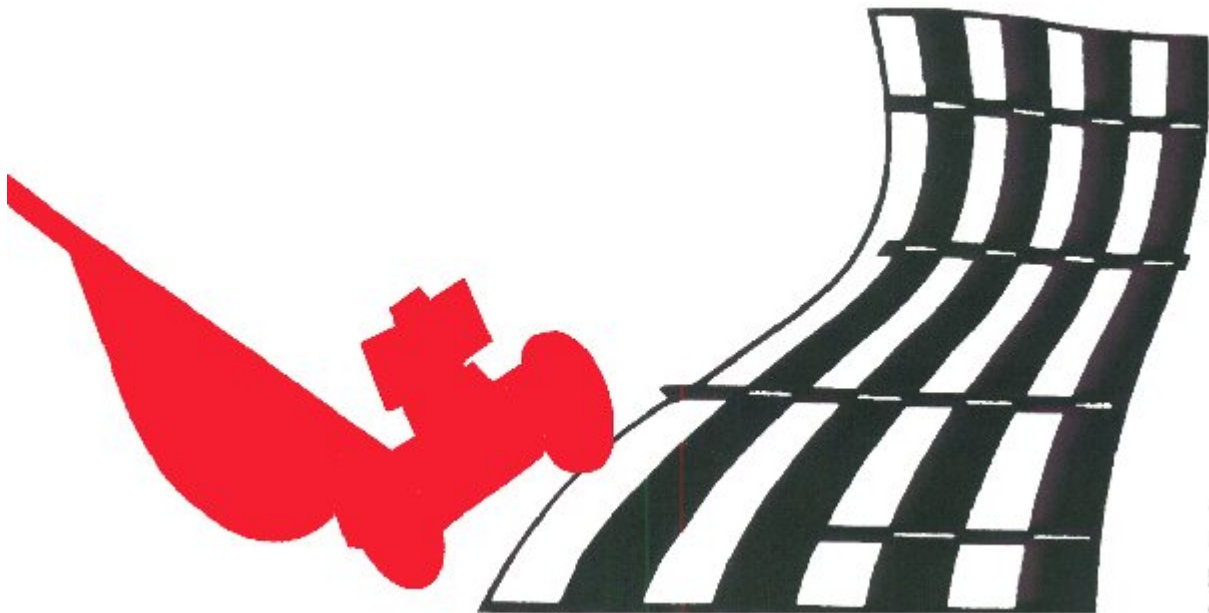


COMPLETE BUSINESS SYSTEMS
GUARANTEED TURNOVER
\$1000 per week

MAKE THE MOVE
Clean Up The Rewards!

Black & White Home Services
FRANCHISE PROFILE

■ **Lawn Mowing & Gardening** ■



www.blackandwhitehomeservices.com.au

Current As At 1st March 2009

WELCOME

Congratulations on your decision to consider your future as a Black & White Franchisee.

This profile explains how you can profit by becoming part of the Black & White organisation as a Franchisee. You will own and operate your own business and at the same time receive the rewards of belonging to a well organised network. Black & White gives you the opportunity to be ...

In business for yourself, but not by yourself!

Black & White is a strong solid organisation that promotes an attractive income by providing Home Services such as:

- **Lawn Mowing & Gardening** ■
- Domestic & Small Office Cleaning
- Carpet Cleaning & Pest Control ■
- House Washing & Exterior Window Cleaning ■
- Car Washing & Detailing ■
- Dog Washing & Grooming ■

Black & White specialise in servicing the specific requirements of customers and has developed an enviable reputation within the Australian domestic cleaning and maintenance sector due to it's high standards and affordable prices.

In less than 9 years since incorporating the franchising model, Black & White is now operating with outstanding success throughout Australia, and has obtained literally thousands of satisfied customers.

The Black & White System includes a proven business format together with operational systems and procedures. As a Black & White Franchisee, you will have the backing of one of Australia's most innovative and reputable domestic home services specialists.

SUCCESS BREEDS SUCCESS

Over 300 franchises sold in 9 years across Australia!

Be Your Own Boss ... Take Charge Of Your Life!

We invite you to read the information on how you can become a Franchisee with a

BLACK & WHITE HOME SERVICES

■ **LAWN MOWING & GARDENING** ■

What Is Franchising?

A Brief Overview

Today, there are many definitions that describe the business system known as franchising. To put it simply, franchising is a method of distributing products or services whereby one person or organization (the Franchisor), grants the right to a person or persons (the Franchisee), to sell or use its developed product, service and/or brand name.

Technically, the contract binding the two parties is the franchise, but that term is often used to mean the actual business that the Franchisee buys from the Franchisor.

The modern franchise boom, as we know it today, began after the Second World War. The greatest benefit offered was that it could command the same market recognition and economies of scale as the large competitors simply by uniting many small businesses within one chain. Coca Cola, McDonalds, KFC and Hertz are some of the better-known examples of long established franchise chains.

McDonalds itself is probably one of the greatest demonstrations of how a simple product, the hamburger, can be developed into an enormous business empire. Today, you can buy a McDonalds hamburger almost anywhere in the world. That **SUCCESS** has been achieved through **FRANCHISING!**

In Australia the franchising industry is booming. Changing lifestyles and consumer demands have allowed many new franchise groups to grow and prosper. Franchising has a presence in nearly every Australian industry and whilst in 1996 franchising only accounted for (3%) three percent of Australia's Gross Domestic Product, by 2008 it increased to (14%) fourteen percent and it is predicted that it shall account for over (60%) sixty percent by the late 21st century.

A recent franchise survey (2006) showed that franchising in Australia:

- **Employs 426,500 people.**
- **Comprise approximately 960 Franchisors (compared to 708 in 1998)**
- **Has an estimated 61,860-franchised outlet operating together with 5,660 companies owned outlets.**
- **Has a combined turnover of \$128 billion (compared to \$80 billion in 1998)**

The concept of franchising is simple. The Franchisee has the opportunity to sell proven products or services while enjoying the benefits offered by experienced management whose income is, in turn, dependant upon the success of individual Franchisees.

Although the Franchisor supplies the Franchisee with the know-how and brand identification on a continuing basis, the Franchisee also enjoys the right to profit. In this way, franchising offers the Franchisor an opportunity to expand its market through motivated individuals. Why do people choose franchising? Because **IT WORKS.**

The Future Of Franchising

Franchising is by no means small business anymore. It now plays a major role in contributing to the Australian Economy.

As estimated in the past, franchising now accounts for a huge chunk of the Australian GDP. This is pleasing as trends show continued strong growth over the coming years as more and more people turn to franchising as a method of doing business profitably.

Compared with an independent small business, a start-up franchise has a 95%+ success rate in their first 4 years of establishment. This alone is an excellent reason to consider owning your own franchised business rather than an independent business, which can only claim a success rate of less than 5%.



It's Not Always Black & White!

Our history

In 1985, the founder of Black & White Home Services had the entrepreneurial foresight to acknowledge that home services was a lucrative market to be tapped into and that the trend would grow to be in great demand. He established his own lawn mowing runs and within a short time had developed quite a client base and by 1990 tree lopping was added to an already thriving business.

Further expansion came with the addition of Domestic Cleaning, House Washing & Exterior Window Cleaning and Carpet Cleaning. In 1995, Affordable Home Services was established and continued to grow to be one of the largest house cleaning and washing businesses in Brisbane.

By 1999, with 11 vehicles and trailers on the road and a massive customer database, it was all too apparent that employees, who were not owner operators, lacked the incentive required to make the business work. It was this that made it clear that for Affordable Home Services to continue to grow and the best means of sharing success with similar minded, hard working individuals, would be via franchising. It was at this time that Black & White was registered to see the growth of the company's services into the new millennium.

The Black & White System includes a proven business format together with operational systems and procedures. Black & White has adopted a highly customised franchise system as the best way to facilitate further expansion. This franchise structure has since been developed and the company's continually improving track record of success now provides an excellent basis for even further growth throughout Australia with over 200 franchises sold to date!

Key Management Personnel

Craig & Rachael Churchill

Originally from New Zealand, Craig & Rachael moved to Brisbane in May 2002 due to a transfer with Rachael's company. After starting a family in 2004, the idea of operating their own business from home that would provide a good solid income and allow time with a young family appealed.

With Craig's sales and marketing background and Rachael's administration skills they knew that the Master Franchise was the way to go. They purchased Brisbane North in January 2006 then added Brisbane East to their responsibilities in 2007.

The opportunity to purchase the entire Black & White Home Services Franchise was accepted with the hand over taking place in September 2008.

Craig Churchill is Franchisor.
Rachael Churchill is Manager.

At work with...
Some of our Franchisees



Results Speak For Themselves

Over 300 franchises sold in 9 years across Australia!

The aim of Black & White is to provide the best possible service to the widest range of customers at affordable prices through a team of motivated, successful Franchisees. The success of Black & White has been phenomenal!

In the short time that the franchising alternative was incorporated, Black & White currently boasts a rapidly expanding network of established Franchisees and Master Franchisees throughout Australia.

The Black & White Way of Doing Business

It's simple but effective

The aim of Black & White is to provide the best possible service to the widest range of customers at affordable prices through a team of motivated, successful Franchisees. The system works well. Our method of 'networking' has created a massive base of over 30 000 customers which continues to expand daily. It is this team of owner operators referring work to each other which subsequently results in benefits to us all and keeps us well ahead of the competition.

Black & White ensures a high quality of workmanship through thorough training and ongoing customer liaison. Our goal is always to assist Franchisees in getting the best possible results from their business which is why we consistently encourage success through excellent service, quality products and a professional attitude. The black & white of it all ... SIMPLE ... our company policy is one of honesty and integrity - if problems do occur we ensure that they are dealt with in a fair and understanding manner in order to maintain constant harmony between customer, Franchisee and Franchisor - Black & White takes pride in it's methods.

Black & White is a Brisbane based organisation, which together with its Master Franchisees is responsible for training, support and franchise development of Black & White. The group plans to continue to strengthen its position throughout Australia.

The Demand for Services

Haven't we all got something better to do?

As one of the leading home service networks in Australia today, Black & White is now enjoying increased recognition for what is fast becoming one of the most popular growth areas for small business; the domestic home service market.

In the past, professional home services were limited to the privileged - services that only the rich and famous could indulge in. In today's day and age, professional home services are being enjoyed by busy people, dual income earners and people working longer hours. Home services continue to flourish as more and more people refuse to spend hard earned 'free' time doing domestic duties in place of the pursuit for a quality life. As an increasing number of people are actively seeking, more effective use of their leisure time they are also more prepared to devote a greater proportion of their income to time and labour saving services. Today, convenience is the key although not the only factor that attracts customers to our business. They are also encouraged by the credibility and reliability of professionally trained operators backed by our network. As an added benefit, customers can also take advantage of several different services which operate under one parent company including Lawn Mowing & Gardening, Domestic & Small Office Cleaning, Carpet Cleaning & Pest Control, House Washing & Exterior Window Cleaning, and Car Washing & Detailing.

Our goal is to always provide a value for money service which appeals to people from all walks of life. From busy families to corporate executives, our professional operators can tailor a service to suit any need. Part of that service means returning calls within half an hour, providing specialist advice and ensuring each job is done to the highest possible standard.

Customers naturally like to deal with large secure companies who strive to provide excellent and consistent service. When a Black & White operator arrives in uniform and on time, does an excellent job and charges a fair and reasonable price, customers know they are dealing with a truly professional group and will continue to use the service time after time.

■ Advertising and Promotions

Black & White recognise that the key to successful Franchisees centres largely around effective advertising and promotional campaigns designed to promote the company and generate quality leads. Our ongoing promotions include coverage in the following areas:

- **Newspapers (local and national)**
- **Magazines (local and national)**
- **Yellow Pages**
- **Local directories**
- **Sponsorships**
- **Radio**
- **Plus more!**

While your individual contributions are minor, collectively they enable Black & White to promote widely throughout the community to raise public awareness and generate a significant amount of leads for Franchisees to perform the services. New Franchisees are also supported into their business through local paper advertising. Following are examples of just some of our past and current activities:

- **Customer newsletter promotions**
- **Charity-fund raising**
- **Shopping centre promotions**
- **Trade exhibitions**
- **Letterbox drops**
- **Print media**
- **Newspapers**
- **Magazines**
- **Radio**
- **Plus more!**

At present, Black & White handles between 180 and 220 calls per day (throughout Australia), or **about 1400 per week**.

Advertising includes a combination of Yellow Pages and constant advertising in Local Newspapers which covers numerous community newspapers on a weekly basis. Black & White have also in the past engaged in letter drops in excess of 1 million pamphlets per year.

Similarly, over the past 10 years that the business has operated, a database on all customers has been maintained. This database now has over 30,000 customers recorded and has a direct marketing system which automatically sends in excess of 100,000 direct mail letters to customers from date of provision of service, as follows:

- **1 month - Thankyou, follow up ...**
- **6 month - Sell other service ...**
- **9 month - Sell other service ...**
- **12 month - Repeat offer, sell other service ...**
- **18 month - Sell other service ...**
- **24 month - Sell other service ...**

■ Non - Exclusive Areas

Common to all Black & White franchises is non - exclusive operating areas. You are not **restricted** or **penalised** for building your business. In fact, Black & White encourage you to employ and gain as much work as you can handle anywhere. Like the Franchisor, you should have the right to GROW YOUR BUSINESS to the level you desire in order to fulfil your goals and satisfy your lifestyle!

Central Number System - 1 300 133 811

Every customer deserves prompt and professional service and the Central Number naturally begins with the initial point of contact - the telephone.

We believe that when a customer calls for a service they should be able to speak to someone with personality, someone who understands their needs and someone who can solve their problems quickly and efficiently - all for the cost of a local call.

Customers should not be expected to leave a message on an answering machine, nor should they have to call a mobile phone at added expense. For these reasons, we have developed a system that helps customers reach the service they need and allows our **team** to respond quickly and efficiently. The 1 300 number is displayed on vehicles & trailers and all stationery.

The central number for each service is used for advertising including Yellow Pages and local print media. This way, customers are not expected to remember several different numbers. Supported by effective advertising and promotions, the central number system currently receives around **1400 calls per week**. Join the team and you enjoy the benefits!

The central number system is the most effective method of communication available today, keeping costs to a minimum and professionalism to a maximum.

Support

Backup and support are an integral part of any franchise system, it is important for a Franchisee to know that if he or she encounters a problem, however small or large, there will always be someone available to offer advice and assistance.

One of the unique benefits of the Black & White network is that all of our key personnel have had extensive training in the home services sector. From our Managing Director to our Master Franchisees, all have reaped the benefits of hands-on experience. For that reason, our Franchisees will find it comforting to know that they will receive practical answers to their queries.

Backup and support is provided in many ways including regular meetings, informative newsletters and memos, extensive advertising and customer liaison. Ultimately, we are all part of one team striving for collective success. Our support personnel assist in the following areas:

- **Prospecting**
- **Personal Franchisee liaison**
- **Customer liaison**
- **Quality control**
- **Customer servicing**
- **Accounts and taxation**
- **Advertising and promotions**
- **Franchise development**
- **Training**
- **New products and services**

This kind of backup not only benefits the Franchisee but also helps to maintain the Black & White reputation as one of Australia's best home services networks in terms of service, support and future development.

Training

To enable Franchisees to gain the most from their business, thorough training is essential. All training is conducted by qualified operators already working in the field. In this way our trainers have a thorough understanding of not only the business but the needs of new Franchisees as well.

You will spend 2 weeks in the trainer's own area learning on the job while also receiving instruction on all administrative procedures including:

- **Building your business**
- **Accounts and basic bookkeeping**
- **Cleaning and general procedures**
- **Care and maintenance of equipment**
- **Dress standards and the professional image**
- **Daily and weekly analysis and planners**
- **Insurance**
- **Customer service**
- **Prospecting**
- **Quoting**
- **Marketing**
- **Up selling**
- **Banking procedures**
- **Chemical usage**
- **Central number system**
- **Dealing with customers**
- **Plus more!**

A complete Operations Manual is provided which gives clear and concise instructions on all subjects from practical procedure to effective planning and bookkeeping. Ongoing training is provided on request while periodic seminars and product demonstrations provide up to date information for all Franchisees.

Once an operator is out in the field, ongoing support is provided through regular phone contact, monthly meetings, memos and newsletters.

Guaranteed Turnover of \$1000 Per Week!

You will earn a minimum Gross turnover of \$1000 per week in the first 4 weeks of the commencement of your business. You will be told how to establish your business with a regular customer base in the first 4 weeks of your operation after training.

The Franchisor promises, subject to the terms set out below, that if the franchise business described in the Franchise Agreement does not produce a weekly turnover equal to \$1000.00 per week for the first four (4) weeks (the guaranteed level) then the Franchisor will make a payment to the Franchisee on the 1st and 15th of the month of a sum equal to the difference between actual turnover and the guaranteed level.

There will be an adjustment made at the end of the four (4) week period so that if the total of:

- A. actual turnover received; plus
- B. payments made by the Franchisor

Exceed \$4,000.00 then the Franchisee shall provide a refund to the Franchisor equal to the sum of that excess provided that the refund shall not be more than the total of any payments made by the Franchisor during that period.

This guarantee turnover will expire four (4) weeks after the commencement date of this Franchise Agreement and shall be void abinitio in the event of any default by the Franchisee under this Agreement.

Benefits to Franchisees

All franchise opportunities offered by Black & White are proven business systems in their own right which offer you the chance to earn the income you deserve with the luxury of flexible hours, no employer, a healthy lifestyle, and a stress free environment. Should you, for example, be sick, have an accident or simply wish to take a well-earned holiday, relief cover for your customers can be easily arranged.

Black & White offer a unique opportunity in the home service industry and is expanding at a rate that makes us one of the fastest growing networks in Queensland. When you join our team, you not only benefit from a massive amount of referred business from within your own system but also from other Franchisees under the Black & White umbrella.

Because you are running your own business there may be a number of tax benefits that may depending on your circumstances offer quite substantial deductions such as telephone, rent, car payments, electricity, water rates and loan repayments. We advise you to ask your accountant how to set up your business in the most cost-effective manner.

Due to the size of our organisation, many benefits may be derived from our ability to pool resources. For example, large savings are made on chemicals, stationery, general equipment and advertising. In addition, our central number systems save time and money for both customers and operators.

Investment \$23.000

Included in the Lawn Mowing & Gardening Franchise Fee:

- (i) **Grant of Franchise:**
- (ii) **Initial Training:**
The Franchisee will be provided with a detailed structured in-house and on the job training for two (2) weeks on the Operation of the Franchise and the Services.
- (iii) **Mowing Equipment:**
Shall include the following commercial quality items:
- 1 x Honda Push Mower (commercial)
 - 1 x Honda Brush cutter
 - 1 x Honda Blower (petrol)
 - 1 x Ear Muffs, Dust Shield Kit
 - 1 x Pair Garden Gloves (heavy duty) Riggers
 - 1 x Pair Leather Shin Guards
 - Over boots/Sock Protectors
 - 10 x Wool Bales
 - 1 x First Aid Kit
 - 1 x Pair Sceaures
 - 1 x Plastic Rake
 - 1 x Metal Rake
 - 1 x Hand Hedge Trimmer
 - 1 x Spade (flat mouth)
 - 1 x Pick
 - 1 x Fork
 - 1 x Hand Spade/Fork Set
 - 1 x Spray Bottle
 - 1 x Jerry Cans
- (iv) **Office Equipment & Stationery:**
Shall initially include the following:
- 2 Invoice books
 - 3,000 Promotional flyers
 - 1 Large Diary
 - 1 Cash Flow Manager
 - Mobile Phone Contract
 - 1 Fax Machine
 - 1 Operations Manual
- (v) **Uniforms:**
The uniforms are of high quality and durable in the Black & White colours and logos. Highly professional and comfortable. Shall include:
- 5 Polo shirts
 - Any extra shirts, jumper's etc, may be purchased through the Franchisor at the Franchisees cost.
- (vi) **Car Signage:**
Shall include 2 Black & White vehicle signs for the Franchisees vehicle.
- (vii) **Initial Opening Promotion/Advertising:**
The Franchisor shall apply a focused marketing campaign in the initial four (4) weeks to generate market awareness and Service Contracts for the Franchisee, including a letter box drop of thirty thousand (30,000) flyers.
- (viii) **Guaranteed Turnover:**
The safety of a minimum guaranteed turnover. The Franchisor will guarantee the Franchisee a minimum of \$1000 gross service fees for a period of 4 weeks from the commencement date. The Franchisor will pay the difference to the Franchisee between the gross service fees and the Guaranteed amount on a fortnightly basis, on the 1st and 15th of each calendar month. There will be an adjustment made at the end of the four (4) week period so that if the total of:
- A. actual turnover; plus
B. payments made by the Franchisor
- Exceed \$4,000.00 then the Franchisee shall provide a refund to the Franchisor equal to the sum of that excess provided that the refund shall not be more that the total of any payments made by the Franchisor during that period. This guaranteed turnover will expire 4 weeks after the commencement date of the Franchise Agreement and shall be void abinitio in the event of any default made by the Franchisee under the Franchise Agreement.
- (ix) **Business Name Registration:**
The Franchisor will arrange for the registration of the appropriate 'Black & White Lawn Mowing & Gardening ()' name to be registered for the Franchisee.
- (x) **Insurances:**
The Franchisee is required to have insurances of 5 million liability, trailer insurance and accident insurance. The Franchisor will assist with arrangement of these insurances. These insurances can be paid monthly if required.
- (xi) **Box Trailer:**
Shall include a 7X4 Box Trailer with mower rack, jery can holders, spare tyre, and fully sign written in the Black & White franchise logo and details.
- (xii) **Manuals:**
The Franchisee shall be provided with one original set of Operations, Training & Procedures Manual at commencement, (These remain the property of the Franchisor).

The Franchise Agreement

A Franchise Agreement forms the basis upon which a franchisee and a franchisor do business. It is a legal document and you should clearly understand it before proceeding with your franchise. The Franchise Agreement states clearly the terms and conditions affecting the relationship. Listed below are some of the more important points to consider:

The Grant

Black & White Home Services grants the franchisee a licence to operate a Black & White franchise.

The Terms

The term of the Agreement is 5 years with an option for a further 5 years with no legal cost to the franchisee. The option to renew is yours, not Black & White and the terms relating to the further period are the terms of the then current Franchise Agreement.

Supplies and Products

Black & White have established approved sources of supplies and products. However, you may purchase supplies from any approved source provided that you show Black & White that the company is reputable and will guarantee insurance and quality control.

Service Fees (GST Inclusive)

The Franchise Agreement shows that the current service fee is \$133 per week this comprising of both a Management Fee of \$66.50 and an Advertising/Communication Fee of \$66.50.

Compliance by the Franchisee

The franchisee agrees to take out suitable insurance cover, abide by the current policies of Black & White, maintain high standards of workmanship as set out in the training period, conduct his or her business in a prudent and business-like manner, use his or her best efforts to protect trade secrets and confidential copy-written information and to pay fees on time,

Total Investment

The Agreement shows the full and total investment payable to Black & White Home Services

Trade Marks

All trademarks belong to KIP QLD Pty Ltd trading as Black & White Home Services

Sale of Franchise

The franchise may be sold at any time provided that the franchisee pays any outstanding monies due, the franchisee is not in default of the Franchise Agreement and the new franchisee fills in a current application form, signs a new Franchise Agreement and is approved by Black & White.

Termination by Black & White Home Services

If the franchisee becomes a bankrupt, continually fails to meet quality control standards or continually fails to pay monies to Black & White, termination may occur.

Termination by the Franchisee

During the cooling off period the franchisee may terminate the Franchise Agreement by writing to Black & White and paying the Franchisor's reasonable expenses.

Restrictive Trade Clause

This clause protects all current and new Franchisees of Black & White from ex-franchisees starting their own company in direct competition. It therefore states that should a franchisee leave, he or she may not operate a business that is the same or similar to any of Black & White's systems for a period of 3 years.

Equipment

The Franchise agreement also lists a full inventory of equipment.

We believe that the Franchise Agreement is fair and benefits both parties. It is written, for the most part, in plain English to help avoid confusion. However, should you decide to proceed with a Black & White franchise, you should take the entire Franchise Agreement to your solicitor for total peace of mind.

■ Summing Up - Is It Right for You?

Ask yourself the following questions. Answer them as honestly as you can:

- 1) Do I sufficiently understand franchising and what is involved?
- 2) Am I suited physically and temperamentally for self employment?
- 3) Will my age and health permit me to operate the business successfully?
- 4) Do I have the maturity to run my own business?
- 5) What are my natural aptitudes and skills? Does this opportunity match them?
- 6) Do I mix well with people?
- 7) Will I be able to manage staff if I need to?
- 8) Do I have the ability and commitment to work hard?
- 9) Will my family support me in this business?
- 10) Can I raise sufficient finance?
- 11) Can I accept the disciplines of a franchise system?
- 12) Finally, do I possess sufficient ability to exercise initiative and to capitalise on the opportunities presented to me?

■ The Next Step

This information provided in this Profile should help you decide whether or not a Black & White franchise is right for you.

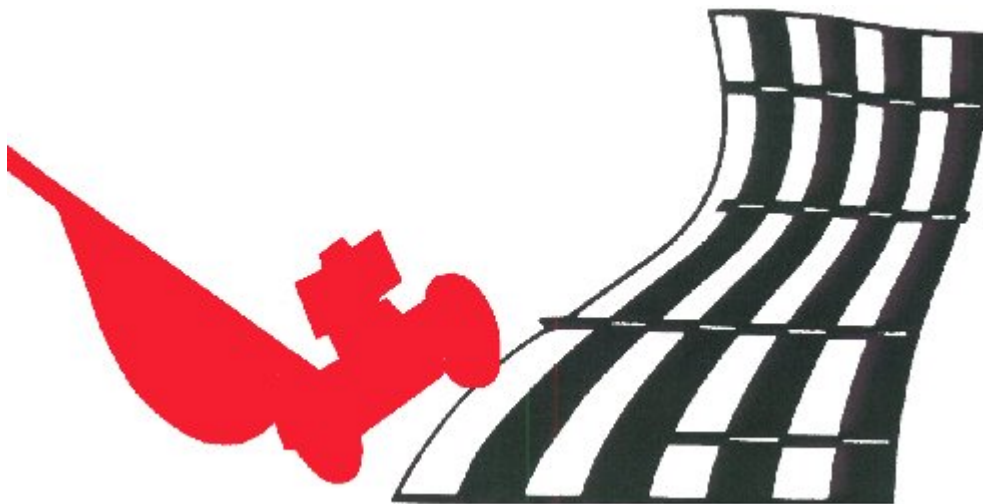
Buying a franchise is a serious undertaking. While this Profile does include some information about your Contract (Franchise Agreement), don't rely on it alone to understand every detail. Take your time to decide and read the Franchise Agreement thoroughly. You are also required to have the Agreement explained to you by a solicitor and should seek accountancy and financial advice.

Your next step, should you wish to join Black & White, is to complete the Franchise Application for Consideration (this is further on in the profile). Upon receipt of this application you will be provided with a full Disclosure Document, a copy of the Franchising code of conduct and a copy of the Franchise Agreement. We ask that you study this information carefully and, in fact, do not allow the signing of the Agreement in less than 14 days of receipt. In this way we can be sure that you are comfortable with everything before you proceed.

If you need financial assistance we have good relationships with most major banks and lending institutions and will be happy to offer you a referral.

It is important before any commitment is made that potential Franchisees understand that there are no guarantees given concerning their investment. Franchisees join the Black & White on the understanding that they are not buying a job. They are starting their own business within a Franchise system, the success of which is largely determined by their own efforts.

If you would like to be part of the Black & White Franchise network and experience the challenge of your own business, please call and arrange a confidential interview.



■ Lawn Mowing & Gardening ■

1 300 133 811

Brisbane West Franchisees



I have been involved in the Black & White for 2 years. I knew straight away when I met the founder that this would be the business for me. I have gained a large customer base now and it continues to grow thanks to great support through advertising and office staff. My only regret is that I didn't purchase a Black & White franchise earlier.

Scott Lapthorne
Lawn Mowing & Gardening

Melbourne Franchisees



Came on board Black and White for the opportunity to be my own boss and to take control of my future.

Enjoy the challenge of succeeding in my own business and seeing what the future holds.

Training was a good asset for when you are in the field on your own.

Ross Simpson
Lawn Mowing & Gardening

FRANCHISE APPLICATION FOR CONSIDERATION

"Private & Confidential"

Full Name: _____ Date: _____
Telephone Number: (b/h) _____ (a/h) _____
Mobile: _____ Fax: _____
Email: _____
Franchise Type: _____
Preferred Area: _____

This application is provided to determine your suitability as a Franchisee. It should be fully completed legibly in your own handwriting. We suggest that the information be current and accurate.

To clarify your financial position, you may be requested to produce proof of your financial situation. Whilst we will be contacting your references to assist us, we will not disclose the nature of your intended proposition.

On receipt of your completed Franchise Application for Consideration and advice that you wish to proceed further, you will be issued with a current Black & White Disclosure Document along with a copy of the Franchising Code of Conduct and a copy of the Franchise agreement, to take to your Financial and Legal Advisers for explanation.

If after, and no less than, **fourteen (14) days of receipt of these documents**, you wish to proceed further, by entering into a Franchise agreement, you will be required to pay the full purchase price made payable to **BLACK & WHITE HOME SERVICES**.

Upon signing and entering into the Franchise agreement, **you have a seven (7) day cooling off period** and can terminate the agreement for any reason within those 7 days. You will then be refunded the purchase price less any reasonable expenses that have been incurred (as set out in the Franchise agreement).

This Franchise Application for Consideration is not a contract and is not binding by either party, however, it will be treated strictly Private & Confidential.

Please do not be offended if after preliminary discussions, we consider you to be unsuitable as a Franchisee. We believe the success of our Franchise Programs have been due to the careful choice of each and every Franchisee.

PERSONAL DATA

(Please print clearly)

The information contained in this form is confidential and details will not be divulged to any person other than the Franchisor and or its advisers and service providers/ Franchisee without authority.

Full name: _____

Address: _____

City: _____ Postcode: _____

Telephone: Bus: _____ Private: _____ Mobile: _____

Date of Birth: _____ Age: _____ Place of Birth _____

Marital Status: _____

Spouses Full name: _____ Age: _____

Number of children: _____ Age/s of children: _____

How long have you lived at your present address? _____

Buying: Renting: If renting, name of Agent/Landlord: _____

Previous address? _____

How long did you live there? _____

Health? Poor Fair Good

Describe any physical disabilities or health problems: _____

Have you ever been convicted of a felony, driving while intoxicated or have any legal action pending?

If YES, give details: _____

Have you ever been declared bankrupt? _____

Drivers Licence Number: _____

Place of Issue: _____

BUSINESS AND WORK EXPERIENCE

PRESENT OCCUPATION (and previous occupation or business - *attach C.V or details*)

Position: _____

Company: _____

Address: _____

Type of Business: _____

Period of employment with the company: _____

Describe responsibilities and number of people supervised: _____

EDUCATION

(Please list where applicable)

Professional Degrees or Qualifications: _____

Additional Studies: _____

Sales & Marketing Experience: _____

List Your Special Interest & Skills: _____

FINANCIAL INFORMATION**(Personal Financial Statement)**

ASSETS	LIABILITIES	INSTITUTION
Home: \$	Mortgages: \$	
Property: \$	Rent: \$	
M/Vehicle(s): \$	Leases: \$	
Savings: \$	Loans: \$	
Cheque: \$	\$	
Other: \$	\$	
(Detail)	Other: \$	
SUBTOTAL: \$		
SALARY: \$		
OTHER INCOME: \$		
TOTAL INCOMES: \$	TOTAL: \$	

FINANCIAL/PERSONAL REFERENCES

1. Name: _____

Address: _____

Telephone: _____ Nature of Association: _____
2. Name: _____

Address: _____

Telephone: _____ Nature of Association: _____
3. Name: _____

Address: _____

Telephone: _____ Nature of Association: _____

GENERAL INFORMATION

How do you intend to finance your investment? **CASH** **LOAN** **BOTH**

Are you planning to borrow? If yes, how much? _____

Will you devote your full time to the business? _____

Will your spouse be actively involved in the business? **YES** **NO**

If yes, how many days per week? _____ Hours per day? _____

Are you considering a partner? **YES** **NO**

If yes, complete a separate application for your intended partner.

Partner's Name: _____

Partner's Address: _____

Partner's percentage of business: _____

Do you intent to hold the franchise in a company name? **YES **NO****

If YES, please complete the following:

Company Name: _____ ACN: _____

Registered

Address: _____

Full names and addresses of Directors:

1. _____

2. _____

3. _____

GENERAL INFORMATION

(Continued from previous page)

Who do you bank with? _____

Branch: _____

Accountant's Name: _____

Telephone Number: _____

Solicitor's Name: _____

Telephone Number: _____

I understand that the purpose of this Franchise Application for Consideration is to assess my suitability as a Franchisee.

It does not obligate the Franchisor, nor myself.

I understand that the referees and previous employers may be contacted.

I certify that the above information is true and correct.

Signed: _____ Date: _____

Print Name: _____

OFFICE USE ONLY

Section 1 Approved – YES/NO

Section 2 Approved – YES/NO

Master Franchisee Recommended – YES/NO

Franchisor Approved – YES/NO

(To be completed when receiving below documents)

Receipt of Documents

FRANCHISOR'S COPY

I, the undersigned, hereby acknowledge having received a copy of the following today for me to read and to enable me to have a reasonable opportunity to understand or to seek assistance to read and understand these documents.

1. Disclosure Document for the franchised business opportunity KIP QLD PTY LTD
2. The Franchising Code of Conduct.
3. The Franchisor's Franchise Agreement.

.....
Signature

.....
Name

.....
Address

.....
Date

I ACKNOWLEDGE THAT THE INFORMATION SUPPLIED IN THIS DISCLOSURE DOCUMENT IS CONFIDENTIAL AND IS FORWARDED TO ME FOR THE PURPOSE OF EVALUATING THE FRANCHISOR'S OFFERING OF THE FRANCHISED BUSINESS – BLACK & WHITE HOME SERVICES () AND I AGREE TO:-

- (A) TREAT ALL OF THE INFORMATION HEREIN IN A CONFIDENTIAL MANNER AND NOT TO DISCLOSE THE SAME TO ANY OTHER PERSON OTHER THAN ANY SOLICITOR, ANY ACCOUNTANT OR ANY BUSINESS ADVISER WHOM I MAY CONSULT IN RELATION TO THE FRANCHISE AGREEMENT AND THE FRANCHISED BUSINESS AND OTHERWISE TO DEAL WITH INFORMATION IN ACCORDANCE WITH THE CONFIDENTIALITY AGREEMENT COMPLETED BY ME AT THE TIME OF MAKING APPLICATION FOR THIS OPPORTUNITY.
- (B) WHERE I AM SIGNING THIS AGREEMENT ON BEHALF OF OTHERS OR A CORPORATION I UNDERTAKE THAT I HAVE AUTHORITY TO MAKE THE STATEMENT FOR THOSE PERSONS OR THE CORPORATION.
- (C) IMMEDIATELY RETURN THE DISCLOSURE DOCUMENT AND THE FRANCHISE AGREEMENT TO THE FRANCHISOR IN THE STAMPED ADDRESSED ENVELOPE IF I DO NOT WISH TO PROCEED WITH THE SELECTION PROCESS FOR THIS FRANCHISE OPPORTUNITY.