



1010 Jackson Hole Drive, Suite 202
Blacklick, Ohio 43004
www.focuscfo.com

No. _____

Name

FRANCHISE DISCLOSURE DOCUMENT FOCUS CFO GROUP, LLC

Focus CFO Group, LLC (“Focus CFO”) provides fractional Chief Financial Officer services (“CFO Services”) primarily to small and medium size businesses. As a result of considerable expenditure of time, effort and money, Focus CFO has developed and owns a unique system of providing fractional CFO Services (the “Focus CFO System” or “System”) which is operated under certain unique and publicly recognized trademarks, service marks, logos and other commercial symbols including without limitation, the mark “Focus CFO®” (“Focus CFO Marks” or “Marks”). The Focus CFO System includes a variety of proprietary and confidential business methods, techniques, formats, designs, specifications, standards and procedures prescribed by or subject to the approval of Focus CFO, all of which may be improved further, developed or otherwise modified from time to time by Focus CFO.

The franchise offered is for the right to join Focus CFO as an independent contractor either as a CFO, directly providing on-site CFO support to Focus CFO clients, or as an Area President, working to generate new clients within Focus CFO’s coordinated client development system, both using the Focus CFO System and Focus CFO Marks.

The franchise offered is not a traditional franchise model. We are providing this Disclosure Document to ensure you understand the business opportunity being offered by Focus CFO.

- Clients who are brought into the Focus CFO System enter into contracts with Focus CFO, the franchisor, unlike other franchise opportunities, to ensure that its clients’ business practices and reputation are consistent with Focus CFO’s quality standards and the reputation of the Focus CFO Mark.
- CFOs and Area Presidents perform CFO Services for Focus CFO clients as independent contractors and the fees generated from these services are split with Focus CFO in accordance with the terms of the Franchise Agreement.

Upon payment of a fee, Focus CFO Group, LLC will grant qualified persons and business entities the right to join the Focus CFO System as either an Area President or CFO and use the Focus CFO Marks.

The total investment necessary to begin operation as a franchisee, either as an Area President or CFO, typically ranges from \$12,500 to \$36,000. This includes \$12,500 - \$15,000 that must be paid to Focus CFO.

This Disclosure Document summarizes certain provisions of the 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 the Franchise Agreement with, or make any payment to, Focus CFO 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. Do not rely on the Disclosure Document alone to understand the contract. Read all of your contract carefully. Show the Franchise Agreement and this Disclosure Document to an advisor, like 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 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. You can ask your state agencies about them.

Date of Issuance: April 5, 2019

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 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 REQUIRES YOU TO RESOLVE DISPUTES WITH US BY ARBITRATION ONLY IN FRANKLIN COUNTY, OHIO. OUT-OF-STATE ARBITRATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST YOU MORE TO ARBITRATE WITH US IN OHIO THAN IN YOUR OWN STATE.
2. THE FRANCHISE AGREEMENT STATES THAT OHIO 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. THE FRANCHISOR IS AT AN EARLY STAGE OF DEVELOPMENT AND HAS A LIMITED OPERATING HISTORY. THE FRANCHISE IS LIKELY TO BE A RISKIER INVESTMENT THAN A FRANCHISE IN A SYSTEM WITH A LONGER OPERATING HISTORY.
4. 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.

Effective Date: See the next page for state effective dates.

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