

## FRANCHISE DISCLOSURE DOCUMENT

**MOXIE BBB FRANCHISING, LLC**  
a Delaware Limited Liability Company  
504 Bloomfield Avenue, Suite 202  
Montclair, New Jersey 07042  
(973) 746-6943  
[www.moxiefranchising.com](http://www.moxiefranchising.com)



The franchise offered is for the operation of a blowdry and beauty services business having a unique interior and exterior design and trade dress and offering for sale to the public, blow-outs, hair cutting, styling, coloring, and other beauty services, including hair care and beauty products and accessories under the name “Moxie The Ultimate Full Service Salon.”

The total investment necessary to begin operation of a single unit Moxie The Ultimate Full Services Salon franchise is \$208,250 to \$460,000. This includes \$155,500 to \$292,000 that must be paid to the franchisor and/or its affiliate(s).

The total investment necessary to operate multiple units under our form of area development agreement depends on the number of franchises we grant you the right to open. The total investment necessary to enter into a development agreement for the right to develop three (3) units is \$283,250 to \$535,000, which includes a \$125,000 development fee that is paid to us.

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 our President and CEO, Michael Sarao, 504 Bloomfield Avenue, Suite 202, Montclair, New Jersey 07042; (973) 746-6943; and [mikesarao@moxiefranchising.com](mailto:mikesarao@moxiefranchising.com).

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](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.

**Issuance Date:** April 27, 2018.

## 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 D 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 LITIGATION ONLY IN NEW JERSEY. OUT-OF-STATE LITIGATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST YOU MORE TO SUE US IN NEW JERSEY THAN IN YOUR OWN STATE.

2. THE FRANCHISE AGREEMENT STATES THAT NEW JERSEY LAW GOVERNS THE AGREEMENTS, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS YOUR STATE'S LAW. YOU MAY WANT TO COMPARE THESE LAWS.

3. 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 franchisee 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 conduct your own investigation of the franchise.

Effective Date: See next page for state effective dates

## STATE EFFECTIVE DATES

The following states require that this 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 Franchise 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:

California	Pending
Hawaii	Not effective
Florida	Effective
Illinois	Pending
Indiana	Pending
Kentucky	Effective
Maryland	Not effective
Michigan	Pending
Minnesota	Not effective
Nebraska	Effective
New York	Pending
North Dakota	Not effective
Rhode Island	Not effective
South Dakota	Not effective
Texas	Pending
Utah	Effective
Virginia	Pending
Washington	Pending
Wisconsin	Pending

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