

# FASTSIGNS®

## FRANCHISE DISCLOSURE DOCUMENT

FASTSIGNS International, Inc., a Texas corporation  
2542 Highlander Way  
Carrollton, Texas 75006-2333  
(214) 346-5600  
www.fastsigns.com

The franchise offered is for a business that specializes in selling, marketing, producing, installing and repairing visual communications including signs (both non-electrical and electrical), related work involved in the maintenance, installation and de-installation of interior and exterior signage, including painting, patching, masonry and landscaping, graphics, banners, flags, vehicle graphics, vehicle wraps, ADA signage, compliance signs, dimensional letters, dimensional signage, ready-to-apply lettering, exhibits and displays, decals and labels, exhibits, trade show and other displays, digital imaging, printing (including small format, large format, grand format and 3D), textile and fabric printing, advertising and promotional products (including wearables), electronic and digital signage, content for digital signage, visual graphics enhanced by 2D barcodes, radio frequency identification (RFID), augmented reality and virtual reality, QR codes, websites (both regular and mobile-optimized), logo/artwork design and illustration, product wraps and other related graphics, marketing services and complementary products and services.

The total investment necessary to begin operation of a full service FASTSIGNS Center franchised business is \$234,317 to \$324,489. This includes fees that range from \$129,852 to \$134,373 that must be paid to us or our affiliates. The total investment necessary to begin operation of a Conversion FASTSIGNS Center franchised business is \$108,523 to \$236,951. This includes fees that range from \$61,455 to 134,373 that must be paid to us or our affiliates. The total investment necessary to begin operation of a Co-Brand FASTSIGNS Center is \$96,906 to \$217,367. This includes fees that range from \$61,455 to \$134,373 that must be paid to us or our affiliates. If you enter into a Development Agreement you will pay a franchise fee of \$49,750 for the first FASTSIGNS Center to be developed and \$24,875 for each additional FASTSIGNS Center developed. The development fee is \$18,500 for each FASTSIGNS Center to be developed (excluding the first FASTSIGNS Center) and that amount will be credited against the franchise fee due for each FASTSIGNS Center.

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 our affiliates in connection with the proposed franchise sale. **Note, however, that no government agency has verified the information contained in this disclosure 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 the Franchise Development Department at 2542 Highlander Way, Carrollton, Texas 75006, (214) 346-5600.

The terms of your contract will govern your franchise relationship. Do not rely on the disclosure document alone to understand your contract. Read your entire 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 “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: May 1, 2022

## 1. How to Use This Franchise Disclosure Document

Here are some questions you may be asking about buying a franchise and tips on how to find more information:

| QUESTION  | WHERE TO FIND INFORMATION   |
|---|---|
| <p><b>How much can I earn?</b></p>  | <p>Item 19 may give you information about outlet sales, costs, profits or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Exhibit F.</p> |
| <p><b>How much will I need to invest?</b></p>   | <p>Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor’s direction. Item 7 lists the initial investment to open. Item 8 describe the suppliers you must use.</p>  |
| <p><b>Does the franchisor have the financial ability to provide support to my business?</b></p> | <p>Exhibit E includes financial statements. Review these statements carefully.</p>  |
| <p><b>Is the franchise system stable, growing, or shrinking?</b></p>                            | <p>Item 20 summarizes the recent history of the number of company-owned and franchised outlets.</p>   |
| <p><b>Will my business be the only FASTSIGNS business in my area?</b></p>                       | <p>Item 12 and the “territory” provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.</p>  |
| <p><b>Does the franchisor have a troubled legal history?</b></p>                                | <p>Items 3 and 4 tell you whether the franchisor or its management has been involved in material litigation or bankruptcy proceedings.</p>  |

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