



3600 Bee Caves Road, suite 200
Austin, Texas 78746
512.535.4883

Franchise@3SpoonsYogurt.com
Contact: David Mebane

FREQUENTLY ASKED QUESTIONS

What is the initial investment amount?

This will depend on a number of factors, but is estimated to be \$250,000-\$400,000 per store.

What will my return on investment be?

Profitability will vary considerably depending on factors including, but not limited to sales, location, traffic and operating costs, financing terms, your ability to manage and control your business.

What are 3 Spoons Yogurt's royalty and advertising fees?

Our franchise fee is \$30,000 (\$25,000 for multiple units), our continuing royalty fee is 6% of gross sales and our promotional fund fee is 2% of gross sales that you spend to promote your business.

What is the franchise term?

Our initial franchise term is 10 years.

What are the steps in the Franchise Application Process?

- Initial Inquiry
- Application & Consent Form Submission to 3 Spoons Yogurt
- Reception of Franchise Disclosure Document (FDD)
- Interview, Presentation and Evaluation Day
- Approval by 3 Spoons Yogurt Executive Team
- Discovery Day
- Execute Agreements
- Begin Development Process

What is the next step?

If you meet the criteria noted below and are interested in becoming a 3 Spoons Yogurt Franchisee, please submit our 3 Spoons Yogurt Franchise Application and Personal Financial Statement. Both forms should be completed and returned to 3 Spoons Yogurt via email at Franchise@3SpoonsYogurt.com.

3 SPOONS YOGURT FRANCHISE CRITERIA

PREFERRED CRITERIA:

- Minimum two years experience in retail/food service/dining/business as owner or operator.
- Minimum net worth equal to or greater than \$500,000.
- Minimum liquidity equal to or greater than \$350,000 per restaurant to be developed (e.g. cash reserves).

REQUIRED DOCUMENTATION AND PROCEDURES:

- Completed 3 Spoons Yogurt Franchise Application.
- Completed current Personal Financial Statement.
- Prior year's tax returns and prior 3 years' CPA reviewed financial statements.
- Credit, business and personal references.
- Personal guaranty.
- Comprehensive detailed business plan covering the next 1-5 years.
- Presentation by candidate franchise partner with Q&A session to 3 Spoons Yogurt.
- Written approval by the 3 Spoons Yogurt Executive Team.

FRANCHISE PARTNER PROFILE:

- Has a proven track record of successfully managing a food service/dining company.
- Has an infrastructure dedicated to the development of the 3 Spoons Yogurt brand.
- Has local knowledge and expertise in the areas of customer service, consumer preferences, real estate, government regulations, labor, and distribution issues.
- Philosophically aligned with the 3 Spoons Yogurt Executive Team.

The above information, as well as any information made available through the 3 Spoons Yogurt website, regarding the 3 Spoons Yogurt franchise opportunity is for general information only and is not intended to be a franchise offer. Offers are made only after delivery of an effective Franchise Disclosure Document in compliance with applicable federal and state laws. None of the communications made above, via email or through this website should be construed as an offer to sell any 3 Spoons Yogurt franchises in, nor is any such communication directed to the residents of, any jurisdiction requiring registration of a franchise before it is offered and sold in that jurisdiction. No 3 Spoons Yogurt franchises will be sold to any resident of such jurisdiction until the offering has been exempted from the requirements of, or duly registered in and declared effective by, such jurisdiction and the required Franchise Disclosure Document has been delivered to the prospective franchisee before the sale in compliance with applicable law. It must be further understood that the above information is subject to change, and that accurate and more specific details regarding the 3 Spoons Yogurt franchise will be provided through the delivery of an effective Franchise Disclosure Document.

Under no circumstances does the submittal of your information and application to 3 Spoons Yogurt or its subsequent review and processing imply, in any manner, our intention to offer you a franchise. You are not accepted as a 3 Spoons Yogurt Franchisee unless and until you and 3 Spoons Yogurt execute a Franchise Agreement.

3 Spoons Yogurt does not guarantee the financial performance of any Franchisee or business. The decision to become a 3 Spoons Yogurt Franchisee and to open a 3 Spoons Yogurt must be based upon your independent research and analysis.