

## FRANCHISE DISCLOSURE DOCUMENT

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You will operate a specialty commercial cleaning service that provides services to the healthcare industry. The total investment necessary to begin operation of a NEXClean franchise ranges from \$108,450 to \$148,340. This includes \$42,250 to \$42,300 that must be paid to us.

This disclosure document <u>summarizes</u> 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.** 

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 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 <a href="www.ftc.gov">www.ftc.gov</a> 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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## **How to Use this Franchise Disclosure Document**

Here are some questions you may be asking about buying a franchise and tips on how to find more information.

QUESTION	WHERE TO FIND INFORMATION
How much can I earn?	Item 19 may give you information
	about outlet sales, costs, profits or
	losses. You should also try to obtain
	this information from others, like
	current and former franchisees. You
	can find their names and contact
	information in Item 20 or Exhibit F.
How much will I need to invest?	Items 5 and 6 list fees you will be
	paying to the franchisor or at the
	franchisor's direction. Item 7 lists the
	initial investment to open. Item 8
	describes the suppliers you must use.
Does the franchisor have the	Item 21 or Exhibit C includes financial
financial ability to provide support	statements. Review these statements
to my business?	carefully.
Is the franchise system stable,	Item 20 summarizes the recent history
growing or shrinking?	of the number of company-owned and
	franchised outlets.
Will my business be the only	Item 12 and the "territory" provisions in
NEXClean business in my area?	the franchise agreement and multi-unit
	operator agreement describe whether
	the franchisor and other franchisees
Describe from this on house of the while d	can compete with you.
Does the franchisor have a troubled	Items 3 and 4 tell you whether the
legal history?	franchisor or its management have
	been involved in material litigation or
What's it like to be a NEXClean	bankruptcy proceedings.
franchisee?	Item 20, Exhibit F lists current and former franchisees. You can contact
ii aiicilisee :	them to ask about their experiences.
What else should I know?	These questions are only a few things
Wilat 6136 Siloulu I Kilow :	you should look for. Review all 23
	Items and all Exhibits in this disclosure
	document to better understand this
	franchise opportunity. See the table of
	contents.
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## What You Need to Know About Franchising Generally



<u>Continuing responsibility to pay fees</u>. You may have to pay royalties and other fees even if you are losing money.

<u>Business model can change.</u> The franchise agreement may allow the franchisor to change its manuals and business model without your consent. These changes may require you to make additional investments in your franchise business or may harm your franchise business.

<u>Supplier restrictions.</u> You may have to buy or lease items from the franchisor or a limited group of suppliers the franchisor designates. These items may be more expensive than similar items you could buy on your own.

<u>Operating restrictions.</u> The franchise agreement may prohibit you from operating a similar business during the term of the franchise. There are usually other restrictions. Some examples may include controlling your location, your access to customers, what you sell, how you market, and your hours of operation.

<u>Competition from franchisor.</u> Even if the franchise agreement grants you a territory, the franchisor may have the right to compete with you in your territory.

<u>Renewal.</u> Your franchise agreement may not permit you to renew. Even if it does, you may have to sign a new agreement with different terms and conditions in order to continue to operate your franchise business.

<u>When your franchise ends.</u> The franchise agreement may prohibit you from operating a similar business after your franchise ends even if you still have obligations to your landlord or other creditors.

## **Some States Require Registration**

Your state may have a franchise law, or other law, that requires franchisors to register before offering or selling franchises in the state. Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use agency information in Exhibit A.

Your state also may have laws that require special disclosures or amendments be made to your franchise agreement. If so, you should check the State Specific Addendum. See the Table of Contents for the location of the State Specific Addendum.

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