



**Franchise Disclosure Document**  
**Stanley Convergent Security Solutions, Inc.**  
a Delaware corporation  
8350 Sunlight Drive  
Fishers, Indiana 46037  
(317) 567-6810  
[www.sonitrol.com](http://www.sonitrol.com)  
[Julie.Beach@sbdinc.com](mailto:Julie.Beach@sbdinc.com)

**Brief Description of the Franchised Business:** You will receive a franchise to own and operate a Sonitrol business, involving the sale and installation of integrated security services for (i) a New Type A franchised business, an initial term of ten years with the right, upon payment of a renewal fee and compliance with other conditions, to renew for up to one additional five year renewal term; (ii) a Type B franchised business, a term of ten years, with no right to renew, and (iii) a Renewing Type A franchised business, an initial term of fifteen years with the right, upon compliance with certain conditions, to renew for up to one additional fifteen year renewal term.

The total investment necessary to commence operation of a Sonitrol New Type A franchised business ranges from \$255,500 to \$484,000 if you purchase central monitoring equipment and \$185,500 to \$364,000 if you do not purchase central monitoring equipment. This includes the \$30,000 to \$185,000 that must be paid to Stanley Convergent Security Solutions, Inc.

The total investment necessary to continue the operation of a Sonitrol Renewing Type A franchised business ranges from \$50,000 to \$220,000 if you purchase central monitoring equipment and \$50,000 to \$100,000 if you do not purchase central monitoring equipment. This includes the \$0 to \$120,000 that must be paid to Stanley Convergent Security Solutions, Inc.

The total investment necessary for an existing franchisee operating under a Sonitrol Renewing Type A franchise to commence operation of a new Sonitrol franchised business in a territory that is not adjacent to the franchisee's existing territory or in a territory in which the franchisee will face competition from Sonitrol or its affiliates, and in some instances, Sonitrol's designees (including other Sonitrol franchisees), ranges from \$108,500 to \$347,150 if you purchase central monitoring equipment or \$38,500 to \$227,150 if you do not purchase central monitoring equipment. This includes the \$0 to \$148,150 that must be paid to Stanley Convergent Security Solutions, Inc.

The total investment necessary for an existing franchisee to commence operation of a Sonitrol Type B franchised business ranges from \$50,000 to \$100,000, which is the range of amounts associated with overhead expenditures that you may incur in connection with the Type B franchise. For Type B franchised businesses, franchisees are not required to pay any amount to Stanley Convergent Security Solutions, Inc. to commence operation of a Type B franchised business.

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 Julie Beach, Vice President, Sonitrol, Stanley Convergent Security Solutions, Inc., 8350 Sunlight Drive, Fishers, Indiana 46037.

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, N.W., 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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## 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
<b>How much can I earn?</b>	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 O.
<b>How much will I need to invest?</b>	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.
<b>Does the franchisor have the financial ability to provide support to my business?</b>	Item 21 or Exhibit A includes financial statements. Review these statements carefully.
<b>Is the franchise system stable, growing, or shrinking?</b>	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
<b>Will my business be the only Sonitrol business in my area?</b>	Item 12 and the "territory" provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
<b>Does the franchisor have a troubled legal history?</b>	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
<b>What's it like to be a Sonitrol franchisee?</b>	Item 20 or Exhibit O lists current and former franchisees. You can contact them to ask about their experiences.
<b>What else should I know?</b>	These questions are only a few things 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.

This is a document preview downloaded from FranchisePanda.com. The full document is available for free by visiting: <https://franchisepanda.com/franchises/sonitrol>