

June 12, 2013

Theresa Leets, Esq  
Senior Corporations Counsel  
California Department of Corporations  
320 West 4th Street, Suite 750  
Los Angeles, California 90013

DEPARTMENT OF CORPORATIONS  
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JUN 13 2013

Re Fantastic Sams Salons Corporation ("FSSC")  
File # 993-5094 / 480980  
Pending Application for Franchise Registration

Dear Ms Leets

On FSSC's behalf, this letter responds to the questions raised in your e-mail dated May 10, 2013 (a copy is enclosed), and our May 23rd telephone conversation regarding FSSC's application for franchise registration in California. Thank you for taking the time to speak with me regarding FSSC's application.

For the sake of convenience, our responses to your comments are provided below in the same order in which they appear in your e-mail.

- 1 Enclosed are updated Franchise Seller Disclosure Forms, which include the second page for each franchise seller.
- 2 Enclosed is an updated Supplemental Information Form which includes the total.
- 3 Item 17 t has been revised to include the information requested.
- 4 As you discussed with Ms Julie Johnson of FSSC, the company has revised Item 20 to reorganize the tables so that Salons Corp tables (Regional) appear first and then followed by the Franchise Corp tables (System-wide). FSSC noted that it has not provided redlined pages for the Item 20 changes because the

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**Plave Koch PLC**  
12005 Sunrise Valley Drive, Suite 200  
Reston, Virginia 20191-3404  
United States of America

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- number of changes and the shift in all the information would create a redline with too many changes to be of practical use
- 5 We understand that in your discussion with Ms Johnson, you agreed to waive your comment regarding the deletion of the half-year year rows in Item 20, which were added because of the change in FSSC's fiscal year end
  - 6 As you and I discussed in our call, FSSC has historically used the term "license agreement" to describe its contracts, even though it has in all other regards treated the contracts as "franchise agreements " You agreed that FSSC would not need to make changes to that nomenclature to address your 6th comment
  - 7 Item 11 was revised to add the sub-total pages of each subsection and the total pages of the Operations Manual
  - 8 Enclosed is a copy of the California Surety Bond

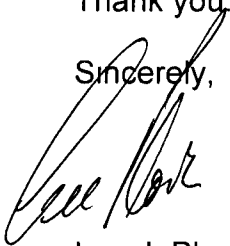
Enclosed are clean and marked pages of the FSSC FDD that address the issues noted above Also enclosed is a complete clean copy of FSSC's FDD for your files

Please contact me if you have any questions or comments on the application Otherwise, we would appreciate receiving confirmation of FSSC's completed registration in California

Kind regards

Thank you

Sincerely,



Lee J Plave

By FedEx  
Enclosures | PK70256 2

*P S – Our firm's address has changed, as we moved down the street on June 1 Our new street address appears on the first page of this letter Our other contact information (e g , phone numbers) has not changed*

## FRANCHISE SELLER DISCLOSURE FORM

I List who will solicit, offer or sell franchises for the Franchisor in this state

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- 1 (a) Name Scott L Colabuono
- (b) Business address and business phone  
  
50 Dunham Road  
Beverly, MA 01915  
(978) 232-5600
- (c) Present employer Fantastic Sams International Corporation
- (d) Title President and Chief Executive Officer & Director (CEO)
- (e) Employment during the past five years For each employment state the name of the employer, position held, and beginning and end dates  
  
Fantastic Sams International Corporation, Beverly, MA  
President & CEO  
4/06 – Present

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