

## Franchise Discovery Process

✓	<i>Action Items</i>	<i>Time</i>
	Introduction and Qualifying Call and the scheduling of 1 <sup>st</sup> call. Franchise Application needs to be completed and emailed or fax back to Unishippers Franchise Development Department before Introductory Call,( 801-708-5922)	15 - 20 minutes
	First call with Franchise Development Manager: <ul style="list-style-type: none"> <li>- Set agenda for call</li> <li>- Getting to know the Prospect</li> <li>- Review Franchise Presentation</li> <li>- Next Step</li> </ul>	1 Hour
	Prospect is disclosed with FDD and will spend the next week reviewing the document.	1 Week
	Second call: Review FDD. Begin discussions on: Territory and finance options	1 Hour
	Validation Calls and Review Third Party Franchise Survey.	1 Week
	Third call: Review Validation findings and discuss and schedule Discovery Day. ( Discovery Days are held once a month) Complete Discovery Day Questionnaire and return to Unishippers 72 hours before Discovery Day.	1.5 Hour
	Discovery Day in Salt Lake City, UT	2 Days
	Fourth call: Franchise is Awarded or Not. Next steps are discussed.	30 minutes
	Submit Business Structure Documents, Credit and Background Checks forms for approval.	1-2 Weeks.
	Final Agreements are sent out. Prospect needs to hold agreement for 7 days before signing.	5 Days
	Franchise Agreements and Fees are Next Day Service back to Unishippers Global Logistics, LLC	1 Day