

# TWO MEN AND A TRUCK®



**TWO MEN  
AND A  
TRUCK®**

“Movers Who Care.®”

**FRANCHISE DISCLOSURE**

**DOCUMENT**

**2018-2019**

# FRANCHISE DISCLOSURE DOCUMENT



## **TWO MEN AND A TRUCK®/INTERNATIONAL, INC.**

A Michigan corporation  
3400 Belle Chase Way  
Lansing, MI 48911-4251  
800-345-1070  
517-394-7210

[franchiseinfo@twomenandatruck.com](mailto:franchiseinfo@twomenandatruck.com)  
[www.twomenandatruck.com](http://www.twomenandatruck.com)

The franchise business provides local moving services and related services including packing and the sale of boxes and packing materials. You may purchase a single standard franchise, a single mini-market franchise, or an area development franchise.

The total investment necessary to begin operations of a Two Men and a Truck franchise ranges from \$209,400 to \$669,000 for our standard franchise and \$115,000 to \$276,000 for our mini-market franchise. This includes \$50,000 to \$85,000 for a standard franchise and \$30,000 for a mini-market franchise that must be paid to the franchisor or its affiliates. If you purchase an area development franchise, you must agree to open at least two franchises. The total investment necessary to begin operation of an area development franchise (including the investment for the first franchise developed) ranges from \$261,900 (for two franchises) to \$909,000 (for five franchises). This includes \$100,000 to \$320,000 that must be paid to the franchisor or its affiliates.

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.**

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-FTCHELP 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](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.

The issuance date: April 1, 2018

## **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 AND AREA DEVELOPMENT AGREEMENT REQUIRE YOU TO RESOLVE DISPUTES WITH US BY LITIGATION IN MICHIGAN. OUT-OF-STATE LITIGATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST YOU MORE TO LITIGATE WITH US IN MICHIGAN THAN IN YOUR OWN STATE.
2. THE FRANCHISE AGREEMENT AND AREA DEVELOPMENT AGREEMENT STATE THAT MICHIGAN LAW GOVERNS THE AGREEMENT, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.
3. YOU MUST MAINTAIN MINIMUM SALES PERFORMANCE LEVELS. IF YOU FAIL TO DO SO, YOU COULD LOSE YOUR EXCLUSIVE TERRITORY OR THE FRANCHISOR COULD TERMINATE YOUR AGREEMENT AND YOU COULD LOSE YOUR INVESTMENT.
4. YOU MUST MAINTAIN MINIMUM SALES PERFORMANCE SALES LEVELS. YOUR INABILITY TO MAINTAIN THESE LEVELS MAY RESULT IN A REDUCTION IN YOUR MARKETING AREA.
5. THERE MAY BE OTHER RISK FACTORS CONCERNING THIS FRANCHISE.

Effective Date: See the next page for state effective dates.

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