



Leadership Questionnaire

Sarpino's Pizzeria is looking for the best qualified candidates to become our Franchise Strategic-Partners. In order to determine if we are right for each other, we are asking you to complete the following questionnaire. Please take your time in responding the questions below. Once completed, the questionnaire will be returned to Sarpino's Pizzeria for review along with the other documents you have been asked to complete. Thank you in advance for your responses.

1. Please describe in detail your leadership experience.

2. What is your ultimate dream? This can be anything you want, for example, retire early, travel the world, sending your kids to college, starting your own charity, etc. Describe it as if you already have and are currently experiencing it right now,

Example # 1: I retired at age 40 and am currently on the world travel tour with my wife. So far we've visited Italy, Spain, and Portugal, and have 8 more cities to visit this year.

Example # 2: At age 65 I would like to be debt free, have savings of \$250,000.00, and a trust fund of \$500,000.00 for my grandchildren's education.

Example # 3: At age 65 I would like to be happily married, debt free, have \$700,000.00 earning interest, and have a business that I can sell for about \$500,000.00.

3. What does your dream look like?

Describe it in as much detail as possible. (Continuing with Example # 1 above: "My wife and I are healthy and happy as we effortlessly travel first class from country to country. A private limo picks us up at each airport we land at and whisks us off to the next 5 star hotel".



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4. What does your dream feel like?

Again, use as much detail as you can. For example: "It feels so good to be free and to be close to my family, the stress and strain I used to wake up with when I struggled to make the financial ends meet is now gone. I feel totally relaxed and in control for the first time in my life".

5. Write down 5 compelling reasons why you must transform your dream to reality.

For example: My kids are getting older and we must spend more time together before they grow up and move away.

6. Write down 5 things that must change in order for you to achieve your dream.

7. Why does a Sarpino's Pizzeria Franchise appeal to you?

8. Why should you get awarded a Sarpino's Pizzeria Franchise?



Request for Information and Consideration Form

This is an application to become a Franchisee of Sarpino's Pizzeria. If there will be more than one party in this venture, each individual or party must complete an application. All information provided herein must be current within 30 days and will be kept confidential. Submission of the application does not obligate either party in any manner.

PERSONAL		
Full Name _____		
Address _____		
City _____	State _____	Zip _____
Home Phone _____	Office Phone _____	Cell Phone _____
Best Number to Call: <input type="checkbox"/> Home <input type="checkbox"/> Office <input type="checkbox"/> Cell		Best Time to Call _____
Email Address _____		Fax _____
Marital Status _____	Number of Dependents _____	Ages _____
U.S. Citizen: <input type="checkbox"/> Yes <input type="checkbox"/> No	If no, name country _____	
Social Security Number _____		Date of Birth _____

EDUCATION	
<input type="checkbox"/> High School	<input type="checkbox"/> College <input type="checkbox"/> Graduate School Degree _____
Name of Last School Attended _____	

BUSINESS EXPERIENCE	
Please give present or last position first, and provide the last 5 years of work/business history. Attach resume as necessary.	
1. Company _____	City, State _____
Position _____	Employed From _____ To _____
Major Accomplishments _____	

2. Company _____	City, State _____
Position _____	Employed From _____ To _____
Major Accomplishments _____	

3. Company _____	City, State _____
Position _____	Employed From _____ To _____
Major Accomplishments _____	

PERSONAL FINANCIAL STATEMENT

Balance Sheet As of (date) _____

	<u>Assets</u> (Value)		<u>Liabilities</u> (Balance)
Cash on Hand & in Banks	\$ _____	Short Term Notes Payable	\$ _____
Other Sources of Cash:	\$ _____	Bank Lines of Credit	\$ _____
_____	\$ _____	_____	\$ _____
_____	\$ _____	_____	\$ _____
Sub-Total	\$ _____	Sub-Total	\$ _____
Marketable Securities & Stock/Bonds	\$ _____	Credit Balance	\$ _____
Vested Profit Sharing	\$ _____	Loans Payable	\$ _____
Notes Receivable	\$ _____	Other Debts & Obligations	\$ _____
Real Estate (Primary Residence)	\$ _____	Real Estate Mortgages	\$ _____
Real Estate (Other)	\$ _____	Other Liabilities (describe):	\$ _____
Business Interests	\$ _____	_____	\$ _____
Other Assets (describe):	\$ _____	_____	\$ _____
_____	\$ _____	_____	\$ _____
_____	\$ _____	_____	\$ _____
_____	\$ _____	_____	\$ _____
Sub-Total	\$ _____	Sub-Total	\$ _____
TOTAL ASSETS	\$ _____	TOTAL LIABILITIES	\$ _____
		NET WORTH (Assets minus Liabilities)	\$ _____

Minimum monthly income necessary to support your living	\$ _____
Cash available for investment into the business	\$ _____
Will Sarpino's Pizzeria be your only source of income? Please elaborate:	<input type="checkbox"/> Yes <input type="checkbox"/> No

BUSINESS RELATIONSHIPS

1. Have you ever owned or been a partner in a business? Yes No

If yes, what type: _____

2. Have you ever failed in business, filed bankruptcy or compromised with creditors? Yes No

If yes, please give details and include any remaining liabilities: _____

3. [Aside from traffic misdemeanors] Have you ever been convicted of a crime? Yes No

If yes, explain: _____

4. Are there, or have there ever been, any lawsuits against you? Yes No

If yes, explain: _____

5. Have you or any of your family ever worked in the pizza or restaurant industry? Yes No

If yes, elaborate: _____

6. Please describe any experience that you have in sales, marketing, retailing or food service that will help you operate a Sarpino's Pizzeria.

7. Please tell us why you are looking for a business opportunity. _____

8. What do you like about Sarpino's concept? _____

9. What does "franchising" mean to you? _____

10. In your opinion, how would you describe the roles of the Franchisor and Franchisee in a Franchise System?

11. Do you understand that the success or failure of your business is primarily your responsibility?

Please comment: _____

12. What are your goals and objectives for the next 5 years? _____

13. There are some basic ingredients to every successful business. If you are awarded a franchise, what would you do to make it successful?

Please describe in detail: _____

14. Please list your preferences for locations:

A] _____ B] _____ C] _____

15. If there are not opportunities available in your preference markets, are you willing to relocate in order to become a Sarpino's Pizzeria Franchisee? Yes No

16. Are you interested in more than one outlet? Yes No If yes, how many? _____

17. Do you plan to devote full time to this business venture? Yes No

18. Will your spouse be active in the franchise? Yes No

19. When will you be available to open the business?

Immediately Within 3 months Within 6 months Within 1 year

20. When would you be available for training?

Immediately Within 3 months Within 6 months Within 1 year

PERSONAL REFERENCES

	Name	Telephone Number	Association
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____

Sarpino's does not guarantee the financial performance of any of the franchises or stores. The decision to become a Sarpino's Pizzeria Franchisee and to open a Sarpino's Pizzeria outlet must be based on franchisee's independent research and analysis. Sarpino's is not liable for any representation made by a Sarpino's Pizzeria or Sarpino's employee with respect to real estate, financial operations or marketing performance. By submitting this Request for Information and Consideration form, you authorize the Sarpino's USA to perform a credit inquiry using third-party credit reporting agencies.

SIGNATURE

DATE SIGNED

Please return via mail or fax to Sarpino's USA
75 Tri-State International, Suite 175 Lincolnshire, IL 60069
Fax: (847) 374-8110