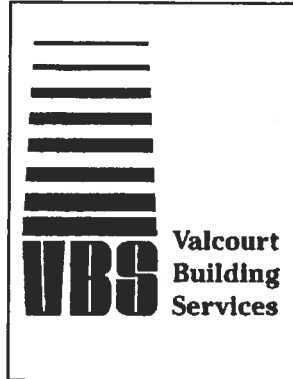


**FRANCHISE DISCLOSURE DOCUMENT**  
**Valcourt Building Services of Washington, DC, LC**  
**5904 Richmond Highway, Suite 210 | Alexandria, Virginia, 22303**  
**703-243-8300 | www.valcourt.net**



The primary purpose of the franchised business is a building cleaning business. The total investment necessary to begin operation of a Valcourt franchised business is from \$14,350 to \$20,100. This includes \$10,000 that must be paid to the franchisor and 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 the 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 Jonathan Capon, c/o Valcourt Building Services, 8260 Greensboro Drive, Suite 425, McLean, Virginia 22102 or by telephone at 703-294-6202.

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 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, N.W., 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.

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## 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 M 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. VALCOURT BUILDING SERVICES AND YOU MAY NEGOTIATE CONTRACTS, BUT VALCOURT WILL BE THE CONTRACTING PARTY WITH THE CUSTOMER FOR ALL CONTRACTS. YOU ARE NOT ALLOWED TO ENTER INTO YOUR OWN CONTRACTS FOR SERVICES. VALCOURT DETERMINES THE PRICES THAT WILL BE PAID FOR YOUR SERVICES. YOU MUST DETERMINE IF YOU CAN PROVIDE THE REQUIRED SERVICES, PAY THE ASSOCIATED LICENSE FEE, PAY YOUR BUSINESS EXPENSES AND STILL MAKE A WORTHWHILE PROFIT.

2. VALCOURT BUILDING SERVICES HAS NO OBLIGATION TO OFFER YOU A MINIMUM NUMBER OF WORK ORDERS, WORK ORDERS THAT ARE CONVENIENT TO YOUR EXISTING WORK OR WORK ORDERS THAT MAY BE PROFITABLE TO YOU. ALSO, IF YOU DO NOT ACCEPT 75% OF THE WORK ORDERS OFFERED DURING ANY CALENDAR QUARTER, YOUR FRANCHISE MAY BE TERMINATED.

3. DEATH OR DISABILITY OF YOUR MANAGING MEMBER TERMINATES THE FRANCHISE AGREEMENT.

4. THE FRANCHISE AGREEMENT REQUIRES THAT ALL DISAGREEMENTS BE SETTLED BY LITIGATION IN THE STATE OF MARYLAND.

5. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

Effective Date: Maryland: \_\_\_\_\_ Virginia: \_\_\_\_\_

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## Exhibits

### State Addenda to FDD

- A List of Outlets
- A-1 List of Former Outlets
- B Financial Statements
- C Franchise Agreement
- D Termination Agreement
- E Trademark Assignment Agreement
- F Promissory Note
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- J Manual Table of Contents
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