



OFFICE USE ONLY Section 1 Approved - Yes/No Section 2 Approved - Yes/No Manager – Franchise Central Recommended - Yes/No	<div style="border: 1px solid black; width: 40px; height: 20px; margin: 0 auto;">%</div>
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# APPLICATION FOR CONSIDERATION

## "PRIVATE & CONFIDENTIAL"

Full Name:	Date:
Tel:	Mob:
Fax:	
Email:	
Franchise:	
Preferred Area:	

The attached application is provided to determine your suitability as a Franchisee. It should be completed fully in your own handwriting.

We suggest that the information be current and accurate.

While we will be contacting your references to assist us we will not disclose the nature of your intended proposition.

Each application must be accompanied by a **deposit of \$1,000**. Cheques should be made payable to **FRANCHISE CENTRAL (AUSTRALIA) TRUST ACCOUNT**

The purpose of the deposit is to establish your interest is bona fide and is **fully refundable** should you proceed or cannot proceed for any reason, and/or your application is declined.

This application is not a contract and is not binding on either party. It will be treated as confidential.

Please do not be offended if after preliminary discussions, we consider you unsuitable as a Franchisee. We believe the success of our clients' Franchise Programmes have been due to the careful choice of each Franchisee.

## (Please Print CLEARLY)

The information contained in this form is confidential and details will not be divulged to any person other than the Franchisor and or its advisers and service providers/ Franchisee without authority.

Full name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Postcode \_\_\_\_\_

Telephone: Bus: \_\_\_\_\_

Private: \_\_\_\_\_

Mobile: \_\_\_\_\_

Date of Birth: \_\_\_\_\_ Age: \_\_\_\_\_

Marital Status: \_\_\_\_\_

Spouse's full name: \_\_\_\_\_

Age: \_\_\_\_\_

Number of children: \_\_\_\_\_

Age of children: \_\_\_\_\_

How long have you lived at your present address? \_\_\_\_\_

Previous address? \_\_\_\_\_

How long did you live there? \_\_\_\_\_

Please circle where applicable: **My Health is ...** **Poor** **Fair** **Good**

Describe any physical disabilities or health problems: \_\_\_\_\_

\_\_\_\_\_

List your interests and special skills: \_\_\_\_\_

\_\_\_\_\_

Have you ever been declared bankrupt? \_\_\_\_\_

\_\_\_\_\_

Have you ever been convicted of a criminal offence? \_\_\_\_\_

\_\_\_\_\_

Are there any pending charges against you? \_\_\_\_\_

Drivers Licence number: \_\_\_\_\_

Where Licence issued: \_\_\_\_\_

Expiry Date: \_\_\_\_\_

Place Photo Here

**PRESENT OCCUPATION** (and previous occupation or business - **attach C.V or details**)

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Type of Business: \_\_\_\_\_

Period of employment with the company: \_\_\_\_\_

Describe responsibilities and number of people supervised: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**EDUCATION** (Please list any professional degrees or qualifications)

\_\_\_\_\_

\_\_\_\_\_

**FINANCIAL INFORMATION**

\$		\$	
Present Annual Income:	_____	Fixed Annual out-goings:	_____
Wages or Salary: (after tax)	_____	Mortgage Repayments: (see Table 1)	_____
Bonus or Commission:	_____	Loan Repayments: (see table 2)	_____
Dividends:	_____	Other: (provide details)	_____
Other Income: (provide details)	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
<b>TOTAL</b>	<b>\$ _____</b>	<b>TOTAL</b>	<b>\$ _____</b>

**OFFICE USE ONLY**

Section 1

Financial Position Approved

Date: \_\_\_\_\_

Initials: \_\_\_\_\_

**FINANCIAL INFORMATION** (Continued)

<b>ASSETS \$</b>		<b>LIABILITIES \$</b>	
Cash on hand	_____	Overdrafts (see table 2)	_____
Cash in banks/savings institutions	_____	Creditors (see Table 2)	_____
Securities (shares/bonds)	_____	Leasing Finance (See Table 2)	_____
Accessible Superannuation	_____	Hire Purchase (See Table 2)	_____
Other _____ _____ _____	_____	Personal Loans (see Table 2)	_____
Money due to you (details) _____ _____ _____	_____		
Real Estate (Market Value) (see Table 1)	_____	Other Loans _____ _____ _____	_____
Your business	_____	Loans Guaranteed for others (provide details) _____ _____	_____
Motor Vehicles	_____	Mortgages payable (see Table 1)	_____
Other Assets (detail) _____ _____ _____ _____ _____ _____	_____ _____ _____ _____ _____	Other debts (details) _____ _____	_____
<b>TOTAL ASSETS</b>	<b>\$ _____</b>	<b>TOTAL LIABILITIES</b>	<b>\$ _____</b>

**FINANCIAL INFORMATION** (Continued)

**TABLE 1 – REAL ESTATE / PROPERTY**

Property Description & Address	Date of Purchase	Purchase Price (\$)	Current Value (\$)	Mortgagee	Mortgage Term	Monthly Payment (\$)	Amount Owning (\$)
<b>TOTAL \$</b>		\$	\$			\$	\$

**TABLE 2 – CURRENT LOANS, CREDITORS, OVERDRAFTS, HIRE PURCHASE, LEASING**

Lender - Address	Type of Loan	Purpose	How secured	Term	Date Opened	Original Amount (\$)	Monthly Payment (\$)	Amount Owning (\$)
<b>TOTAL \$</b>						\$	\$	\$

OFFICE USE ONLY Section 2 Personal Position Approved Date: _____ Initials: _____
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# QUESTIONNAIRE

In order for both an individual and a company to grow, they must have common goals and beliefs. The following questionnaire will help determine your needs and ascertain whether or not they run parallel to our client's needs. Please be frank with your answers.

1. If you could have any job or position you wanted , what would you do?

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2. What qualities do you have that you believe are valuable if you became part of this franchise?

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3. How much time out of every 24 hours do you devote to:

Your occupation:	Hours
Sleep:	Hours
Play and Relaxation:	Hours
Acquiring useful knowledge:	Hours
Waste:	Hours
Self - Improvement:	Hours
Family:	Hours

4. What do you think is likely to make the difference between success & failure in your business?

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5. What do you feel has been your greatest accomplishment in your life to date?

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6. What has been your greatest disappointment?

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7. What have you done in the past year to improve yourself?

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8. Predicated on the establishment of a business is difficult, regardless of the previous history of this franchise or other Franchisees in the group, how do you visualise your future with this particular Franchise and why do you think you will be successful?

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9. What level of total earnings (wages and profits) would you like (be aiming / budgeting) to make with your business?

1<sup>st</sup> Year: \$

2<sup>nd</sup> Year: \$

3<sup>rd</sup> Year: \$

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10. How does your spouse feel about your interest in this Franchise?

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11. What do you consider to be your greatest strengths?

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12. Which points about the Franchise are, (i) most important to you? (ii) disappointing to you?

(i)

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(ii)

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13. What do people most often criticise you for?

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14. What do you most often criticise others for?

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15. What factors in the past have contributed most to your own development?

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16. What factors would you say have been handicaps in preventing you from moving ahead more quickly in obtaining a business?

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17. What else do you think we should know about you to understand you better and to determine what your association with us could mean.?

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18. Based on mutual acceptance, when can you start?

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19. Who among your acquaintances:

Encourages you the most?

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Cautions you the most?

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Discourages you the most?

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20. Why are you considering going into business now?

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21. What do you see are the benefits in joining a franchised group in comparison with being on your own?

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22. Who do you consider to be the most successful person you have ever met? Why?

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23. What have you achieved in the past (personally) that makes you feel confident that you will be successful at whatever you apply yourself to in the future?

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24. Do you believe you are suitable to become a Franchisee of this system ? Why?

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25. Do you understand that you must pursue independent advice when considering this franchise opportunity? **Please circle applicable: YES / NO**

25. Following is a list of characteristics. You should circle the number which most accurately represents your own characteristics.

CHARACTERISTICS	LOW				HIGH						
<b>Activity Level</b>											
Drive	1	2	3	4	5						
Energy	1	2	3	4	5						
Endurance	1	2	3	4	5						
<b>Maturity Level</b>											
Self motivated	1	2	3	4	5						
Self confident	1	2	3	4	5						
Common sense	1	2	3	4	5						
Stability and composure	1	2	3	4	5						
<b>Managerial Experience</b>											
Motivated	1	2	3	4	5						
Problem Solving	1	2	3	4	5						
Skills	1	2	3	4	5						
Use of resources	1	2	3	4	5						
<b>Personal Traits</b>											
Goal setting	1	2	3	4	5						
Long term perspective	1	2	3	4	5						
Take the initiative	1	2	3	4	5						
Seek responsibility	1	2	3	4	5						
<b>Dealing with others</b>											
Use of feedback	1	2	3	4	5						
Communications	1	2	3	4	5						
Adaptability	1	2	3	4	5						
Sense of ethics	1	2	3	4	5						
<b>Working with yourself</b>											
Dealing with failure	1	2	3	4	5						
Tolerance of ambiguity	1	2	3	4	5						
Internal focus of control	1	2	3	4	5						
<b>Yourself As A Franchisee</b>											
Desire	1	2	3	4	5						
Accept a heavy workload	1	2	3	4	5						
Motivate others	1	2	3	4	5						
<b>Overall Score</b>	<input type="text"/>	+	<input type="text"/>	+	<input type="text"/>	+	<input type="text"/>	+	<input type="text"/>	=	<input type="text"/>

**FINANCIAL/PERSONAL REFERENCES**

1. Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Telephone: \_\_\_\_\_ Nature of Association: \_\_\_\_\_

2. Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Telephone: \_\_\_\_\_ Nature of Association: \_\_\_\_\_

3. Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Telephone: \_\_\_\_\_ Nature of Association: \_\_\_\_\_

**GENERAL INFORMATION**

How do you intend to finance the purchase of your franchise?

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Will you devote your full time to the business? YES / NO**

**Will your spouse be actively involved in the business? YES / NO**

**If yes, how many days per week? hours per day?**

**Are you considering a partner? YES / NO**

If yes, complete a separate Application for Consideration form for your intended partner.

Partners Name: \_\_\_\_\_

Partner's Address: \_\_\_\_\_

Partners percentage of business: \_\_\_\_\_

**GENERAL INFORMATION** (continued)

Do you intend to hold the franchise in a company name? YES / NO If yes:

Company Name: \_\_\_\_\_

ACN/ABN: \_\_\_\_\_

Registered Address: \_\_\_\_\_

Full Names & Address of Directors: \_\_\_\_\_

1. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

2. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Who do you bank with? \_\_\_\_\_

Branch: \_\_\_\_\_

Accountants Name: \_\_\_\_\_

Tel: \_\_\_\_\_

Solicitor's Name: \_\_\_\_\_

Tel: \_\_\_\_\_

**FRANCHISE FINANCE:**

Please have a Franchise Finance Expert contact us for a competitive free appraisal.

Yes  No

**SOLICITORS / ACCOUNTANTS:**

Do you require independent professional advice on assessing the franchise you are considering?

Yes  No

If YES visit our website [www.franchisecentral.com.au](http://www.franchisecentral.com.au)  
**Related Services** to find experts nearest to you that specialise in franchising.

**I understand that the purpose of this application is to assess my suitability as a franchisee. It does not obligate the Franchisor, their agent or me.**

**I understand that the referees may be contacted.**

**I certify that the above information is true and correct.**

**To this application, I have attached my:**

RESUME

BUSINESS HISTORY

PHOTO

Signed: \_\_\_\_\_

Date: \_\_\_\_\_

Print Name: \_\_\_\_\_

# FINANCE TOOLS FOR FRANCHISEES

Franchise Central is familiar with the challenges faced by Franchisees when helping to set up their business. That's why we have sourced a finance package that can assist with your franchise. Franchise Central can assist with dedicated specialist support, great rates on business loans and fast decisions. These features allow Franchisees to get on with generating a return for your system.

Franchise Central can find packages to suit your individual franchise needs, whether you are looking for finance:

- the purchase of a new franchise
- the purchase of an existing franchise
- the purchase of stock and/or equipment
- the refurbishment of an existing store
- your working capital requirements

## Easy Access To Funds

Franchise Central has sourced franchise lending products that focus on the ongoing value of the franchise system being purchased, rather than the franchisee's personal assets - great news for franchisees who may wish to avoid accessing the equity in their home.

Franchise Central provides finances to assist the set-up of a new franchise or the purchase of a franchise that already exists. Ask your local Franchise Specialist for further details at Franchise Central.

## Specialist Approach

We have appointed a team of senior business banking professionals to form our specialised franchise finance team. Call or email Franchise Central to arrange a discussion with our National Franchise Manager, who can suggest the best finance structure at a time convenient to you.

Franchise Central Franchise Banking Professional who manage your banking, are focused on franchise customers, so they understand how they operate, saving you and your franchisees' time and money.

## Flexible Tools To Meet Your Needs

Franchise Central recognises that no two franchise systems are alike and our approach is to recognise each franchise and its unique characteristics. Franchise Central Finance Specialists can structure products and services to the specific needs of your system, so we can provide the most suitable and cost-effective solution.

## Every Business Finance Tool You Need

Drawing on the full resources of our Finance Specialists, we have access to a full range of financial services and specialists to make day-to-day banking simpler for your system and its franchisees, and to enable your system to grow at pace.

## Loan Process

### Step 1: Loan Appointment

Contact Franchise Central and we can organise a Loan Appointment to discuss your needs and requirement. At the loan appointment we will:

- Discuss your needs and obtain the necessary information for the loan application
- Help you select a loan that is right for you
- Explain all the details of your chosen loan, including your repayments, fees, costs and loan features
- Assist you complete your loan application form and other documents

### Step 2: Loan Application

Your consultant will professionally package your Loan Application with the supporting evidence and then lodge the Application with lending institution. The lender will assess your application and advise you if more information is required.

### Step 3: Approval

After the lender has performed credit checks and evaluation, you will be advised of the Approval condition.

### Step 4: Loan Offer

The lender will send you a Loan Offer directly. The Loan Offer is your loan contract and outlines the terms and conditions of the loan, including the interest rate, term and the range of possible fees. If you have any queries regarding the Loan Offer, please contact us and we will attempt to assist you.

### Step 5: Settlement

Once the Loan Offer is completed and signed, the funds can be settled for your use.

Please contact Franchise Central on 1300 558 278 – OR – In order for us to be able to help you with your financial needs, please complete the following details with some basic information for us to get back to you.



## Financial Enquiry Form (to be completed)

<b>Contact Name:</b>	
<b>Phone:</b>	
<b>Email Address:</b>	
<b>Company:</b> (If Applicable)	
<b>Loan Amount:</b>	
<b>Are You A:</b>	<input type="checkbox"/> Potential Franchisee <input type="checkbox"/> Existing Franchisee <input type="checkbox"/> Potential Franchisor <input type="checkbox"/> Existing Franchisor
<b>What Purpose Do You Require Funds For?</b>	<input type="checkbox"/> Purchase a new franchise/business <input type="checkbox"/> Purchase established franchise/business <input type="checkbox"/> Plant & Equipment <input type="checkbox"/> Working Capital <input type="checkbox"/> To develop a franchise system
<b>Do You Have Any Cash Funds To Put Towards The Purchase?</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No
<b>Estimated Cash Fund Amount:</b>	\$ _____
<b>Your Current Income Level?</b>	<input type="checkbox"/> Individual <input type="checkbox"/> Jointly
<b>Estimated Total Income:</b>	\$ _____
<b>How Soon Do You Require Finance?</b>	_____
<b>Do You Have Real Estate Security?</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No
<b>If Yes, Estimated Value</b>	\$ _____
<b>Current Loan Balance</b>	\$ _____
<b>Enquiry:</b>	