



Five Star Member Application



International Franchise Association Membership is required to join VetFran.

Name of Franchisor: _____

Contact Person for VetFran: _____

Business Phone Number : _____

Email: _____

Attachments required, from most recent fiscal year end:

1. An unqualified audit opinion letter
2. Franchise Disclosure Document with an Item 19
3. Completed Application Worksheet

I am authorized to submit this application on behalf of the franchisor. I certify that all information on this application and the attachments is correct to the best of my knowledge.

Signature: _____ Date: _____

Printed Name: _____

Completed package should be sent to Radim Dragomaca via email: RDragomaca@Franchise.org.
If you have any questions, his direct line is 202-662-0789

NOTE: Filing for protection under the bankruptcy laws automatically disqualifies a franchisor from VetFran membership and use of the logo for a minimum of two years.

VetFran Five Star Member Application Worksheet



- 1 Franchise fee discount (percentage) to veterans? (Minimum of 20%) _____
- 2 If you provide an incentive in addition to a discount on the initial fee please list it here:

- 3 Has your company been in this line of business for 5 or more years Yes___ No___
- 4 Has it been at least 3 years since your first franchised unit opened? Yes___ No___
- 5 Does your FDD include an Item 19 FPR Disclosure? Yes___ No___
- 6 Does your brand have 50 or more units open? Yes___ No___
- 7 Is your 3-Year Continuity Rate 80% or higher?* Yes___ No___
- 8 Name of a CFE graduate on franchisor staff: _____
- 9 A member of our company participated in at least one VetFran meeting or seminar in the last year Yes___ No___

*Franchise Continuity Rate

Calculating your 3-year continuity rate is straightforward. Looking at Item 20 of your Franchise Disclosure Document, you simply take the total number of franchise outlets that were operating at the end of last year, and divide that number by the number of outlets you started with three years ago plus any new outlets opened during that three-year period.

Here's a quick example: A franchisor starts the three year period with 80 franchises. They open 26 new outlets in the first year being examined, 24 in the second year, and 30 in the third year. At the end of this three year period, they have 148 franchises open. Their 3-year continuity rate formula look like this: $148 / (80 + 26 + 24 + 30) = .925$ or 92.5% continuity.

VetFran Franchisor Member Qualifications

ONE STAR:



- Clean Audit Report
- Minimum Veteran Discount 10% off initial fee
- Minimum 2 years in business in this line of business
- Minimum 1 year in franchising this concept (since first unit opened)

THREE STAR:



- Clean Audit Report
- Minimum Veteran Discount 15%
- Minimum 3 years in this line of business
- Minimum 2 years in franchising this concept (since first unit opened)
- Item 19 FPR
- 25 Units Open
- Participation in One VetFran Meeting/Seminar each year

FIVE STAR:



- Clean Audit Report
- Minimum Veteran Discount 20%
- Minimum 5 years in this line of business
- Minimum 3 years in franchising this concept (since first unit opened)
- 80% Continuity Rate over past 3 years (verified by Item 20)
- Item 19 FPR
- 50 Units Open
- Participation in one VetFran Meeting/Seminar each year
- 1 CFE on Staff