



## FRANCHISE DISCLOSURE DOCUMENT

COIT SERVICES, INC.  
a California corporation  
897 Hinckley Road  
Burlingame, CA 94010  
(650) 697-5471  
franchise@coit.com  
Website URL: [www.coit.com](http://www.coit.com)

A COIT franchisee sells cleaning services for residential and commercial window coverings, carpets, area rugs, upholstery, air ducts, tile and grout ("Core Services"). Some franchisees also offer disaster restoration services ("Restoration Services") and/or stone cleaning and restoration services ("Stone Restore Services") and wood floor services ("Wood Floor Services").

The total investment necessary to begin operation of a COIT Core Services franchise is: \$51,858 to \$197,345 for a new franchise; \$34,248 to \$134,995 for a conversion franchise; and \$38,198 to \$181,495 for a plant conversion franchise. These amounts include \$24,799 to \$74,995 (depending on the number of households in the territory) that must be paid to the franchisor or its affiliate(s).

The total additional investment necessary to offer Restoration Services is \$31,525 to \$48,725. This includes \$8,500 that must be paid to the franchisor or its affiliate(s).

The total additional investment necessary to offer Stone Restore Services is \$29,000 to \$46,500. This includes \$8,500 to \$10,000 that must be paid to the franchisor or its affiliate(s).

The total additional investment necessary to offer Wood Floor Services is \$15,500 to \$32,000. This includes \$0 to \$3,500 that must be paid to the franchisor or its affiliate(s).

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive this disclosure document at least 14 calendar days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no government agency has verified the information contained in this document.**

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact Doug Kitzmiller at 897 Hinckley Road, Burlingame, California 94010, (800) 243-8797 (ext. 104).

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "A Consumer's Guide to Buying a Franchise," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, DC 20580. You can also visit the FTC's home page at [www.ftc.gov](http://www.ftc.gov) for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

ISSUANCE DATE: April 4, 2017

## STATE COVER PAGE

Your state may have a franchise law that requires a franchisor to register or file with a state franchise administrator before offering or selling in your state. REGISTRATION OF A FRANCHISE BY A STATE DOES NOT MEAN THAT THE STATE RECOMMENDS THE FRANCHISE OR HAS VERIFIED THE INFORMATION IN THIS DISCLOSURE DOCUMENT.

Call the state franchise administrator listed in Exhibit P for information about the franchisor, or about franchising in your state.

MANY FRANCHISE AGREEMENTS DO NOT ALLOW YOU TO RENEW UNCONDITIONALLY AFTER THE INITIAL TERM EXPIRES. YOU MAY HAVE TO SIGN A NEW AGREEMENT WITH DIFFERENT TERMS AND CONDITIONS IN ORDER TO CONTINUE TO OPERATE YOUR BUSINESS. BEFORE YOU BUY, CONSIDER WHAT RIGHTS YOU HAVE TO RENEW YOUR FRANCHISE, IF ANY, AND WHAT TERMS YOU MIGHT HAVE TO ACCEPT IN ORDER TO RENEW.

Please consider the following RISK FACTORS before you buy this franchise:

1. THE FRANCHISE AGREEMENT REQUIRES YOU TO RESOLVE DISPUTES WITH US BY ARBITRATION, LITIGATION, OR MEDIATION ONLY IN CALIFORNIA. OUT-OF-STATE ARBITRATION, LITIGATION, OR MEDIATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST MORE TO ARBITRATE, LITIGATE, OR MEDIATE WITH US IN CALIFORNIA THAN IN YOUR HOME STATE.
2. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

We use the services of one or more FRANCHISE BROKERS or referral sources to assist us in selling our franchise. A franchise broker or referral source represents us, not you. We pay this person a fee for selling our franchise or referring you to us. You should make sure to do your own investigation of the franchise.

Effective Dates: See the next page for state effective dates.

## STATE EFFECTIVE DATES

The following states require that the Franchise Disclosure Documents be registered or filed with the state, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington and Wisconsin.

The Franchise Disclosure Document is registered on file or exempt from registration in the following states having franchise registration and disclosure laws, with the following effective dates:

State Effective Date	State Effective Date
Hawaii	
Illinois	
Indiana	
Maryland	
Michigan	
Minnesota	
New York	
North Dakota	
Rhode Island	
South Dakota	
Virginia	
Washington	
Wisconsin	

In all the other states, the effective date of this Franchise Disclosure Document is the issuance date of April 4, 2017.

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