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# FRANCHISE DISCLOSURE DOCUMENT

**TAILORED LIVING, LLC**  
A California Limited Liability Company  
1927 North Glassell Street  
Orange, CA 92865  
Telephone (714) 637-2100  
Email: [info@tailoredliving.com](mailto:info@tailoredliving.com)  
URL: <http://www.tailoredliving.com>



The franchised business is the mobile retail design, sale and installation of organizing units and storage and organizing accessories for closets, pantries, home offices, storerooms, utility rooms, basements, laundry rooms, attics and garages.

The total investment necessary to begin operation of a TAILORED LIVING® franchised business ranges from \$106,130 to \$244,495 until December 31, 2014 or \$111,130 to \$249,495 from January 1, 2015. This includes \$49,950 to \$84,950 that must be paid to the franchisor if the franchise agreement is signed before December 31, 2014 or \$54,950 to \$89,950 if the franchise agreement is signed on or after January 1, 2015. If you are a veteran, active service member or spouse of a veteran or active service member of the United States Armed Forces, you will pay \$5,000 less than these amounts.

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 payments 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.**

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](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.

ISSUANCE DATE: MARCH 24, 2014

AS AMENDED NOVEMBER 17, 2014

Disclosure Document 2014  
Issued March 24, 2014 as amended November 17, 2014

# 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 E-1 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 REQUIRES YOU TO RESOLVE DISPUTES WITH US BY ARBITRATION ONLY IN CALIFORNIA. OUT-OF-STATE ARBITRATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST YOU MORE TO ARBITRATE WITH US IN CALIFORNIA THAN IN YOUR OWN STATE.
2. THE FRANCHISE AGREEMENT STATES THAT CALIFORNIA LAW GOVERNS THE AGREEMENT. THIS LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.
3. FRANCHISEES MUST PAY ROYALTIES OF \$300 PER MONTH FOR MONTHS 1 THROUGH 6, \$700 PER MONTH FOR THE MONTHS 7 THROUGH 12, \$1,100 PER MONTH FOR MONTHS 13 THROUGH 24, \$1,500 FOR MONTHS 25 THROUGH 36 AND \$2,000 PER MONTH FOR EACH MONTH AFTER THAT, EVEN IF THE FRANCHISED BUSINESS HAS NO REVENUE. IN ADDITION, ADVERTISING FEES ARE \$300 PER MONTH AND WILL INCREASE EACH TIME THERE ARE 100 MORE FEE-PAYING TERRITORIES UP TO \$2,000 PER MONTH WHEN THERE ARE 500 FEE-PAYING TERRITORIES.
4. THE FRANCHISEE'S SPOUSE IS REQUIRED TO SIGN A PERSONAL GUARANTY OF THE FRANCHISEE'S OBLIGATIONS, MAKING THE SPOUSE JOINTLY AND SEVERALLY LIABLE FOR ALL DEBTS TO THE FRANCHISOR EVEN IF THE SPOUSE IS NOT INVOLVED IN THE OPERATION OF THE FRANCHISED BUSINESS. THIS REQUIREMENT PLACES THE PERSONAL AND MARITAL ASSETS OF THE SPOUSE AT RISK.
5. 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 be sure to do your own investigation of the franchise.

EFFECTIVE DATES: See next page

## STATE EFFECTIVE DATES

The following states require that the franchise 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.

The franchise disclosure document is registered, on file or exempt from registration in the following states having franchise registration disclosure laws, with the following effective dates:

California:	<u>April 16, 2014</u>
Illinois:	<u>March 31, 2014</u>
Indiana:	<u>April 1, 2014</u>
Maryland:	<u>May 22, 2014</u>
Michigan:	<u>March 28, 2014</u>
Minnesota:	<u>April 2, 2014</u>
New York:	<u>April 22, 2014</u>
North Dakota:	<u>April 10, 2014</u>
Rhode Island:	<u>April 1, 2014</u>
South Dakota:	<u>March 31, 2014</u>
Virginia:	<u>April 4, 2014</u>
Washington:	<u>April 9, 2014</u>
Wisconsin:	<u>March 28, 2014</u>

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