

## FRANCHISE DISCLOSURE DOCUMENT

SIGN & GRAPHICS OPERATIONS LLC, a Michigan limited liability company

8681 Robert Fulton Drive Columbia, Maryland 21046 (410) 312-3600 mikec@alliancefranchisebrands.com www.alliancefranchisebrands.com



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As a franchisee, you will operate a center that provides professional graphic solutions and related products and services.

The total investment necessary to begin operation of a start-up Image360<sup>®</sup> center ranges from \$136,205 to \$277,162. This includes \$42,567 to \$46,340 that must be paid to franchisor<u>141,465</u> to \$272,999. If you will operate a start-up Pioneer or Image360<sup>®</sup>-center, this includes \$45,067 to \$48,84045,934 that must be paid to franchisor. The total investment necessary to convert either a Signs By Tomorrow<sup>®</sup> center or a Signs Now<sup>®</sup> center into an Image360 center ranges from \$18,74421,245 to \$75,51278,714. This includes \$4,107 to \$9,340 that must be paid to the franchisor. The total initial investment necessary to acquire an independent graphic solutions business and convert such business to an Image360 Center under our MatchMaker<sup>®</sup> program ranges from \$128,171 to \$351,532. This includes \$51,107 to \$56,340567 to \$1,434 that must be paid to the franchisor. For qualified candidates, the total investment necessary to convert your existing independent graphic solutions business to an Image360 Center through our Advantage program ranges from \$15,83829,388 to \$195,264179,628. This includes \$9,10713,067 to \$23,84023,434 that must be paid to the franchisor.

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, 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 to you. To discuss the availability of disclosures in different formats, contact Mike Cline at Sign & Graphics Operations LLC, 8681 Robert Fulton Drive, Columbia, Maryland 21046, (410) 312-3600, (800) 765-7446, or mikec@alliancefranchisebrands.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 "<u>A Consumer's Guide to Buying a Franchise</u>," 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 <u>www.ftc.gov</u> for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may be laws on franchising in your state. Ask your state agencies about them.

## ISSUANCE DATE: March 27, 2015; as amended June 29, 20152016



## 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 A 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:

THE FRANCHISE AGREEMENT REQUIRES YOU TO RESOLVE DISPUTES 1. WITH US BY ARBITRATION OR LITIGATION NEAR PLYMOUTH, MICHIGAN. OUT-OF-STATE ARBITRATION OR LITIGATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT ALSO MAY COST MORE TO ARBITRATE OR LITIGATE WITH US IN MICHIGAN THAN IN YOUR HOME STATE.

2. THE FRANCHISE AGREEMENT STATES THAT MICHIGAN 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.

IF YOU ARE A BUSINESS ENTITY, YOUR OWNERS WILL HAVE TO 3. GUARANTY YOUR OBLIGATIONS AND BE BOUND BY THE PROVISIONS OF OUR FRANCHISE AGREEMENT. THE SPOUSES OF THE OWNERS MAYWILL ALSO BE REQUIRED TO CONSENT TO THE GUARANTY, WHICH PLACES THE SPOUSES' MARITAL ASSETS AT RISK.

YOU MUST PAY MINIMUM ROYALTY FEES IF YOU FAIL TO MAINTAIN 4. THE MINIMUM REVENUE QUOTAS.

THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

We 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 make sure to do your own investigation of the franchise.

Effective Date: See the next page for state effective dates.

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## 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:

California effective date:	July 1, 2015, 2016	
Hawaii effective date:	April 6, 2015; as amended July 7, 2015	<u>, 2016</u>
Illinois effective date:	March 30, <del>2015; as amended June 30, 2015<u>2016</u></del>	
Indiana effective date:	March <del>30, 2015; as amended June 2</del> 9, <del>2015<u>2016</u></del>	
Maryland effective date:	June 30, 2015, 2016	
Michigan effective date:	March <del>27, 2015; as amended June 2</del> 9, <del>2015<u>2016</u></del>	
Minnesota effective date:	April 10, 2015; as amended July 6, 2015	
New York effective date:	April 15, 2015; as amended August 7, 2015	, 2016
North Dakota effective date:	April 1, 2015; as amended July 20, 2015	, 2016
Rhode Island effective date:	April 2, 2015; as amended July 1, 2015	, 2016
South Dakota effective date:	March 30, <del>2015; as amended June 29, 2015<u>2016</u></del>	
Virginia effective date:	March 30, 2015; as amended June 30, 2015	<u>, 2016</u>
Washington effective date:	April 4, 2015; as amended July 2, 2015	<u>, 2016</u>
Wisconsin effective date:	March <del>27, 2015; as amended June-</del> 29, <del>2015<u>2016</u></del>	

In all other states that do not require registration, the effective date of this Disclosure Document is the issuance date of March 27, 2015; as amended June 29, 20152016.

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