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# REGIONAL

## FRANCHISE DISCLOSURE DOCUMENT

(Disclosure, Agreement & Exhibits)

**The issuance date of this Franchise Disclosure Document is April 24, 2017, unless otherwise noted on the States Effective Dates page inside this document.**

ERA – 2017 Regional FDD



**FRANCHISE DISCLOSURE DOCUMENT**  
**EXPENSE REDUCTION ANALYSTS, INC**

**A California corporation**  
**Addison Tower**  
**16415 Addison Road, Suite 410**  
**Addison, Texas 75001**  
**Telephone (469) 310-2970**  
**Fax (469) 461-1199**  
**URL [www.expensereduction.com](http://www.expensereduction.com)**

As a Regional Franchisee, you will operate a unique business we call a “Consulting Practice” that saves money and finds extra profit for private and public company clients. You will analyze the services and products of client companies, identify opportunities to reduce operating costs, and provide a variety of cost saving solutions to each client. Clients benefit by saving money through reducing operating costs, and you benefit by receiving a percentage of the documented savings those clients achieve.

The total investment necessary to begin operation of an Expense Reduction Analyst® Consulting Practice ranges from \$66,000 to \$85,900. This amount includes \$59,900 that must be paid to the franchisor.

This Disclosure Document summarizes certain provisions of your Franchise Agreement and other information in plain English. Read the 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 payments 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 Franchise Disclosure Document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact Expense Reduction Analysts, Addison Tower, 16415 Addison Road, Suite 410, Addison, Texas 75001, [franchise-info@expensereduction.com](mailto:franchise-info@expensereduction.com).

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, such as a lawyer or 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 listed on Exhibit A 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.

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## 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 THIS FRANCHISE WITH A STATE DOES NOT MEAN THAT THE STATE RECOMMENDS IT OR HAS VERIFIED THE INFORMATION IN THIS DISCLOSURE DOCUMENT**

Call the state franchise administrator listed on Exhibit A 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 PERMITS YOU TO MEDIATE, ARBITRATE OR LITIGATE WITH US ONLY IN TEXAS. OUT OF STATE LITIGATION OR ARBITRATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST MORE TO MEDIATE OR ARBITRATE WITH US IN TEXAS THAN IN YOUR HOME STATE
- 2 THE FRANCHISE AGREEMENT STATES THAT TEXAS LAW GOVERNS THE AGREEMENT. THIS LAW MAY NOT PROVIDE THE SAME PROTECTION AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS. PLEASE REFER TO ANY STATE-SPECIFIC ADDENDUM THAT MAY BE ATTACHED TO THE DISCLOSURE DOCUMENT FOR DETAILS
- 3 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 may pay this person a fee for selling our franchise or referring you to us. You should be sure to do your own investigation of the franchise**

Registration States Effective Dates See following page

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