



Information Request Form for:

Frank Ranchise

completed 27 August 2019

Particular attention should be paid to any areas highlighted with a 'NOTE' next to them by asking Frank to further elaborate on these in a phone or face to face interview.

Basic Personal Details

Name:	Frank Ranchise
Age:	Frank is 43 years of age. His date of birth is 10-10-1975 .
Address:	He resides at 1 Night 'n Day Way, 24Hours, Convenienceville 247 New Zealand . He has lived there for 10 years.
Citizen of:	New Zealand
Mobile:	021 123 456 (This is the best way to contact him)
Email:	franchise@nightnday.co.nz
Mobility:	He currently has a driver's license.
Family details:	Frank is Married . His partner's name is Fiona Ranchise and they have been together for 25 years.
	He has 2 children:
	Forrest who is 19 years old.
	Fox who is 20 years old.

Proposed family involvement in the business

He **has** worked with Fiona before.

He expects Fiona to have **a lot of** involvement in this business. Specifically he expects Fiona to spend **20** hours a week in the business and for this involvement to be as follows:

Mixture of administration and working in store

He **does not** intend to involve his children or other members of his family in the operations of the business.

Family attitude to the business

He believes Fiona **is very positive and completely supportive** about applying for this franchise.

Reasons for choosing the franchise

He ranked his reasons for choosing a franchise in the following order of importance:

1. To achieve a personal challenge
2. To build more personal wealth
3. To have more flexibility in how I spend my time
4. To have more control and independence
5. To have more security and stability
6. To be able to work with my family

Preferred franchise area

Frank is applying for an **existing** franchise.

He has indicated that his preferred franchise location is: **Dunedin**

He says he prefers this for the following reason: **None specified**

His other location preferences are: **Mosgiel or Ashburton**

Commitment to the business

Frank says he intends to devote **8 hours a day** for **6 days a week** in running the franchise.

He says he or Fiona **do not** have any other business involvements.

He says he or Fiona **do not** have any significant personal or work commitments that require his time.

Language skills

His strongest language is **English**.

He rates his ability to read and write in English as **excellent**.

He rates his ability to speak clearly in English as **excellent**.

Health

He describes his current physical health as **good**.

He says he **does not** have any physical limitations that might restrict his ability to work with his hands or stand for long periods on his feet.

He says he **does not** have any specific health problems that occasionally require medical attention or medication.

He says he **has not** experienced a prolonged period of emotional distress that has restricted his ability to go to work.

Legal information

He says he **has never** had legal proceedings issued against him.

He says he **does not** have any current or pending charges against him.

He says that he or his spouse/partner **have never** been convicted of anything other than a minor traffic violation.

Education and qualifications

The last high school he attended was **Dunedin High School** where he completed **grade 12**.

His other formal qualifications are:

Bachelor Of Commerce from **University of Otago**.

He graduated in **1996**.

He says he has the following significant expertise:

We both have owned a number of successful businesses

Past business experience

He describes this business in the following way:

Cleaning Franchise

He no longer owns this business. He describes his role as **Owner / Operator**.

Past employment

He **has not** been an employee in the last 7 years.

Competence and experience

This is how he rated his level of experience in the following areas:

Level of experience	None	A little	Some	Quite a bit	Extensive
Selling products or services			●		
Working with financial information and business reports				●	
Working with computers and different types of software				●	
Supervising the performance of other people					●
Servicing customer needs					●
Planning or conducting marketing and promotional programs		●			
Working in a retail environment			●		
Working in a business to business environment				●	
Working in office administration			●		

He says people who know him well would say his strengths and weaknesses relevant to running a business are as follows:

Strengths

Relating to people

Weaknesses

Lacking some recent experience in retail industry.

He says the following has attracted him to Night 'n Day franchise:

It is a successful, growing business that works with its Franchisees.

He believes the following experience or skills will help him to succeed with the franchise:

We have owned a business before and we are not afraid of hard work.

Assistance expected

He says he expects the franchisor to provide the following assistance:

I expect you to help us be successful by sharing the knowledge and skills that have been obtained through 30 years of experience. We are new to the convenience industry so your experience will be fantastic.

Goals

He describes his goals for the business as:

To build a profitable, sustainable business

To give back to the local community

to potentially purchase a second Franchise in the coming years

He believes the following could hold him back from achieving his goals:

Situations beyond my control, e.g. roadworks outside the store

Increased competition for the customer's spending.

Financial and Legal Status

Frank says he **will** be operating under a company or legal entity. The company/entity name is **Still to be formed**.

Frank says he **has not** been bankrupt or the subject of a creditors' petition.

Frank says he **has not** been a director of a company when it was placed under receivership, administration or liquidation.

Financial position

He listed the current average monthly income for the family as follows:

Salaries, wages and commissions	\$ 8,000
Dividends or interest	\$ 0
Real estate income from rental properties	\$ 2,000
Other income	\$ 0
Total average monthly income	\$ 10
Total average monthly living expenses	\$ 8,500

He hopes to draw the following from the business (including wages and profits before tax):

Year 1	\$ 80,000
Year 2	\$ 100,000
Year 3	\$ 125,000

He listed his personal assets and liabilities as follows:

Liabilities		Assets	
Outstanding home mortgage	\$ 150,000	Market value of home	\$ 650,000
Outstanding investment loans	\$ 0	Market value of other property	\$ 350,000
Outstanding vehicle loans	\$ 0	Market value of vehicles	\$ 30,000
Outstanding personal loans	\$ 0	Shares or other investments	\$ 20,000
Credit cards	\$ 0	Investment/savings account	\$ 400,000
Outstanding taxation	\$ 0	Cheque account	\$ 0
Overdraft	\$ 0	Equity in any businesses	\$ 0
Other liabilities	\$ 250,000	Superannuation	\$ 150,000
TOTAL LIABILITIES	\$ 400,000	TOTAL ASSETS	\$ 1,600,000

According to the above his net worth is: \$ 1,200,000

Referees

He has listed the following as people who know him well and who we could talk with to get some objective feedback about him.

Name	Relationship	Phone Number
Mary	Business Mentor	022 123 456
George	Franchisor for previous business	027 123 456
Sarah	Franchisee for previous business	020 123 456

Other information

Who do you bank with?

National Bank

Please provide details of your bank contact person.

James Jameson

What percentage of the equity of the enterprise will be made available by your partner(s)?

0

What do you consider to be your partner's strongest skills (if applicable)?

determination to succeed

Have you visited any Night 'n Day outlets? (Yes/No) If yes, please tell us which ones.

Yes, all 5 Dunedin and 4 Invercargill stores, along with a number in between

Please provide your Accountant's details (name, firm, address, email and phone).

David Davidson**The Bean Counters Ltd**

david@thebeancounters.co.nz

Please provide your Lawyer's details (name, firm, address, email and phone).

Janet Janetson**The Lawyers Ltd**

Janet@thelawyersltd.co.nz

What is the purchase price of the business? \$ (Please provide the breakdown)

\$500,000 plus stock

Plant & Fittings \$

\$300,000

Land & Buildings \$

N/A

Stock \$

\$75,000

Goodwill \$

\$200,000

Other \$ (Please specify)

\$0

Where is the Purchase Price being funded from? Cash \$

\$300,000

Loans \$

\$300,000

Mortgages \$

\$0

Other \$ (Please specify)

\$0

Things to follow up further

Cautionary Note	Action/Follow Up
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