



# FRANCHISE DISCOVERY PROCESS

## 01 INTRODUCTORY CALL

Your Development Manager, Mike Doyle, will discuss your background, business goals, and provide an overview of the Yampa Sandwich Co franchise model. Please review the 'Welcome Section' of the online candidate education portal (link sent to you in previous emails).



### AFTER CALL:

- Review the Real Estate Section of the online candidate education portal (password will be emailed to you).
- Review Franchise Disclosure Document (FDD)

## 02 FDD REVIEW



We will review a few of the items in our Franchise Disclosure Document (FDD). This will prepare you for upcoming calls.

### AFTER CALL:

- Consider funding/finance options. You will be sent an email with funding options. Please follow up and provide initial information to begin the process, if needed.
- Continue your review of the FDD
- Review the Real Estate & Construction section on the online portal prior to our next scheduled call
- Sign and Date the FDD Receipt Page and email to yampasandwich@franep.com

## 03 REAL ESTATE & CONSTRUCTION CALL

We will discuss how you will be supported with Real Estate & Construction.



### AFTER CALL:

- Review the Staffing & Training Section of the online candidate portal (password will be emailed to you).
- Follow up with funding contacts if you haven't already done so.
- Sign, date, and email back your FDD Receipt Page to yampasandwich@franep.com, if not already completed.
- Identify a few different days that you can attend a Discovery Day in Denver, CO and send to Mike.

## 04 STAFFING & TRAINING CALL



Let's talk about the staffing needs for your location and training videos that will become available to you after you become a franchisee.

### AFTER CALL:

- Review the Marketing Section of the online candidate education portal (password will be emailed to you).
- Confirm Discovery Day attendance and email Mike your flight confirmation.
- Set up a time to speak to the Executive Team and confirm with them your attendance at Discovery Day.

## 05 MARKETING & TECH CALL



We will review the marketing strategies to open and grow your business and talk about our Point of Sale System.

### AFTER CALL:

- Confirm your attendance at Discovery Day by emailing your flight confirmation to Mike.

## 06 DISCOVERY DAY



Discovery Day visit to Denver, Colorado to meet the team.

### AFTER CALL:

- Decision Call
- Execution of Franchise Agreement and payment of initial franchise fee

