

FRANCHISE DISCLOSURE DOCUMENT**RECEIVED****DEPT OF CORPORATION
SAN FRANCISCO****THE JOINT**
..the chiropractic place™**The Joint Corp**
9383 East Bahia Drive, Suite 100
Scottsdale, Arizona 85260
Telephone (480) 245-5960
www thejoint com**12 APR 16 12:17**

We offer two types of franchises 1) a single location franchise (referred hereto hereafter individually as a "Location" or collectively as "Locations"), and 2) a regional developer franchise (referred to hereafter individually as a "Regional Developer" or collectively as "Regional Developers") Each Location will conduct business under the name of "The Joint The Chiropractic Place™", and will provide chiropractic services to the general public Regional Developers will recruit prospective Location franchises in a designated development area, and provide certain sales and support services to Location franchises located within a defined development area ("Development Area") We are offering the right to operate a Regional Developer franchise under this Disclosure Document Location franchises are offered under our separate disclosure document ("FDD for Locations")

The estimated total initial investment necessary to begin operations of your Regional Developer franchise will range from \$160,000 to \$326,450 This amount includes a Development Fee ranging from \$150,000 to \$300,000 that must be paid to the franchisor or an affiliate

This disclosure document ("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 fourteen (14) calendar days before you sign a binding agreement with, or make any payment to, us 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 Chad Everts, The Joint Corp , 9383 E Bahia Drive, Suite 100, Scottsdale, AZ 85260, (480) 245-5960

The terms of your contract will govern your franchise relationship Don't rely on the Disclosure Document alone to understand your contract Read your entire contract carefully Show your contract and this Disclosure Document to an advisor, like a lawyer or 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, DC 20580 You can also visit the FTC's home page at www.ftc.gov for additional information on franchising Call your state agency or visit your public library for other sources of information on franchising There may be laws on franchising in your state Ask your state agencies about them

Issuance Date April 15, 2012

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 A 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 ARIZONA. 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 ARIZONA THAN IN YOUR OWN STATE.**

2. **THE FRANCHISE AGREEMENT STATES THAT ARIZONA LAW GOVERNS THE AGREEMENT, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTION AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.**

3. **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 is our agent and 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 Date. April 15, 2012, except for the States listed below.

The effective dates of registration of this Disclosure Document in these states are

| <u>State</u> | <u>Effective Date</u> |
|--------------|-----------------------|
| California | May 2, 2011 |
| Hawaii | Not Registered |
| Illinois | February 9, 2012 |
| Indiana | Not Registered |
| Maryland | Not Registered |
| Michigan | Not Registered |
| Minnesota | Not Registered |
| New York | Not Registered |
| North Dakota | Not Registered |
| Rhode Island | Not Registered |
| South Dakota | Not Registered |
| Virginia | Not Registered |
| Washington | April 2, 2012 |
| Wisconsin | Not Registered |

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