



DEPARTMENT OF CORPORATIONS
RECEIVED LOS ANGELES OFFICE

APR 02 2012

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 C 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/MEDIATION ONLY IN CALIFORNIA.
2. THE FRANCHISE AGREEMENT STATES THAT CALIFORNIA LAW GOVERNS THE AGREEMENT, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.
3. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

Effective Date: April ,2012

FRANCHISE DISCLOSURE DOCUMENT



W&B Abbott, Inc. d/b/a
EXIT Realty of Northern California
131 A Stony Circle, Suite 500
Santa Rosa, CA 95401
Phone: (707) 571-1730
Email: ExitNorCalif@cs.com

This is Disclosure Document for the sale of an EXIT "Franchise." The EXIT Franchise purchaser (the "Franchisee" or "You") will operate a real estate sales office. The above trademark is the primary business trademark that an EXIT Franchise will use in its business.

The total investment necessary to begin operation of an EXIT Franchise is between \$32,150 and \$191,500. This includes \$5,000 to \$25,000 depending on the density of the Franchise Territory, that must be paid to EXIT NORCAL

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 fourteen (14) calendar days before you sign a binding agreement with, or make any payments to, Subfranchisor or an affiliate in connection with the proposed Franchise sale. **Note, however, that no governmental agency has verified the information contained in this Document.**

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, D.C. 20580. You can also visit the FTC's home page at 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.

IssuanceDate:April,2012

TABLE OF CONTENTS

	<u>Page</u>
ITEM 1 THE FRANCHISOR AND SUBFRANCHISOR, AND ANY PARENTS, PREDECESSORS AND AFFILIATES	1
ITEM 2 BUSINESS EXPERIENCE.....	3
ITEM 3 LITIGATION.....	5
ITEM 4 BANKRUPTCY	6
ITEM 5 INITIAL FEES	6
ITEM 6 OTHER FEES.....	6
ITEM 7 YOUR ESTIMATED INITIAL INVESTMENT	9
ITEM 8 RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES.....	11
ITEM 9 FRANCHISEE'S OBLIGATIONS	12
ITEM 10 FINANCING	13
ITEM 11 FRANCHISOR'S AND SUBFRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS AND TRAINING	14
ITEM 12 TERRITORY.....	18
ITEM 13 TRADEMARKS.....	17
ITEM 14 PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION	20
ITEM 15 OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISE BUSINESS	21
ITEM 16 RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL	21
ITEM 17 RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION	21
ITEM 18 PUBLIC FIGURES	24
ITEM 19 PERFORMANCE REPRESENTATIONS	24
ITEM 20 OUTLETS AND FRANCHISEE INFORMATION.....	24
ITEM 21 FINANCIAL STATEMENTS	26
ITEM 22 CONTRACTS.....	27
ITEM 23 RECEIPTS	27
EXHIBIT A FRANCHISE AGREEMENT	
EXHIBIT B SALES REPRESENTATIVE AGREEMENT (SAMPLE)	
EXHIBIT C STATE FRANCHISOR ADMINISTRATORS AND REGISTERED AGENTS FOR SERVICE OF PROCESS	
EXHIBIT D TABLE OF CONTENTS OF TRAINING MANUALS	
EXHIBIT E LIST OF FRANCHISES	
EXHIBIT F DISCONTINUED FRANCHISES	
EXHIBIT G FINANCIAL STATEMENTS	
EXHIBIT H DISCLOSURES REQUIRED BY CALIFORNIA LAW	
EXHIBIT I GUARANTY OF PERFORMANCE	
EXHIBIT J PROMISSORY NOTE	
EXHIBIT K RECEIPTS	

This is a document preview downloaded from FranchisePanda.com. The full document is available for free by visiting: <https://franchisepanda.com/franchises/exit-realty>