

Q. Why should I use Professional Franchise Consultants, LLC and not contact franchisors directly?

A. Quite simply to save time, money and potential aggravation! **Our service is free.** Your franchise fees or business purchase price will not be greater if you choose to use our services. We provide all of the information you need to find the opportunity that fits your goals, plus we already know of many of the safest, strongest and most lucrative opportunities in business today, a task that could take months to accomplish independently.

Q. How much does it cost to use the services of Professional Franchise Consultants, LLC?

A. You don't pay anything for the services provided by Professional Franchise Consultants, LLC. We charge no fees and you will pay the published price for any franchise, just as if you had gone directly to the franchisor. The franchisor absorbs our marketing costs. The franchisors respect the process we follow and recognize the quality and it of the clients we refer to them after our consultations are complete. Professional Franchise Consultants, LLC is able to provide a win-win scenario for both the investor and the franchisor.

Q. How will Professional Franchise Consultants, LLC find the best franchise for me?

A. Our goal is to find an opportunity that will meet your needs. To do this effectively, we have to learn what those needs are. We will ask you to complete a questionnaire to provide us with the appropriate information. Some sample questions are:

- >What are your reasons for wanting to own a business?
- >Have you ever owned a business?
- >How much time can you devote to a business?
- >Where do you want the business to be located?
- >Will you be comfortable managing people?
- >How much capital do you have available to start a business?
- >Will you have partners?
- >How soon do you want to get your business started?
- >Will you be involved on a full or part time basis?

These are just a few of the many issues which we will discuss with you over the course of our consultation process. With this information we can create a personalized profile and model for you to use in evaluating opportunities. We should be able to match you with a few opportunities which have characteristics consistent with what you are looking for. This can save considerable time and effort.

Sorting through hundreds of franchise opportunities can be a long, confusing process. We can simplify this task because we do a lot of the leg work for you. We have pre-screened hundreds of companies from all areas of business. They must meet exacting standards to be included in our inventory. The end result is to find a franchise opportunity which is the right fit for you.

Q. Why should I buy a franchise?

A. Franchising offers individuals the opportunity to be in business for themselves,

but not by themselves. The franchisor provides support with all of the different functions of the business. They have faced the issues that arise in their business and can provide you with the necessary tools deal with them effectively.

Prior to opening, they provide extensive initial training and support so you are well prepared to start out on the right foot. They also provide ongoing support and can provide advertising and marketing services to help build your business.

Probably the most significant benefit to franchising is the reduced level of risk. The U.S. Department of Commerce statistics show an over 90% success rate for franchised businesses, as opposed to only 18% for independently owned businesses.

Q. **How soon can I get my business started?**

A. This depends, to a great extent, on you. The franchise consultation process can easily be completed in a few days if you are responsive and motivated. After beginning the process of investigating opportunities, most clients find a match within one to three months. After selecting the right business for you, it could take anywhere from 2 weeks to 6 months for your actual business to open.

Q. **What is the next step?**

A. Visit our Getting Started webpage to complete and submit our brief information request form. One of our consultants will contact you to answer any question you might have, and get you started with our FREE service to find the right business for you.