



# **Getting Started**

At Pudgie's Pizza, we stand by our Franchisees every step of the way. Support services provided to our Franchisees include: site evaluation and selection, architecture and construction support, equipment purchases, vendor relationships, management and team training assistance, grand opening support and ongoing operational and marketing guidance. Our Franchise team provides superior start-up and ongoing support to ensure brand consistency and integrity to every Pudgie's Pizza Franchisee.

#### The Evaluation Process

Selecting the right franchise requires proper due diligence. We encourage you throughout this discovery process to validate everything on your checklist to ensure that Pudgie's Pizza is the right business for you. Below is a step-by-step process that outlines the path to securing a Pudgie's Pizza Franchise in your area:

# Step 1: Franchise application:

Please review our website and submit the Franchise Application. This is the first step in our process to determine if you have the liquidity, net worth, and background that we believe is compatible with becoming a Pudgie's Pizza Franchisee. This information will be held in strict confidence and we will not run a credit check at this stage.

## **Step 2: Application review and initial discussion:**

Upon receipt of your franchise application, we will contact you to discuss our franchise opportunity in a greater depth and address any additional questions you may have including available territory for you to develop your franchise location(s).

#### **Step 3: Visit our locations:**

This is the best way to determine if Pudgie's Pizza is the right fit for you. Aside from the economics of the business, we hope that you'll find the pride of ownership is a driving force to further investigate joining Pudgie's Pizza Franchise system.

# **Step 4: Franchise Disclosure Document(FDD):**

At or before our first meeting you will receive our FDD which is required by the Federal Trade Commission and the particular state in which your Pudgie's Pizza restaurant will be located. This document explains our opportunity in depth and should be reviewed by your franchise attorney and CPA to clarify business terms and conditions. By law, Pudgie's Pizza personnel, or its agents, are not allowed to furnish you with additional financial projections, potential sales, earnings, earnings claims, or profitability projections.

## **Step 5: Discovery Day:**

Our Discovery Day meeting is a very important step in our mutual due diligence. This is your opportunity to meet our management team face-to-face to better understand the relationship between franchisee and franchisor. We will take you on a tour of both company-owned and franchised locations. You will also have the opportunity to meet franchisees if they are available during your visit. If you are interested in purchasing a territory for multiple-unit development, we will go over our market study at this time to provide you with an understanding of the commitment we will require to grant you a specified development territory. We will then present you with a letter of intent to purchase a franchise(s) if both parties are interested in taking a step forward.

# **Step 6: Franchise Agreement and Fee:**

Assuming we are right for each other, you will be awarded a franchise or multi-unit operator agreement.

#### **Step 7: Location and Lease:**

Once Pudgie's Pizza receives your executed Franchise Agreement and the required franchise fee, we will help you to identify the right location for your restaurant. We will assist in the lease negotiation process with you.

#### **Step 8: Architecture and construction:**

Once the lease is executed, we will provide you and your local architect with prototypical drawings. We will also participate in the evaluation of multiple bids from contractors to assist you with selecting the right contractor.

#### **Step 9: Training:**

After construction has commenced, you will be scheduled for our extensive in-restaurant and classroom training program.

#### **Step 10: Grand Opening:**

Grand Opening of your Pudgie's Pizza restaurant! Your restaurant will open once the construction or renovation is complete, equipment is installed and the Pudgie's Pizza in-restaurant and classroom training is complete. Pudgie's Pizza representatives will assist you during your initial opening and once your restaurant is open, our operational and marketing support continues.