



## FRANCHISE DISCLOSURE DOCUMENT

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The franchise offered is for the operation of an outreach program under the name "High Touch-High Tech" which offers science educational programs to bring hands-on, participatory science experiences to classrooms and homes, as well as providing after school programs, holiday mini-camp programs, summer programs, preschool programs and birthday parties.

The total investment necessary to begin operation of a High Touch-High Tech franchised business is \$62,750 to \$69,000. This includes between \$52,500 that must be paid to the franchisor and/or its affiliate.

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 the 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 sale. Note, however, that no government 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 Terri Connolly at 15 Walden Drive, Suite 102, Arden, North Carolina 28704 and 828.684.3192.

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. Ask your state agencies about them.

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## **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
	franchises. You can find their names and
	contact information in Item 20 or
	Exhibits E and 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	Item 21 or Exhibit G includes financial
ability to provide support to my business?	statements. Review these statements
	carefully.
Is the franchise system stable, growing, or	Item 20 summarizes the recent history of
shrinking?	the number of company-owned and
_	franchised outlets.
Will my business be the only High Touch -	Item 12 and the "territory" provisions in
High Tech business in my area?	the franchise agreement describe whether
	the franchisor and other franchisees can
	compete with you.
Does the franchisor have a troubled legal	Items 3 and 4 tell you whether the
history?	franchisor or its management have been
	involved in material litigation or
	bankruptcy proceedings.
What's it like to be a High Touch - High	Item 20 or Exhibits E and F lists current
Tech franchisee?	and former franchisees. You can contact
	them to 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.



## What You Need To Know About Franchising Generally

<u>Continuing responsibility to pay fees</u>. You may have to pay royalties and other fees even if you are losing money.

<u>Business model can change</u>. The franchise agreement may allow the franchisor to change its manuals and business model without your consent. These changes may require you to make additional investments in your franchise business or may harm your franchise business.

<u>Supplier restrictions</u>. You may have to buy or lease items from the franchisor or a limited group of suppliers the franchisor designates. These items may be more expensive than similar items you could buy on your own.

<u>Operating restrictions</u>. The franchise agreement may prohibit you from operating a similar business during the term of the franchise. There are usually other restrictions. Some examples may include controlling your location, your access to customers, what you sell, how you market, and your hours of operation.

<u>Competition from franchisor</u>. Even if the franchise agreement grants you a territory, the franchisor may have the right to compete with you in your territory.

**Renewal**. Your franchise agreement may not permit you to renew. Even if it does, you may have to sign a new agreement with different terms and conditions in order to continue to operate your franchise business.

When your franchise ends. The franchise agreement may prohibit you from operating a similar business after your franchise ends even if you still have obligations to your landlord or other creditors.

## **Some States Require Registration**

Your state may have a franchise law, or other law, that requires franchisors to register before offering or selling franchises in the state. Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use the agency information in Exhibit A.

Your state also may have laws that require special disclosures or amendments be made to your franchise agreement. If so, you should check the State Specific Addenda. See the Table of Contents for the location of the State Specific Addenda.

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