

APPLICATION



FRANCHISE APPLICATION

500 Lake Cook Rd. • Suite 475 • Deerfield, IL 60015
Phone (847) 948-7520 • Fax (847) 405-8140
www.sweetduet.net

The information on this application will be held in the strictest of confidence. The submission of this form does not obligate either the applicant or franchisor. If necessary, please attach additional sheets. This application needs to be filled out completely.

PERSONAL INFORMATION

Please have each principal fill out a copy of this form.

Name _____

Address _____ How Long? _____

City, State & Zip _____

Home Phone _____ Work Phone _____ Cell # _____

Best Time to Reach by Phone _____ E-Mail _____

Date of Birth _____ Marital Status _____ No. of Dependents _____

Social Security Number _____

Spouse's Name and Occupation _____

Education (highest level attained) _____

EMPLOYMENT DATA

Employment Records (resume(s) may also be attached):

Self:	Spouse:
Firm: _____	Firm: _____
ADDRESS: _____	ADDRESS: _____
CITY/STATE/ZIP: _____	CITY/STATE/ZIP: _____
POSITION/TITLE: _____	POSITION/TITLE: _____
PRESENT SALARY: _____	PRESENT SALARY: _____
STARTED: _____	STARTED: _____
DESCRIPTION OF WORK: _____	DESCRIPTION OF WORK: _____

Your Related Business Ownership or Experience

Firm	Address	From / To	Position	Income

How long have you been looking for a business? _____

What other businesses have you investigated? _____

FINANCIAL INFORMATION

Name _____ Date _____

I make the following statement of all my assets and liabilities as of _____ day of _____, 20 _____

PLEASE FILL IN ALL LINES: IF ANSWER IS ZERO PLEASE WRITE -0-

CURRENT ASSETS

CURRENT LIABILITIES

Cash on hand _____
 Savings, funds and certificates _____
 Accounts and loans receivable _____
 Home—Fair market value _____
 Other real estate _____
 Life insurance—Cash value _____
 Other stocks and bonds _____
 Other assets (list)
(No automobiles or furniture)

Notes payable to banks _____
 Notes payable to others _____
 Loans against life insurance _____
 Accounts payable _____
 Interest payable _____
 Mortgages payable on real estate _____
 Automotiles _____
 Credit Card _____
 Other liabilities (list)

TOTAL ASSETS \$ _____

TOTAL LIABILITIES \$ _____

NET WORTH (Assets minus liabilities) \$ _____

Notes: _____

Cash available for investment in this business: \$ _____

If additional funds are required for this business, are they available to you? _____

Explain: _____

Do you plan to have a partner? _____ If so, will your partner be active and in what capacity? _____

Do you plan to have investors? _____ If so, to what extent? _____

Who will be the primary operator & contact? _____

Have you ever been involved in a personal or business bankruptcy? _____

Are you or your spouse part of any criminal investigation at this time? _____

Have you or your spouse ever been convicted of any crime? _____

Are there currently any civil judgements pending against you or your spouse? _____

Are there currently any civil suits pending against you or your spouse? _____

Do you have sources of income other than salary? If so, source and amount: _____

Your monthly expenses: Home: ? Auto: ? Living: ?

Other: ? Total Monthly Expenses: ?

GENERAL INFORMATION

How did you become interested in our franchise? (Choose one.)

- Advertisement (Which publication?) _____
- An existing store (Which location?) _____
- Other (Please identify in detail) _____

What is the preferred location for your franchise?

- 1. _____ 3. _____
- 2. _____ 4. _____

What are your reasons for going into your own business?

- 1. _____
- 2. _____

Who will perform the accounting duties for the company?

What are some of the major questions you have concerning owning your own business?

- 1. _____
- 2. _____

What skills and experience do you have that would give you the ability to be a success in this business?

I certify that, that to the best of my knowledge, the information contained herein is accurate and complete. BAB Systems, Inc. is hereby authorized to investigate my background as it pertains to qualification and status. This may include investigations of past employment, references, education and information contained in public records including credit, criminal and motor vehicle data. I release all such persons and sources from liability or damages from having furnished such information.

Signature

Date





How does our franchise differ from others?

Our franchisees have the benefit of two dynamic product offerings, frozen yogurt and gourmet muffins.

What is the length of the franchise agreement?

10 years initially with renewal options under the then-current franchise agreement.

What kind of investment is required?

It varies, but this chart should answer most of your questions:

<u>PRODUCTION STORE</u>	<u>Low</u>	<u>High</u>
Franchise Fee	\$20,000	\$20,000
Leasehold Improvement	\$87,000	\$135,000
Furniture, Fixtures, Equipment and Signing	\$110,000	\$130,000
Opening Inventory	\$7,000	\$10,000
Marketing Deposit	\$5,000	\$5,000
Prepaid Expenses & Deposits	\$500	\$2,000
Insurance	\$5,200	\$5,200
Training	\$1,600	\$4,000
Other Expenses	<u>\$7,500</u>	<u>\$22,100</u>
TOTAL	\$250,300	\$352,800

Do I pay an ongoing royalty?

Yes. The ongoing royalty is 5% of receipts and is payable weekly.

Can I expect help in choosing and setting up a location?

Absolutely. An experienced field representative will be assigned to assist you in evaluating various locations in your area. Once you've made a decision, our team of design consultants will draw up a site plan that takes full advantage of the location you've chosen.

Will I or my employees receive training and start-up help?

Of course. We'll fully familiarize two people with every phase of the operation during our intensive training program. Then, a field operations consultant will be available to provide you with additional assistance at your store prior to and during your opening.

Do I need prior food service experience?

No. Everything you'll need to know and everything you'll need to do is covered in our training, personalized support and a series of comprehensive operations materials.



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**What are the hours?**

Our stores are open from 7am to 11pm (seasonally adjusted).

What size will my store be?

We recommend between 1500-1800 sq. ft.

Is advertising support available?

Yes. Ongoing marketing and advertising create brand awareness and build goodwill for our proprietary products. You are required to contribute 3% of your gross revenues to a Marketing Fund. We will offer regular marketing and promotional assistance through professionally prepared art work for placement directly in your local media and point of purchase materials for use in your store.

Can I sell my franchise?

Yes. However, we reserve the right to approve the potential buyer.

Do I have to buy all my food products and production equipment from you?

We provide specifications for the purchase of these items. You may purchase most of your equipment from any approved or designated supplier. All food items and coffee must be purchased from a designated supplier. We have researched and negotiated with reputable companies that provide our franchisees with quality products, fair prices, and service after the sale.

Are there multi-unit opportunities available if I want to own more than one store?

Yes. For qualified individuals, we offer an Area Development Agreement granting the franchisee the opportunity to develop a number of additional franchises within an exclusive territory.

If I'm interested in learning more, what do I do next?

Simply complete the enclosed franchise application and mail or fax it to us for our review. A franchise development representative will contact you to make arrangements for a trip to our office to meet several members of our corporate staff. During your visit, you will be provided a copy of our Franchise Disclosure Document.

Development Agent opportunities available for qualified applicants.

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