



FRANCHISE DISCLOSURE DOCUMENT

THE GLASS GURU FRANCHISE SYSTEMS, INC. a California corporation

1382 Blue Oaks Blvd., STE. 213 Roseville, California 95678
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As a franchisee, you will install, repair and replace residential and commercial glass, windows and doors, and provide other related services and sell other related products to residential and commercial customers.

The total investment necessary to begin operation of a Glass Guru Franchise ranges from \$ 72,750 to \$179,500, as discussed in Item 7. This includes the total amount in Item 5, which ranges from \$19,500 to \$52,500 (the initial franchise fee) that must be paid to the Franchisor or affiliate.

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 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 for you. To discuss the availability of disclosures in different formats, contact Glen Greenfelder, 1382 Blue Oaks Blvd., STE. 213 Roseville, California 95678, Telephone: (916) 865-4417.

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 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.

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STATE COVER PAGE

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. YOU WILL NOT RECEIVE AN EXCLUSIVE TERRITORY UNDER THE FRANCHISE AGREEMENT. EACH FRANCHISEE HAS THE RIGHT TO PROVIDE SERVICES AND SELL PRODUCTS TO IMMEDIATE FAMILY MEMBERS LOCATED INSIDE ANOTHER THE GLASS GURU FRANCHISEE'S TERRITORY. HOWEVER, EXCEPT AS PART OF AUTHORIZED COOPERATIVE ADVERTISING, OR APPROVED IN WRITING BY FRANCHISOR, A FRANCHISEE MUST NOT DIRECTLY MARKET NOR SOLICIT CUSTOMERS IN AREAS INSIDE THE TERRITORY OF ANOTHER THE GLASS GURU FRANCHISE.
 - D. YOU MUST MAINTAIN MINIMUM SALES PERFORMANCE LEVELS. IF YOU FAIL TO DO SO, YOUR TERRITORY SIZE COULD BE REDUCED, OR THE FRANCHISOR COULD TERMINATE YOUR AGREEMENT AND YOU COULD LOSE YOUR INVESTMENT.

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