FRANCHISE DISCLOSURE DOCUMENT



APR 20 2012



Jack & Joe's Franchising, Inc d/b/a Squeegee Squad®

8862 Zealand Avenue Unit A Brooklyn Park, Minnesota 55445 866-WASH NOW (866-927-4669) www squeegeesquad com jack@squeegeesquad com

We offer 2 types of franchised businesses (1) Squeegee Squad "Business" franchises, for the right to operate a single Squeegee Squad Business, offering window cleaning services and other services to members of the public and the business community and (2) "Area Director" franchises for the right to recruit Business franchisee prospects and provide ongoing site and operating support and supervision to Business franchisees in a specific geographic area, in exchange for a share of various franchise fees You do not need any specific prior experience to operate a Squeegee Squad Business or Area Director franchise

The total investment necessary to begin operations of a Squeegee Squad Business franchise ranges from \$25,300 to \$70,110 This amount includes an Initial Franchise Fee of \$14,900 (for a Territory of up to 400,000 people), which must be paid to us

The total investment necessary to begin operations of a Squeegee Squad Area Director franchise ranges from \$42,250 to \$440,500 This amount includes an Initial Territory Fee ranging from \$37,250 to \$372,500, depending on the population of your Area Director Territory, which must be paid to us

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 Jack Ruegsegger at jack@squeegeesquad com or at the address and/or phone number listed above

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, NW, Washington, D C 20580 You can also visit the FTC's home page at 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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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 I of this disclosure document 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

- 1 THE FRANCHISE AGREEMENT AND AREA DIRECTOR AGREEMENT EACH PERMIT YOU TO SUE OR ARBITRATE WITH US ONLY IN MINNESOTA OUT-OF-STATE LITIGATION OR ARBITRATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES IT MAY ALSO COST MORE TO SUE OR ARBITRATE WITH US IN MINNESOTA THAN IN YOUR HOME STATE
- 2 IF YOU BUY AN AREA DIRECTOR FRANCHISE, YOU WILL BE SUBJECT TO A MINIMUM DEVELOPMENT QUOTA THE AREA DIRECTOR AGREEMENT CAN BE TERMINATED FOR YOUR FAILURE TO MEET THE DEVELOPMENT QUOTA
- 3 FOR AREA DIRECTORS, THE AREA DIRECTOR AGREEMENT GRANTS YOU ONLY A NON-EXCLUSIVE RIGHT TO RECRUIT BUSINESS FRANCHISEES AND PERMITS US TO SOLICIT AND ESTABLISH FRANCHISES AND COMPANY-OWNED LOCATIONS WITHIN YOUR AREA DIRECTOR TERRITORY, WHICH MAY COMPETE WITH YOUR FRANCHISE
- 4 WE HAVE THE UNILATERAL RIGHT TO REJECT OR DISAPPROVE BUSINESS FRANCHISEES AND TO CANCEL THE FRANCHISE AGREEMENT AT ANY TIME WITHIN 60 DAYS AFTER THE DATE OF THE FRANCHISE AGREEMENT THIS ACTION MAY BE TAKEN BASED ON THE FRANCHISOR'S ABSOLUTE JUDGMENT AND SHALL NOT BE SUBJECT TO ANY LIMITATION OR REVIEW
- 5 WE HAVE A LIMITED OPERATING HISTORY AS NOTED IN ITEMS 1 AND 21
- 6 OUR AUDITED FINANCIAL STATEMENTS DATED DECEMBER 31, 2010 REFLECT THAT CURRENT LIABILITIES EXCEEDED CURRENT ASSETS BY \$34,199 THIS MAY ENTAIL ADDITIONAL RISK OF FINANCIAL LOSS AND YOU MAY WANT TO TAKE THIS INTO CONSIDERATION WHEN MAKING A DECISION TO PURCHASE THIS FRANCHISE OPPORTUNITY
- 7 THERE ARE MONTHLY GROSS REVENUE PERFORMANCE STANDARDS THAT YOU MUST ATTAIN UNDER THE FRANCHISE AGREEMENT YOU MAY WANT TO

SQUEEGEE SQUAD DISCLOSURE DOCUMENT GP 3103244 v2

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