

## FRANCHISE DISCLOSURE DOCUMENT

Fantastic Sams Salons Corporation

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Beverly, MA 01915  
(978) 232-5600

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www.fantasticsams.com

# ***Fantastic Sams***<sup>®</sup>

Fantastic Sams Salons Corporation grants franchises to own and operate Fantastic Sams<sup>®</sup> haircare salons. Fantastic Sams salons provide a full range of haircare products and services to men, women and children.

The total investment necessary to begin operation of a Fantastic Sams franchise is between \$136,100 and \$246,100. This includes an initial license fee of \$30,000 that must be paid to the franchisor or affiliate.

If you opt to enter into a multi-unit development agreement, you must pay a development fee of between \$50,000 and \$125,000 (depending on how many units will be developed) instead of the initial license fee. Therefore, your total investment for a multi-unit development agreement will be higher than for a single unit franchise agreement. The difference will depend on how many units are to be developed.

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 salon. **Note, however, that no governmental 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 **Director of Franchise Administration** at **50 Dunham Road, Ste. 3000, Beverly, MA 01915** and **(978) 232-5600**.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read your contract carefully. Show your contract and this disclosure document to an adviser, 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](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.

This Disclosure Document was issued on April 7, 2014, and became effective as set forth on the third page of this document entitled "Effective Dates of Disclosure."

# ***Fantastic Sams***<sup>®</sup>

## **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 H 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:

**THE FRANCHISE AGREEMENT REQUIRES YOU TO RESOLVE DISPUTES WITH US BY ARBITRATION OR MEDIATION. OUT-OF-STATE ARBITRATION OR MEDIATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY COST YOU MORE TO ARBITRATE OR MEDIATE WITH US IN MASSACHUSETTS THAN IN YOUR OWN STATE.**

**THE FRANCHISE AGREEMENT STATES THAT MASSACHUSETTS 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**

**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 be sure to do your own investigation of the franchise.

**THE EFFECTIVE DATES OF THIS FRANCHISE DISCLOSURE DOCUMENT IN THE STATES WITH FRANCHISE REGISTRATION LAWS ARE CONTAINED ON THE FOLLOWING PAGE.**

FANTASTIC SAMS SALONS CORPORATION  
HEREBY REPRESENTS THAT THIS DISCLOSURE DOCUMENT  
DOES NOT KNOWINGLY OMIT ANY MATERIAL FACT  
OR  
CONTAIN ANY UNTRUE STATEMENT OF A MATERIAL FACT.

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