

Sales, Period Totals, Royalties, Demographic Reports, Transaction Specifics, Discounts and Periodic Tax Summaries as an example of some of the information the POS vendor will collect and make available to us via a website. The system will include computer(s), modem(s), cash drawer(s), receipt printer(s) and report printer as well as POS software. You must sign all documents and do such further acts as may be required by us from time to time in order to effect the foregoing. Without limiting the generality of the foregoing, you must purchase such POS System and high speed telephone equipment as may be required to implement the cash register program and/or for any other purposes that we may designate from time to time in the Operations Manual or by notice in writing from suppliers designated by us and you must assume and pay all costs related to the program. (See Section 8 10 of the Franchise Agreement).

You must purchase or lease, use, maintain and update computer and other systems and software programs which meet our specifications as they evolve over time and which, in some cases, may only be available through us, our affiliates and/or designated suppliers. You must maintain your systems network and you must promptly update and otherwise change your computer and point of sale hardware and software system as we require from time-to-time, at your expense. You will pay all amounts charged by any supplier or licensor of the systems and programs used by you, including charges for use, maintenance, support and/or update of these systems or programs.

We estimate the cost of purchasing the computer system and POS system will range from \$6,500 to \$8,000. In addition, you will need to pay up to \$90 a month for a service and maintenance contract plus the cost of your Internet connection. This monthly fee covers the cost of ongoing maintenance and POS software upgrades. Other than as set forth in the agreements between you and our POS System vendors, which you will sign prior to the date you open your Extreme Pita Store, we have no contractual obligation to provide you with support services, upgrades or updates.

We have the right to independently access your electronic information and data, and to collect and use your electronic information and data in any manner we choose to promote the development of the System and the sale of franchises There is no contractual limitation on our right to receive or use your electronic information and data.

## **Training Program**

Our Initial Training Program is comprised of the following three phases:

- A Initial In-Store Training In the first phase, you will be required to undergo ten to fourteen full and consecutive days of initial in-store training at one of our Extreme Pita training stores as designated by us Such training shall take place within a ten to fourteen-day period of our choice, but we will try to accommodate your schedule. During this phase, you will spend your time learning about the daily operations of the franchised business and the focus of this phase of training will be on back-of-house and behind-the-line product preparation
- B. Classroom Training. In the second phase, you will be required to undergo nine full and consecutive days of classroom training at our head office classroom in Mississauga, Ontario To proceed to the second phase of training, you must first obtain at least 80% on your recipe test. Your failure of this recipe test may cause us to require you to re-attend and



successfully complete the first phase of in-store training or to terminate the Franchise Agreement. The second phase of training will require you to attend training in our head office classroom at our office in Mississauga, Ontario for nine (9) full and consecutive days of training. Included in the second phase of our training will be lectures and discussions regarding small business practices such as financial controls (LISCR), P O S training, hiring and managing staff, labor and scheduling controls and marketing overview with a focus on local store marketing. Another component of this training includes some hands-on practical exercises, including where you will be responsible for opening and closing the test kitchen as well as preparing lunch for the class and office staff and at times external patrons. Once again, you will be required to successfully complete this phase of training before you could proceed onto the third phase of training. This phase of training will include up to four (4) tests, some of which are oral and/or written, where you will be required to obtain a mark of at least 85% in order to proceed.

Additional In-Store Training. In the third phase, you will be required to return to one of our designated Extreme Pita training stores for eight to ten full and consecutive days of additional in-store training. This is the third phase of your training, where you will be required to work for eight (8) to ten (10) full and consecutive days, performing two (2) weeks of inventory, all within a fourteen (14) day period. You will be required to complete a minimum of four Open – Close and four eight hour shifts. The focus of this component of the training will be on product preparation during peak revenue periods but you will also be trained on placing and receiving all food and beverage orders POS hands on practice which will include the start of day and day end procedures, as well as a full cycle of inventory and the completion of LISCR for the eight to ten day training period. Once again, you will be required to complete this phase of training before you are allowed to proceed onto the fourth and final phase of training.

The classroom training takes place at our affiliate's headquarters in Mississauga, Ontario, Canada and incorporates manuals, classroom lectures, workbooks, and online learning courses Various staff members and suppliers with an average of 20 years of experience in the Quick Service Retail ("QSR") industry will provide spontaneous presentations during the training program The following persons will conduct and participate in your training:

Alex Rechichi is the co-founder, one of the directors and the President of Extreme Pita Franchising USA, Inc. since March 13, 2001. Alex has over 14 years of experience in the QSR industry and his background is in sales and marketing. He has worked in the retail food industry since 1997 when the first Extreme Pita restaurant location was opened and with Extreme Pita Franchising USA, Inc. since 2001. Alex participates in training to share his experience on how the company got started, to provide a company background and a company overview.

Mark Rechichi is the other co-founder, director and the Secretary and Treasurer of Extreme Pita Franchising USA, Inc since March 13, 2001. Mark holds the Chartered Accountant, (CA) and Chartered Financial Analyst (CFA) designations. Mark previously held positions at Price Waterhouse and Merrill Lynch in financing and financial administrative matters prior to co-founding Extreme Pita with his brother, Alex and opening the first Extreme Pita restaurant location in 1997. Mark offers training in administrative matters, calculating breakeven and understanding financial statements



## TRAINING PROGRAM

Training Course	Phase 1 On-the-Job	Location	Phase 2 Classroom	Location	Phase 3 On-the- Job	Location -
Orientation	30 min	Training Restaurant	30 min	Mississauga, Ontario		Training Restaurant
Countdown Manual	30 min	Training Restaurant	30 min	Mississauga, Ontario	1 hr	Training Restaurant
Basic Standards	5 hrs	Training Restaurant	2 hrs	Mississauga, Ontario		Training Restaurant
Positions on the line	4 hrs	Training Restaurant		Mississauga, Ontario	4 hrs	Training Restaurant
Company Overview/Values		Training Restaurant		Mississauga, Ontario		Training Restaurant
Operations Presentation- Role of the BDC and RQR's		Training Restaurant	i inte	Mississauga, Ontario		Training Restaurant
Marketing		Training Restaurant	8 5 hrs	Mississauga, Ontario		Training Restaurant
Catering-preparing, selling, taking orders	1 hr	Training Restaurant	2 5 hrs	Mississauga, Ontario		Training Restaurant
Training, Staffing and Recruiting		Training Restaurant		Mississauga, Ontario	1 hr	Training Restaurant
Understanding Financials/Accounting		Training Restaurant	1 1 nrc	Mississauga, Ontario		Training Restaurant
Understanding Labor Costs and examples (homework)		Training Restaurant		Mississauga, Ontario		Training Restaurant
Understanding Food Costs and examples (homework)		Training Restaurant	nnre	Mississauga, Ontario		Training Restaurant
POS training, LISCR reporting, Inventory		Training Restaurant	6 hr	Mississauga, Ontario	5 hrs	Training Restaurant
Purchasing		Training Restaurant		Mississauga, Ontario		Training Restaurant
Equipment Maintenance		Training Restaurant		Mississauga, Ontario		Training Restaurant
Health and Safety and WHMIS	30 min	Training Restaurant	1 1 DF	Mississauga, Ontario		Training Restaurant
Food Safety	30 min	Training Restaurant	X 3 Drc	Mississauga, Ontario		Training Restaurant
Menu Overview	1 hr	Training Restaurant	I HIS	Mississauga, Ontario		Training Restaurant

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