

## FRANCHISE DISCLOSURE DOCUMENT

### PATRICE & ASSOCIATES FRANCHISING, INC.

#### A Maryland Corporation

10020 Southern Maryland Blvd, Suite 100

Dunkirk, Maryland 20754

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patricer@patriceandassociates.com



The franchise offered is for the establishment and operation of a recruiting business specializing in providing management candidates to the retail, restaurant and hospitality industry according to the System and under the Marks.

The total estimated investment necessary to begin operations of a Patrice & Associates franchise is \$76,850 to \$85,900. This includes \$58,500 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 Patrice Spurlock, 10020 Southern Maryland Blvd, Suite 100, Dunkirk, Maryland 20754, (301) 327-5059 or email Ms. Spurlock at patricer@patriceandassociates.com.

The terms of your contract will govern your franchise relationship. Do not 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](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.

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### **EXHIBITS**

- A. LIST OF STATE AGENCIES AND AGENTS FOR SERVICE OF PROCESS
- B. FRANCHISE AGREEMENT
- C. TABLE OF CONTENTS OF CONFIDENTIAL OPERATIONS MANUAL
- D. FINANCIAL STATEMENTS
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- F. LIST OF FRANCHISEES
- G. STATE LAW ADDENDA
- H. RELEASE
- I. RECEIPT

**FRANCHISE DISCLOSURE DOCUMENT  
PATRICE & ASSOCIATES FRANCHISING, INC.**

**ITEM 1. THE FRANCHISOR, AND ANY PARENTS, PREDECESSORS AND AFFILIATES**

To simplify the language in this Disclosure Document, the words "we," "our," "us" and "Patrice & Associates" refer to Patrice & Associates Franchising, Inc., the franchisor of this business. "You" and "your" refer to the person who buys the franchise, whether you are a corporation, limited liability company or other business entity. If you are a corporation, limited liability company or partnership, "you" also means all of your owners and their spouses.

The Franchisor and Our Parents, Predecessors and Affiliates

We incorporated under the name Patrice & Associates Franchising, Inc. in Maryland on May 2, 2008 to offer Patrice & Associates franchises. Our principal business address is 10020 Southern Maryland Blvd, Suite 100, Dunkirk, Maryland 20754. We do business under our corporate name and the name Patrice & Associates.

We do not have any parent companies or predecessors. Our owner operated Patrice & Associate as a sole proprietor from 1989 until November 7, 2007 at which time the business was incorporated under the name Patrice & Associates, Inc. ("Affiliate"). Affiliate operates a business of the type being franchised. Our Affiliate is located at 10020 Southern Maryland Blvd, Suite 100, Dunkirk, Maryland 20754.

Agent for Service of Process

Our agents for service of process are listed on Exhibit A to this Disclosure Document.

The Business

We are in the business of selling franchises to operate a recruiting business specializing in providing management candidates to the retail, restaurant and hospitality industry according to our System and under our Marks as described in the Franchise Agreement which is attached as Exhibit B ("Franchise Agreement"). To that end, as part of the franchise, you will have access to our proprietary database which includes qualified hospitality management candidates, hospitality management positions, and a billing and collection service. You will also receive a personalized URL, the development of your webpage linked to our Website and maintenance of your webpage, specialized training in the preparation of advertisements for candidates and use of social media, post-training materials and mentoring by us. "System" means a specially developed method of operating a recruiting business specializing in providing management candidates to the retail, restaurant and hospitality industry. This includes confidential operating procedures; methods and techniques for financial controls, record keeping, billing and collection procedures and process, accounting and reporting, personnel management, sales marketing and advertising, training and development materials, proprietary database, all software including Big Biller Software, and the proprietary know-how developed by Franchisor and its Affiliates, and any of which may be changed, improved, modified and further developed by Franchisor or its Affiliates from time to time. "Marks" means such service marks, trademarks, trade dress, trade names and copyrights and all configurations and derivations, as may presently exist, or which may be modified, changed, or acquired by us or our affiliates, in connection with the operation of the business contemplated by the Franchise Agreement. Marks currently include "Patrice & Associates". You will do business under the fictitious or

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