

Initial 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? YES NO
If so, please describe:
- Can your spouse's income sustain your family financial needs? YES NO
- Have you ever owned a business? YES NO
If so, please describe:

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

