not Sure

17. Can the sales and marketing strategies of your business be easily replicated in other locations or territories?

- a. Yes
- b. No
- c. Not Sure

18. Have you done market research to identify long term industry trends and do you understand what the future economic indicators mean for your business?

- a. Yes
- b. No
- c. Not Sure

19. Do you have technology systems in place to help manage and support your operations, sales, and/or financial management?

- a. Yes, I have great systems
- b. Yes, but I could improve
- c. Yes, but I do not use them
- d. No
- e. Not Sure

20. Do you have the make-up and experience to be a mentor/coach/trainer that successful franchisors have in their DNA?

- a. Yes
- b. No
- c. Not Sure

Submit your answers to us or schedule a consultation to analyze your results:
phone. 855-824-4759
email. info@BigSkyFranchise.com
fax. 855-624-4759