



FRANCHISE DISCLOSURE DOCUMENT

MOLLY. MAID - 2016 FDD

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a Michigan limited liability company 3948 Ranchero Drive, Ann Arbor, MI 48108 (734) 822-6800 <u>info@mollymaid.com</u> (email) <u>www.mollymaid.com</u> (website)

The franchise owner will provide residential homeowners a premium home cleaning experience utilizing the MOLLY MAID business system, which is sometimes referred to below as the "Franchise", or "Franchise" Business", or "MOLLY MAID Franchise".

The total investment necessary to begin operation of a MOLLY MAID franchise is from \$89,200 to \$137,200. This includes the \$14,900 Initial Franchise Fee, the \$10,000 Initial Package Fee, and a Territory Fee that ranges between \$20,000 and \$45,000 that must be paid to the franchisor or 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 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 MOLLY MAID, Department of Franchise Development, at 3948 Ranchero Drive, Ann Arbor, MI 48108 and 734-822-6800.

The terms of your contract will govern your franchise relationship. Do not rely on the disclosure document alone to understand your contract. Read the 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 in 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 (referred to as "FTC"). 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 <u>www.ftc.gov</u> 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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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 B 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 MCLENNAN COUNTY, TEXAS. OUT-OF-STATE ARBITRATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY COST YOU MORE TO ARBITRATE WITH US IN TEXAS THAN IN YOUR OWN STATE.

ANY DISPUTES WITH US THAT ARE NOT SUBJECT TO ARBITRATION MUST BE RESOLVED BY LITIGATION IN MCLENNAN COUNTY, TEXAS. IT MAY COST YOU MORE TO LITIGATE WITH US IN TEXAS THAN IN YOUR OWN STATE.

- 2. THE FRANCHISE AGREEMENT STATES THAT TEXAS 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. YOU MUST PAY US MINIMUM LICENSE FEES BASED ON A MULTIPLE OF YOUR TERRITORY'S TARGET HOUSEHOLD VALUE, BEGINNING IN THE SECOND YEAR OF OPERATION, EVEN IF THE FRANCHISE HAS NO REVENUE. THIS MINIMUM IS BASED ON THE FRANCHISEE MAINTAINING A MINIMUM LEVEL OF GROSS SALES OF \$0.075 PER TARGET HOUSEHOLD VALUE PER WEEK. THIS AMOUNT INCREASES EACH YEAR.
- 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.

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