

California Franchise Renewal  
SUPPLEMENTAL INFORMATION

DEPARTMENT OF CORPORATIONS  
REGISTRATION DIVISION  
LOS ANGELES OFFICE

APR 16 2013

- a. The states in which this proposed registration application is effective.

**CALIFORNIA, HAWAII, ILLINOIS, INDIANA, MARYLAND, MINNESOTA, NEW YORK,  
NORTH DAKOTA, RHODE ISLAND, SOUTH DAKOTA, VIRGINIA, MICHIGAN,  
WASHINGTON AND WISCONSIN**

- b. The states in which this proposed registration application is or will be shortly on file.

**CALIFORNIA, HAWAII, ILLINOIS, INDIANA, MARYLAND, MINNESOTA, NEW YORK,  
NORTH DAKOTA, RHODE ISLAND, SOUTH DAKOTA, VIRGINIA, MICHIGAN,  
WASHINGTON AND WISCONSIN**

- c. The states that have refused to register this franchise offering.

**None**

- d. The states that have revoked or suspended the right to offer franchises.

**None**

- e. The states in which this proposed registration of these franchises has been withdrawn within the last five years, and the reasons for revocation or suspension.

**None**

**FRANCHISOR'S COSTS AND SOURCE OF FUNDS**

1. Disclose the Franchisor's total costs for performing its pre-opening obligations to provide goods or services in connection with establishing each franchised business, including real estate, improvements, inventory, training and other items stated in the offering:

DEPARTMENT OF CORPORATIONS  
REGISTRATION SERVICES OFFICE

APR 16 2013

<b>Category</b>	<b>Costs</b>
Real Estate	\$ _____
Improvements	\$ _____
Equipment	\$ _____
Inventory	\$ _____
Training	\$ <u>4,000</u> _____
Other Items (Describe)	
<u>Materials</u> _____	\$ <u>2,200</u> _____
_____	\$ _____
<b>Total:</b>	\$ <u>6,200</u> _____

2. The source of these funds is the operating cash flow and working capital of the corporation.

**SALES AGENT DISCLOSURE FORM**

1. List the persons who will offer or sell franchises in this state. For each person state:

A. Name:

**Michael Nicholas**

B. Business address and telephone number:

**16479 Dallas Parkway  
Addison, Texas 75001  
(469) 310-2977**

DEPARTMENT OF CORPORATIONS  
LOS ANGELES OFFICE

APR 16 2013

C. Present Employer:

**Expense Reduction Analysts, Inc.**

D. Present Title:

**CEO**

E. Employment during the past five years. For each employment, state the name of the employer, position held, and beginning and end dates.

**Expense Reduction Analysts**

- **ERA Australia: May 2007-2012; Titles: National Training Manager, National Operations Manager, & Managing Director**
- **ERA (United States): 2013 - ; Title: CEO**

2. State whether any person identified in 1. Above:

A. Has any administrative, civil or criminal action pending alleging a violation of franchise or securities law, fraud, embezzlement, fraudulent conversion, restraint of trade, unfair or deceptive practices, misappropriation of property or any comparable allegations?

YES \_\_\_\_\_ NO  X

B. Had during the ten-year period immediately before the Disclosure Document date:  
(1) Been convicted of a felony or pleaded nolo contendere to a felony charge or been held liable in a civil action by final judgment if the felony or civil action involved a violation of franchise or securities law, fraud, embezzlement, fraudulent conversion, restraint of trade, unfair or deceptive practices, misappropriation of property or comparable violations of law?

YES \_\_\_\_\_ NO  X

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