

**FRANCHISE DISCLOSURE DOCUMENT**

Next Step Franchising, Inc.  
(A Massachusetts Corporation)  
962 Washington Street  
Hanover, Massachusetts 02339  
866 My Lapels™ (866-695-2735)  
[www.lapelsdrycleaning.com](http://www.lapelsdrycleaning.com)



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Business Oversight

Lapels® businesses are full-service environmentally friendly Dry Cleaning Plants and Satellite Dry Cleaning Stores. Each type of Lapels® business offers a full range of services including dry cleaning and shirt service and which also may include tailoring, shoe repair, wedding gown and fur storage, suede and leather processing and other ancillary services. Depending on the type of business, some or all of the services connected with the store are sub-contracted to qualified professionals.

The total investment necessary to begin operation of a Lapels® franchise depends on the type of business you choose. We offer two options: a Full Service Environmentally Friendly Dry Cleaning Plant or a Satellite Store. The total investment necessary to begin operation of a Lapels® Full Service Environmentally Friendly Dry Cleaning Plant ranges between \$356,031 and \$529,911. This includes an initial investment of \$342,751 that must be paid to the franchisor or its affiliates. The total investment necessary to begin operation of a Lapels® Satellite Store ranges between ~~\$8186,502~~ and ~~\$169174,212~~. This includes an initial investment of ~~\$7176,312~~ that must be paid to the franchisor 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, the franchisor 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 your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact Lapels® corporate offices at 962 Washington Street, Hanover, MA 02339 and 866 My Lapels™ (866-695-2735).

The terms of your contract will govern your franchise relationship. Don't 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 "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.

FDD Date of Issuance is ~~March 31~~ September 30, 2016

## 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 C 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 MASSACHUSETTS. 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 MASSACHUSETTS THAN IN YOUR OWN STATE.
2. 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
3. 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.

Issuance Date: ~~March 31~~ September 30, 2016, subject to state-specific effective dates on the following page.

STATE EFFECTIVE DATES

The following states ~~do not have~~ require that the franchise disclosure document be registered or filed with the state, or be exempt from registration laws: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington and Wisconsin.

This Franchise Disclosure Document may be given to persons in the following states as of the Date of Issuance, ~~March 31, 2016~~:

Alabama	Louisiana	North Carolina
Alaska	Maine	Ohio
Arizona	Massachusetts	Oklahoma
Arkansas	Mississippi	Oregon
Colorado	Missouri	Pennsylvania
Connecticut	Montana	South Carolina
Delaware	Nevada	Tennessee
Georgia	New Hampshire	Texas
Idaho	New Jersey	Vermont
Iowa	New Mexico	West Virginia
Kansas		Wyoming

This document is registered, on file or exempt from registration in the following states having franchise registration and disclosure laws, with the following effective dates:

	<u>Effective Date</u>
California	04/18/16
Florida	12/01/15
Hawaii	
Illinois	05/04/16
Indiana	10/29/15
Kentucky	N/A
Maryland	Pending
Michigan	04/29/16
Minnesota	
Nebraska	N/A
New York	06/02/16
North Dakota	
Rhode Island	04/18/16
South Dakota	06/07/16
Utah	
Virginia	11/5/15
Washington	06/03/16

Wisconsin

<u>California:</u>	<u>April 8, 2016</u>	<u>Nebraska:</u>	<u>N / A</u>
<u>Connecticut:</u>		<u>New York:</u>	<u>June 2, 2016</u>
<u>Florida:</u>	<u>December 1, 2015</u>	<u>North Dakota:</u>	
<u>Hawaii:</u>		<u>Rhode Island:</u>	<u>April 18, 2016</u>
<u>Illinois:</u>	<u>May 4, 2016</u>	<u>South Dakota:</u>	<u>June 7, 2016</u>
<u>Indiana:</u>	<u>October 29, 2015</u>	<u>Texas:</u>	
<u>Kentucky:</u>	<u>N / A</u>	<u>Utah:</u>	
<u>Maryland:</u>	<u>Pending</u>	<u>Virginia:</u>	<u>November 5, 2015</u>
<u>Michigan:</u>	<u>April 29, 2016</u>	<u>Washington:</u>	<u>June 3, 2016</u>
<u>Minnesota:</u>		<u>Wisconsin:</u>	

In the states listed below, the issuance date of this franchise disclosure document is: September 30, 2016.

**MULTISTATE 09330116**

**Lapels®**

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