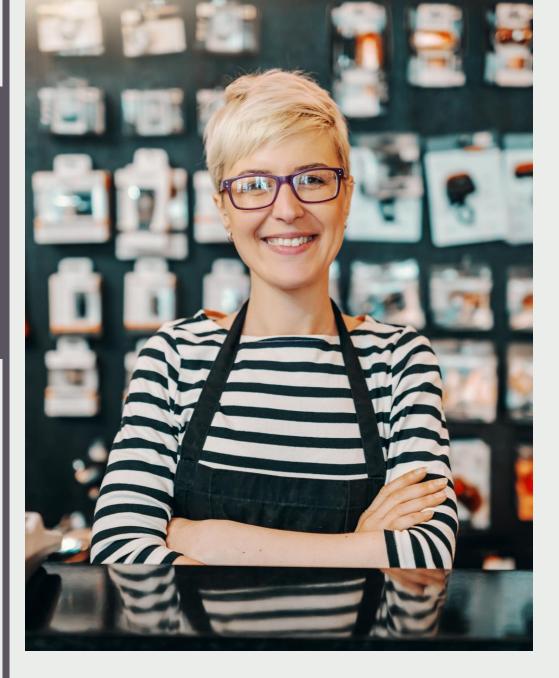
Skylight Franchise Group

# THE EASY WAY TO FRANCHISE YOUR BUSINESS

### Joint Venture Program

You stay focused on your core business while we manage the sales, growth, and operations of your Franchise locations.



### Is your business qualified?

Is there a proven record of success?

Have you operated multiple locations?

Can your methods be taught and copied?

Is the business in good demand?

Are the profit margins worth the investment?





# Why Franchise?

Franchising offers a unique opportunity for rapid expansion with reduced capital risk, as franchisees invest in and manage their own locations. This allows you to profit from royalties, increased brand recognition, and economies of scale without needing to spend time and money to build additional locations on your own.



## **Franchising Alone is Hard**

Many business owners give up on the idea of franchising when they realize that they will have many more responsibilities than just running their own business. Now they will be responsible for finding franchise buyers, making sales calls and follow ups, training new owners, marketing the brand, added tracking and accounting work, plus meeting the legal requirements to maintain the franchise.

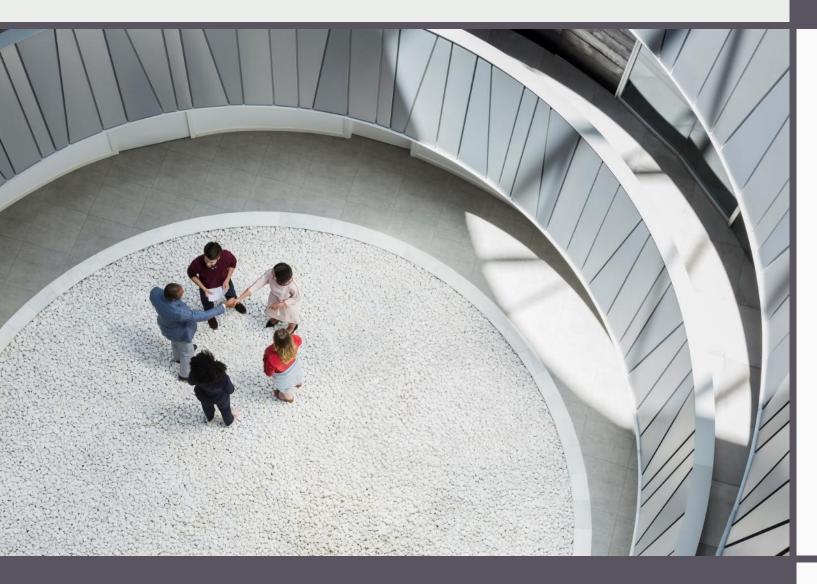




# We make it easy

With our Joint Venture program, you can continue to focus on your own business while we focus on building and managing the franchise operations.

- We find and screen potential franchise buyers
- We make sales calls and follow up
- We assist buyers to get financing
- We work with your franchisees as they open and grow the business
- We provide marketing services to grow the brand
- We provide business services like accounting and I.T.
- We work to make improvements and grow Royalties
- International Expansion/Licensing Opportunities



### How to start

One time cost of \$227k to legally establish a franchise and new corporation to act as Franchisor, then promote, sell, and oversee franchise locations.

You own 70% of the new Franchisor corporation. We retain 30% to manage the franchise operations.

You keep 100% of your existing business.

### How the process works - Startup

#### **Startup and Initial Management Team**

- New business is formed with a 70/30 ownership structure. (you own 70%)
- Franchise is developed under the new corporation. This process takes 4-6 months before any franchise locations can legally be sold.
- Our experts will determine strategies, execute business plans, hire and manage employees and consultants to perform work for the Franchise.
- The company will add staff as the business grows from selling franchise locations.
- All salaries and fees will be paid from Franchise sales and Royalties earned. You are not required to contribute more than your initial fee.

### How the process works – Your Role

#### Your Role in the Franchisor Company

- You will be on the executive management team of the new Franchisor. This will be a paid position as income increases from growing the number of locations.
- Be involved with all major decisions but leave the day-to-day work to us so you can focus on growing your existing business.
- You will be responsible for setting the standards and procedures that you want your Franchisees to follow. Be willing to demonstrate, or have your staff demonstrate, the hands-on operation of your business. Success depends on helping your Franchisees duplicate your success.
- As a shareholder in the Franchisor, receive distributions of profits as the business grows.

### How the process works – Our Role

#### **Our Role in the Franchisor Company**

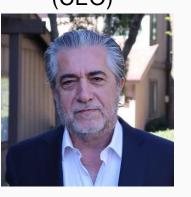
- We will set up the business, create legal documents, and file those documents with the proper agencies to legally establish the Franchise.
- We will oversee operation of the Franchisor including hiring expert managers, staff, and consultants to run, and perform work for, the business.
- We will manage the promotion, sales, and training of new Franchise locations.
- We will offer business services including Accounting, I.T., and Marketing.
- We will collect Fees and Royalties from Franchise buyers.
- We will continuously search for ways to improve operations and grow profits.

### **Common Questions**

#### **Question 1?**

Answer goes here

### Razmik Khachatourians (CEO)





Quinn Chen (CFO)



Andrea Rangel (Communications)



Ling Hsu (Coordinator)



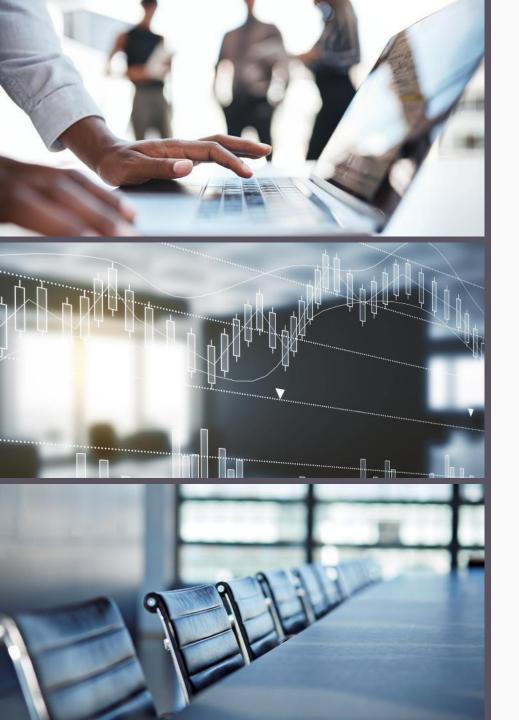


Advisor



Advisor

### **Skylight Franchise Group Team**



## Summary

Most business owners have become experts at what they do, but they find that growing the business beyond a few locations become more and more difficult. To grow quickly and efficiently, starting a Franchise may be a good idea.

However, most business owners do not have the time, expertise, or interest to run the Franchise side of the business.

For a 30% share of the new Franchisor Company, plus a onetime fee of \$227,000 Skylight Franchise Group can establish and manage the Franchise for you. This allows you to grow your business without needing to spend your valuable time on selling and managing Franchise locations.

If you want to grow even faster. Consider adding the \$100,000 optional promotion package, which allow us to quickly advertise your new Franchise to more people.

## THANK YOU



### Skylight Franchise Group