

The International Franchising Program

Presented by FranFIND and World Franchising

The Ultimate Authority on International Franchising - European & US Edition FRANCHISINGEU.COM

COMPANY QUESTIONNAIRE

| A. COMPANY INFORMATION | | | | | |
|--|-----------------|------------------|-----------------|-----|-----------------|
| 1. Company Trade Name | | | | | |
| 2. Company Name (if different) | | | | | |
| 3. Headquarters Address | | | | | |
| Building | | | | | |
| Street Name and Number | | | | | |
| City | | State/County | | | |
| Zip/Post Code | | Country | | | |
| 4. Contact Tel | (____) - (____) | Toll Free | (____) - (____) | Fax | (____) - (____) |
| 5. Website | http:// | | | | |
| 6. General Email | | | | | |
| 7. Contact Person | | Title | | | |
| Tel Direct* | (____) - (____) | Cellular/Mobile* | (____) - (____) | | |
| Contact Email* | | | | | |
| 8. Other Offices in: | | | | | |
| 9. List the national franchise association in which you are a member | | | | | |
| * This information will not be published. | | | | | |

| B. 10. BUSINESS DESCRIPTION |
|--|
| Description of business: |
| What are your firm's major areas of concentration? |

C. COMPANY BACKGROUND

| | |
|--|--|
| 11. Year founded | |
| 12. First year operating | |
| 13. First year operating internationally | |
| 14. What percentage of the firm's billable hours is billed to clients in the franchising industry? | _____ % |
| 15. How many staff are part of your company? | |
| 16. Are you part of an international network? _____ | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| 17. Please list up to 10 franchising clients you have done work for in the <u>past 3 years</u> : | |
| | |
| 18. In which countries do you have international experience? | |
| | |

D. FRANCHISE EXPOS

| | |
|---|--|
| 19. Interested to participate in international franchise expos?* | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| Any particular countries: | |
| 20. Interested in UK or Ireland franchise expos? Interested in special offers?* | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| * This information will not be published. | |

E. 21. LISTING OF CATEGORIES

48 distinct business categories are listed on the www.FranchisingEU.com website. Please check off the categories in which you wish your profile to be included. The US \$1500 cost of the basic listing includes 3 categories. If you wish to have your company listed in more than 3 categories, there will be an additional charge of US \$100.00 per category.

| | | |
|---|---|---|
| <input type="checkbox"/> 1. Accounting/Audit/Tax Services | <input type="checkbox"/> 17. Executive Search/Human Resources | <input type="checkbox"/> 33. Marketing/Public Relations |
| <input type="checkbox"/> 2. Advertising | <input type="checkbox"/> 18. Expert Witness | <input type="checkbox"/> 34. Payroll Services |
| <input type="checkbox"/> 3. Architectural/Interior Design Services | <input type="checkbox"/> 19. Financial/Lending Services | <input type="checkbox"/> 35. Printing Services |
| <input type="checkbox"/> 4. Associations | <input type="checkbox"/> 20. Fixtures/Displays | <input type="checkbox"/> 36. Publications |
| <input type="checkbox"/> 5. Attorneys | <input type="checkbox"/> 21. Franchise Consultants | <input type="checkbox"/> 37. Real Estate Services |
| <input type="checkbox"/> 6. Audio-Visual Productions | <input type="checkbox"/> 22. Franchisee Consultants | <input type="checkbox"/> 38. Restaurant Supplies |
| <input type="checkbox"/> 7. Brokers | <input type="checkbox"/> 23. Franchise Resales | <input type="checkbox"/> 39. Royalty Analysis |
| <input type="checkbox"/> 8. Business Forms/Bookkeeping Systems | <input type="checkbox"/> 24. Hotels | <input type="checkbox"/> 40. Sign Products and Services |
| <input type="checkbox"/> 9. Computer Software/Hardware | <input type="checkbox"/> 25. Insurance | <input type="checkbox"/> 41. Site Selection |
| <input type="checkbox"/> 10. Construction Remodeling | <input type="checkbox"/> 26. International Development | <input type="checkbox"/> 42. Speakers |
| <input type="checkbox"/> 11. Convention Planning/Travel | <input type="checkbox"/> 27. International Franchise Consultants | <input type="checkbox"/> 43. Tele-Communications/ Tele-Conferencing |
| <input type="checkbox"/> 12. Credit Card Services | <input type="checkbox"/> 28. Internet Services | <input type="checkbox"/> 44. Trade Shows/Expos |
| <input type="checkbox"/> 13. Databases | <input type="checkbox"/> 29. Lead Generation | <input type="checkbox"/> 45. Training/Education |
| <input type="checkbox"/> 14. Dispute Resolution | <input type="checkbox"/> 30. Leasing | <input type="checkbox"/> 46. Translation Services |
| <input type="checkbox"/> 15. Employee/ Franchisee Assessment/Screening Services | <input type="checkbox"/> 31. Manual Development/Updating | <input type="checkbox"/> 47. Uniforms |
| <input type="checkbox"/> 16. Executive Office Space/ Executive Services | <input type="checkbox"/> 32. Market Research/Information Services | <input type="checkbox"/> 48. Miscellaneous |