

FRANCHISE DISCLOSURE DOCUMENT



Focus CFO Group, LLC
1010 Jackson Hole Drive, Suite 202
Blacklick, Ohio 43004
www.focuscfo.com

As a franchisee of Focus CFO Group, LLC (“Focus CFO”), you will provide 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 initial investment necessary to begin operation as a franchisee, either as an Area President or CFO, typically ranges from \$15,000 to \$43,500. This includes \$15,000-\$18,500 that must be paid to Focus CFO or its affiliates.

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, Focus CFO or an affiliate in connection with the proposed franchise sale. **Note, however, that no governmental agency has verified the information contained in this document.**

You may wish to receive the Disclosure Document in another format that is more convenient to you. To discuss the availability of disclosures in different formats, contact Stacey Garn, 1010 Jackson Hole Drive, Suite 202, Blacklick, Ohio 43004, email: s.garn@focuscfo.com, phone (614) 944-5760.

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, 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 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: March 30, 2020; amended September 21, 2020

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
How much can I earn?	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 Item 20 or Exhibit F.
How much will I need to invest?	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 describes the suppliers you must use.
Does the franchisor have the financial ability to provide support to my business?	Item 21 or Exhibit D includes financial statements. Review these statements carefully.
Is the franchise system stable, growing, or shrinking?	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
Will my business be the only business providing fractional CFO services in my area?	Item 12 and the “territory” provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
Does the franchisor have a troubled legal history?	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
What’s it like to be Focus CFO franchisee?	Item 20 or Exhibit F lists current and former franchisees. You can contact them and ask about their experiences.
What else should I know?	These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this Disclosure Document to better understand this franchise opportunity. See the table of contents.

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