

**FRANCHISE DISCLOSURE DOCUMENT****THE GLASS GURU FRANCHISE SYSTEMS, INC.**

a California corporation  
198 Cirby Way, Suite 120  
Roseville, California 95678  
(916) 786-4878  
[www.theglassguru.com](http://www.theglassguru.com)  
[info@theglassguru.com](mailto:info@theglassguru.com)

As a franchisee, you will operate a business offering glass, window and door restoration and replacement services for residential and commercial customers.

The total investment necessary to begin operation of a Glass Guru Franchise is \$27,190 to \$113,990. This includes \$12,500 to \$65,000 that must be paid to the Franchisor or affiliate that is based on the size of the territory you select. The Franchisee is also responsible for the purchase of additional tools and equipment necessary for start up which may add an additional cost to the Franchisee of between \$500 and \$5000 depending on several factors discussed in Item 5 and Item 8.

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 Dan Frey, President or Glen Greenfelder, VP of Corporate Development, 198 Cirby Way, Suite 120 Roseville, California 95678 Telephone: (916) 786-4878 and (916) 865-4417, respectfully.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read the entire contract carefully. Show your contract and this disclosure document to an advisor, such as 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 specific to your state. Ask your state agencies about them.  
**The issuance date:** January 23, 2012

<b>STATE COVER PAGE</b>
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1. 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 B for information about the franchisor, or about franchising in your state.

2. **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.**

3. Please consider the following **RISK FACTORS** before you buy this franchise:

- A. **THE FRANCHISE AGREEMENT REQUIRES THAT CERTAIN DISAGREEMENTS BE ARBITRATED (OR LITIGATED, IN CERTAIN INSTANCES) IN SACRAMENTO COUNTY, CALIFORNIA. OUT OF STATE ARBITRATION OR LITIGATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST YOU MORE TO ARBITRATE OR LITIGATE WITH US IN CALIFORNIA THAN IN YOUR HOME STATE.**
- B. **THE FRANCHISE AGREEMENT STATES THAT CALIFORNIA LAW GOVERNS THE AGREEMENT; HOWEVER, CALIFORNIA LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS YOUR STATE'S LAW. YOU MAY WANT TO COMPARE THESE LAWS. SOME STATE FRANCHISE LAWS PROVIDE THAT CHOICE OF LAW PROVISIONS ARE VOID OR SUPERSEDED. YOU MIGHT WANT TO INVESTIGATE WHETHER YOUR STATE HAS FRANCHISE LAWS THAT PROTECT YOU. YOU SHOULD REVIEW THE ADDENDA ATTACHED TO THIS FRANCHISE DISCLOSURE DOCUMENT AND THE FRANCHISE AGREEMENT FOR STATE-SPECIFIC PROVISIONS.**
- C. **THERE IS A RISK OF INJURY IN THE GLASS BUSINESS GENERALLY ASSOCIATED WITH THE RESTORATION OR INSTALLATION OF GLASS WINDOWS INCLUDING PHYSICAL HANDLING OF GLASS PRODUCTS, PERFORMING WORK FROM LADDERS, OPERATING ELECTRIC DRILLS AND OTHER POWER TOOLS, AND MISHANDLING OF ALCOHOL BASED SOLUTIONS AND OTHER PRODUCTS.**
- D. **THE GLASS INSTALLATION AND RESTORATION BUSINESS IS VERY COMPETITIVE AND THERE IS A RISK THAT THE GLASS GURU SYSTEM OR PORTIONS THEREOF MAY BECOME OBSOLETE DUE TO TECHNICAL ADVANCES IN THE GLASS INDUSTRY OR THE WIDESPREAD ADOPTION OF ALTERNATIVE PRODUCTS THAT MAY NOT BE OFFERED BY THE GLASS GURU BUSINESS.**
- E. **THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.**

**EFFECTIVE DATES:**

California: March 30, 2011

Illinois: December 20, 2011

Maryland: (Pending)

Michigan: May 5, 2011

Minnesota: June 30, 2011

New York: June 6, 2011

South Dakota: (Pending)

Utah: March 8, 2011

Washington: November 1, 2011

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