



Miami Subs Franchising Corporation
6300 NW 31st Avenue
Ft. Lauderdale, Florida 33309
(954) 973-0000 • www.miamisubs.com
Email: franchising@miamisubs.com

Questionnaire

CIRCLE DESIRED OPENING TIME FRAME:
NOW-90 DAYS 3-6 MOS 6-12 MOS.

PERSONAL DATA

Name _____ Age _____ Marital Status _____ No. of Dependents _____

Mailing Address _____

City _____ State _____ Zip _____ Email _____

Phones: Home (____) _____ Business (____) _____ Cell (____) _____

BUSINESS REFERENCES *(Other Than Current Employer)*

Bank _____ Contact _____

Address _____

City _____ State _____ Zip _____ Phone (____) _____

Business _____ Contact _____

Address _____

City _____ State _____ Zip _____ Phone (____) _____

PERSONAL REFERENCES *(Please List Persons That Have Known You For Two Or More Years)*

Name _____ Years known _____

Address _____

City _____ State _____ Zip _____ Phone (____) _____

Name _____ Years known _____

Address _____

City _____ State _____ Zip _____ Phone (____) _____

FINANCIAL DATA *(Your Personal Financial Statement May Be Requested At Our First Meeting)*

What is your approximate net worth? _____

How will you obtain cash and/or credit to manage the average \$300,000 investment required? Please be specific. *(If applying for an SBA loan, you must have at least \$100,000 cash to qualify.)* _____

BUSINESS HISTORY *(Please Have A Resume Available At Our First Meeting)*

Do you now own a franchise business? _____ Name of franchise _____

Have you ever failed in business, compromised with creditors or filed bankruptcy? Detail _____

Have you ever been involved in litigation regarding your business interests? Detail _____

CITY/AREA OF INTEREST

First choice for your location _____ Second choice _____

NOTE: Your responses to this questionnaire are confidential. By submitting this, you are not obligated in any way.
PLEASE RETURN TO US BY MAIL OR EMAIL TO THE ADDRESS AT THE TOP OF THIS SHEET



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Investment

If you meet the requirements and qualifications for owning a Miami Subs Grill franchise, and are accepted by our Board of Directors, your financial requirements are:

On Signing The Franchise Agreement

An investment of \$30,000 for the Miami Subs Grill franchise rights provides you:

- Grant of an Exclusive Territory
- Site Selection & Lease Negotiation
- Architectural Drawing & Planning Assistance
- Owner/Manager/Employee Franchise Training Program
- On-Site Opening Assistance for your Restaurant
- In-Field Operations Support and Training Updates
- Miami Subs Grill Operations Manual
- Miami Subs Grill Name, Marks and Systems

Before Opening For Business*

An additional investment is required to open your Miami Subs Grill franchise:

	Expenses*	
	Lease or Conversion	
	Low	High
Leased Restaurant Space	\$8,000	\$20,000
Leasehold Improvements	50,000	100,000
Furniture, Fixtures & Equipment	75,000	100,000
Signage	15,000	25,000
Management Training	5,000	10,000
Opening Inventory	10,000	15,000
Miscellaneous Opening Costs	15,000	20,000
Beer & Wine License	1,000	10,000
Additional Funds/Working Capital	20,000	40,000
Total (including Franchise Fee)	\$199,000	\$340,000
 OPTIONAL ADDITIONS		
Nathan's Famous Hotdogs	\$9,500	\$12,500
Arthur Treacher's Fish & Chips	9,500	12,500
Total (both Additional Brands)	\$218,000	\$365,000

Royalty and Advertising Contribution

Royalty: 6% of your Gross Sales, for continuous field support and marketing assistance.

Advertising: 4% of your Gross Sales: divided 3% for a regional/national advertising fund which we control and apply to advertising; and 1% for local advertising, which you control.

*Items 5, 6 and 7 of the disclosure document should be consulted for a more detailed description of your total estimated initial investment and other costs and expenses associated with the ownership and operation of your Miami Subs Grill franchise. Typical lease space is 2,500-3,000 square feet, free-standing restaurant space with a drive-thru. Costs are reasonable estimates based on regional pricing. Prices will vary in different territories.

Miami Subs Grill Express units can range from \$106,000 to \$240,000, for non-traditional locations, such as Food Courts, Airports, Convenience Stores, etc. Please call us for specific details for your location.



Location Evaluation

SITE ADDRESS: _____

LANDLORD/REP: _____ **PHONE:** _____

LOCATION SIZE (SQ. FT.): _____ **DIMENSIONS (L X W):** _____

The Real Estate industry recognizes three major factors when estimating the potential of a business property. The first is location, the second is location, and the third is location. Miami Subs Grill puts the same emphasis on locating your franchise location. As you begin to look at and evaluate potential locations for your own franchise, consider the following:

FACTORS	ANSWER
1. Is the site located on a high traffic street? <i>(30,000+ cars; 20-30,000 cars; 10-20,000 cars)</i>	_____
2. What is the population within a 3-mile radius of the site? <i>(100,000+; 50,000+; 25,000+)</i>	_____
3. Is the site in a lower income or middle income area? <i>(Household income of \$60,000+; 50,000+; 40,000+)</i>	_____
4. Is the site in a growing, stable or declining retail area? <i>(Growing, stable, declining)</i>	_____
5. How do you rate other retail stores/restaurants in the vicinity? <i>(Excellent, good, fair, poor)</i>	_____
6. Does the site have or allow illuminated signs? <i>(On site, near site, shared signage, none)</i>	_____
7. Is the site located at or near an intersection? <i>(At, near, no)</i>	_____
8. Is the location visible/accessible from the street in several directions? <i>(three ways in, two ways, one way)</i>	_____
9. What is the speed limit in front of the location? <i>(30-35 mph; 35-45 mph; over 45 mph)</i>	_____
10. How far is the unit set back from the street frontage? <i>(Less than 50 ft. back; less than 100 ft. back; more than 100 ft. back)</i>	_____
11. How far away are the nearest food competitors? <i>(1-2 miles; less than 1 mile; less than 1/2 mile)</i>	_____
12. When is this location available for lease or purchase? <i>(now, within 1-3 months, 4-6 months, 6 months or more)</i>	_____

Drive around the area, count which of these business generators are close to your potential location.

Shopping Centers _____ Elementary/Secondary Schools _____ High Schools _____ Strip Centers _____

Athletic/Sports Parks _____ Kids Attractions _____ Office Parks _____ Large Movie Theaters _____

(Make additional copies of this form if you are evaluating several locations.)