



## **M and R Electrical Wholesaling Prospective Franchisee Questionnaire**

### **Your details**

Name: .....

Home phone number: .....

Mob number: .....

Email: .....

Fax number: .....

Mailing address: .....

.....

### **Please complete and return this questionnaire to:**

M and R Electrical Wholesaling

P.O. Box 2260

Innisfail, Qld, 4860

**The information contained in this questionnaire will be kept strictly confidential**

If you feel you need more room for answers, please do not hesitate to write on the back of pages (just let us know you have done so!)

1. Please tell me a bit about yourself, such as what do you currently do, how long have you been doing it for, what parts of your work do you enjoy, what are your main areas of responsibility.

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

2. Have you had any sales and/or customer service experiences in the past? If so, please briefly describe?

.....

.....

.....

3. Have you ever been involved in a franchise system before? If so, what was your involvement?

.....  
.....

4. As a franchisee, while some leads will be provided for you through the initial support of a sales representative in your territory (as well as through referrals) your success will be largely dependent on your ability to generate new leads in your area. Describe several ways you might do this.

- .....
- .....
- .....
- .....

4. Is there a particular territory that you would like to operate in? If so, describe why you think this would be a good territory.

.....  
.....  
.....

5. What would you see as your biggest challenge as an owner operator of an M and R Electrical Wholesaling Franchise?

.....  
.....  
.....  
.....



9. To successfully operate any business you need to have starting capital for investment plus ongoing working capital. The cost of an M and R Electrical Wholesaling Franchise is no exception. Do you have the cash available for this type of investment or would you need finance?

Approximate Cash (strictly confidential): \$.....

Value of finance with access to (strictly confidential): \$.....

*"Franchising is a partnership. A franchise's major asset, once established, is its franchisees."*

**Thank you for taking the time to complete this questionnaire.**