



Discovery Day Action Plan

Going to a Discovery Day (D-day) is a major step toward owning a business. Don't "jump the gun" by making the trip too early in your investigation, regardless of being invited by the franchise. Once you return most franchise companies will look for you to make a decision within 7-10 days and if you have not completed your due diligence the chance of making a poor decision greatly increases. As your FranNet representative, I will provide the coaching that will enable you to complete all the necessary steps so that you can get the most out of your D-day trip.

Tasks To Be Accomplished BEFORE Discovery Day	Yes or No	Target Date
Due diligence calls completed		
Interviewed and selected franchise attorney		
Franchise is a "business fit" (can meet lifestyle & financial goals)		
D-day date selected (you and significant other)		
Financing plan started (if required) with targeted completion date		
My significant other is on-board		
Ask/tell franchise company about their/your expectations for D-day		

After returning from D-day you will need to make a decision. If you're not a bit nervous at this point, you're not normal. The next 7-10 days will give you time to line up all of the butterflies in your stomach and use the adrenaline to get yourself moving. By doing your research carefully and methodically you have greatly decreased the level of risk! If you're leaning toward joining the franchise team, you should complete the following prior to making a final decision:

Tasks To Be Accomplished BEFORE Discovery Day	Yes or No	Target Date
Provided trip feedback to franchise within 2 business days		
Reviewed franchise agreement with attorney		
Corporate entity creation plan (LLC; S; C-Corp)		
All questions for the franchise company have been answered		
Franchise is a "cultural fit"		
Final negotiations with franchise (minor points only)		
Do you want to be a business owner?		N/A

Are you ready to take control of your career by becoming a business owner? These are the final steps.

Tasks To Be Accomplished BEFORE Discovery Day	Yes or No	Target Date
Financing (if required) ready to go		
Sign franchise contract and make payment		
Make travel arrangements for training		