



# PATCHMASTER™

THE DRYWALL REPAIR SPECIALISTS

## FRANCHISE DISCOVERY PROCESS

Completed

**1**

### INTRO CALL

Let's talk through your background, goals, values and answer any initial questions you may have. We will then go over our expectations for the Discovery Process.



**Timeline:** 1 day

### After Call:

- Schedule education webinar

**2**

### EDUCATION WEBINARS

We will discuss the details of our business model, operations and support. After our webinar stage, we will send you a copy of the Franchise Disclosure Document (FDD) to review.



**Timeline:** 2-10 days

### After Call:

- Begin reviewing FDD
- Sign FDD Receipt (Item 23)
- Schedule Validation Call

**3**

### FDD REVIEW CALL

We will highlight some of the items in the FDD. This will allow you to familiarize yourself with the document early on in our discovery process.



**Timeline:** 10-14 days

### After Call:

- Prepare questions for validation with current Franchise Owners
- RSVP for Decision Day
- Funding Pre-Qualification
- Territory Review

**4**

### VALIDATION

Schedule a group validation call with some of our current Franchise Owners and get some remaining questions answered by individuals who have already invested in PatchMaster.



**Timeline:** 14-21 days

### After Call:

- Prepare questions for Executive call with President and CEO, Paul Ferrara
- Email Decision Day Flight Information

**5**

### EXECUTIVE CALL

We will introduce you to our CEO to discuss your goals for your potential business. This is your chance to shine and to get a deeper understanding of our vision and mission.



**Timeline:** 21-30 days

### After Call:

- Finalize Territory

**6**

### DECISION DAY

Come visit our Headquarters in Chester, NJ and meet the team you will be working with! Get a feel for our culture and see PatchMaster in person!



**Timeline:** 30-45 days

### After DDay:

- Have a safe flight home
- Prepare final thoughts & questions for Decision Day Call

**7**

### DECISION DAY CALL

We will discuss any outstanding questions or issues you may have. At this point, we will decide if the fit is mutual and discuss a signing day date.



**Timeline:** 45-50 days

### After Call:

- Ensure funds are ready and available to fund the franchise fee
- Send over requested information for the franchise agreement

**8**

### SIGNING DAY

This brief call will walk you through the document signing, via DocuSign.



**Timeline:** 45-60 days

## WELCOME

to the PatchMaster Family!

