

FRANCHISING

What can North End Law do for you?

FRANCHISEE

We can advise on the following:

1. Initial 15 Minute Meeting or Phone Call Free of Charge
 - Introduction to Franchising and general “where are you at” discussion
 - We will provide a preliminary checklist
 - We will provide our recommended reading and website list
 - We will discuss your needs and provide a quote to you
2. What is the appropriate Franchisor Entity/ Asset Planning
3. Review Agreement:
Advise on important details like
 - What you receive
 - Upfront costs
 - Your territory
 - The term & conditions of the agreement
 - Expiry and the options after expiry
 - Performance criteria
 - Ongoing fees, including royalties, marketing contributions, training fees & compliance costs
 - How these are calculated & what they cover
 - Other costs that are not covered
 - Other areas of the business for which you are responsible
 - Training
4. Provide Query list to put to Franchisor and Existing Franchisees
5. Meet with you and your proposed Franchisor
6. IRD/ GST Registration
7. Tax Compliance
8. Terms of Trade
9. Insurance Package
10. Legislative Compliance
 - Fair Trading
 - Commerce
 - Employment
 - Consumer Guarantees
 - Health and Safety
 - Credit/ Finance
11. Buying an existing Franchise
Advise on important details like:
 - Why is the vendor selling?
 - Where is the lease at?
 - Pending obligations like fit out, guarantees etc.
 - Staffing Issues
 - Remaining term of franchise and lease and issues with return on investment
 - Training
 - Basic review of trading figures, turnover and profit trends
 - Are there charges/securities registered against the business assets?
12. Discuss Financing Options / Packages Available

Supplementary Resources

Recommended Websites

- www.franchise.co.nz
- www.franchiseassociation.co.nz

