

FRANCHISE DISCLOSURE DOCUMENT

Mosquito Squad Franchising, LLC
A Delaware limited liability company
2924 Emerywood Parkway, Suite 101
Richmond, VA 23294
(804) 353-6999
info@mosquitosquad.com
www.mosquitosquad.com
www.mosquitosquadfranchise.com

MOSQUITO
SQUAD[®]

The franchise described in this disclosure document is for the operation of a MOSQUITO SQUAD[®] business, which offers certain outdoor pest control services and equipment, including the sales, design, installation and servicing of outdoor misting systems, barrier treatment services, and other pest elimination and control systems for both residential and commercial use.

The total investment necessary to begin operation of a MOSQUITO SQUAD franchise is \$65,800 to \$86,925. This includes \$41,200 to \$52,500 that must be paid to the franchisor or affiliate. The total investment necessary to enter into a Development Agreement is \$26,000 (which includes the territory fee for the development of two MOSQUITO Squad franchises) to \$103,000 (which includes the territory fee for the development of eight MOSQUITO Squad franchises), which estimated investment is in addition to the estimated investment necessary to begin operation of each MOSQUITO SQUAD business developed pursuant to the Development Agreement (which estimate is disclosed in the first sentence of this paragraph). This includes \$25,000 to \$100,000 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 Jennifer “Amy” Lawhorne at 2924 Emerywood Parkway, Suite 101, Richmond, Virginia 23294, (804) 353-6999.

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, D.C. 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.

Issuance Date: May 1, 2019, as amended July 15, 2019

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 E 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 VIRGINIA. OUT-OF-STATE ARBITRATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST MORE TO ARBITRATE WITH US IN VIRGINIA THAN IN YOUR OWN STATE.
2. THE FRANCHISE AGREEMENT STATES THAT VIRGINIA 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. IF YOU ARE AN INDIVIDUAL, YOUR SPOUSE MUST SIGN THE GUARANTY AND ASSUMPTION OF FRANCHISEE'S OBLIGATIONS, WHICH WILL MAKE THEM JOINTLY AND SEVERALLY LIABLE FOR THE DEBTS OF THE MOSQUITO SQUAD BUSINESS WHETHER OR NOT YOUR SPOUSE IS INVOLVED IN THE OPERATIONS OF THE MOSQUITO SQUAD BUSINESS. THIS REQUIREMENT PLACES YOUR PERSONAL ASSETS AND YOUR SPOUSES ASSETS AT RISK.
4. YOU MUST MAKE MINIMUM ROYALTY OR ADVERTISING FUND PAYMENTS, REGARDLESS OF YOUR SALES LEVELS. YOUR INABILITY TO MAKE THE PAYMENTS MAY RESULT IN TERMINATION OF YOUR FRANCHISE AND LOSS OF YOUR INVESTMENT.
5. WE AND OUR AFFILIATES MAY ESTABLISH OTHER CHANNELS OF DISTRIBUTION, AND MAY SELL OR DISTRIBUTE ANY PRODUCT OR SERVICE TO THE GENERAL PUBLIC, UNDER THE SAME AND/OR DIFFERENT TRADEMARKS, IN COMPETITION WITH YOU.
6. YOU MUST MAINTAIN MINIMUM SALES PERFORMANCE LEVELS. YOUR INABILITY TO MAINTAIN THESE LEVELS MAY RESULT IN LOSS OF ANY TERRITORIAL RIGHTS YOU ARE GRANTED, TERMINATION OF YOUR FRANCHISE, AND LOSS OF YOUR INVESTMENT.
7. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

We may 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 this franchise.

Effective date: See the next page for state effective dates

STATE EFFECTIVE DATES

The following states require that the disclosure document be registered or filed with the state, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington and Wisconsin.

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

State	Effective Date	State	Effective Date
California	May 10, 2019, as amended _____, 2019	North Dakota	June 3, 2019, as amended _____, 2019
Illinois	May 1, 2019, as amended July 15, 2019	Rhode Island	June 7, 2019, as amended _____, 2019
Indiana	May 8, 2019, as amended _____, 2019	South Dakota	May 9, 2019, as amended July 15, 2019
Maryland	May 17, 2019, as amended _____, 2019	Virginia	May 17, 2019, as amended _____, 2019
Michigan	March 25, 2019, as amended July 15, 2019	Wisconsin	May 8, 2019, as amended _____, 2019
Minnesota			
New York	June 27, 2019, as amended July 15, 2019		

This Franchise Disclosure Document has not been filed in Hawaii or Washington.

In all other states, the effective date of this Franchise Disclosure Document is the issuance date of May 1, 2019, as amended July 15, 2019.

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