FRANCHISEE PRE-EVALUATION Checklist

# STEP ONE: APPLICATION

All potential franchisees must fill out a complete application form before they will even be considered a candidate for franchising RUPYS.

The application will consist of basic identification questions, work history, skill set, management or business ownership abilities, etc.

The application process will be over the course of one week; all candidates that begin an application must have it returned to the Rainbow Universe Pageants & Youth Services Headquarters/Corporate Office within 7 days of starting the application, otherwise you will not be contacted to move on in the process (this is to ensure that we do not have to chase anyone down to complete or turn in their application. Time is of the essence. We have other interested parties that are serious about franchising and our time will be spent catering to their interests.)

All applications will be considered but not everyone will receive an invitation to move forward with the next step in the franchise process.

You must consent to a full and complete background check in order to be considered a franchisee.

# Evaluation

All candidates must fill out an evaluation form to evaluate whether or not they will be a good fit as a franchisee for RUPYS. You will be given access to this evaluation once you have completed your application and it has been approved to move forward in the franchise process.

While other organizations and businesses may judge your ability to run a business based on your credit history, we do not believe your credit history has any relation to you being a business owner. We understand that life can be tough sometimes. However, we will still require you to consent to a credit check at which point you will have the opportunity to discuss anything negative in your history that may cause concern.

You will also be evaluated on your personality which means you will be given instructions to take a personality assessment/test to determine if you fit the profile of an RUPYS Franchisee.

Scenario testing will also be a part of your evaluation. Anyone operating a business will encounter many challenges. We want to make sure you will be able to handle and manage those potential challenges so you can prosper and the RUPYS brand will continue to have a reputation of steadfastness and strength.

We will also evaluate you in regards to your understanding of adolescent and young adult development and your experience as either a youth advocate or working with youth.

The very last part of your evaluation will consist of a “Discovery Day”. During this discovery day you will be invited to our headquarters, given a tour of our office, get a first hand view of how business is run day to day, go through a Q&A session, and then have an opportunity to evaluate RUP and make sure we are a good fit for you as a franchisee/buyer.

# beneficial skills for successful franchising:

**Strong Sales & Customer Service Abilities**

A strong understanding of our sales mission and customer service goals is key.

It would be helpful if you also have some

pre-existing business contacts as well, which you

can call upon when the business is opened so that

you can utilize additional support for its growth.

**Hard Working and Highly Self-Motivated**

Your drive and commitment to success will

determine how well they do as a franchisee.

**Organized and Structured**

Franchise candidates who have shown the ability to manage, organize and lead, will

typically be more successful as business owners.

**Some Aptitude With Technology**

Good candidates will know and understand the basics of

technology enough to grasp and understand how to manage communication through

email, virtual teleconference, and smartphone applications. In today's day and age,

these skills can be as important as ever to communicate with a wide-ranging network

of franchisees.

**Well-Developed People Skills**

Strong relationships with affiliates, suppliers and between franchisor and franchisee

will help franchise owners be successful in building their businesses.

**Able to Meet Initial Investment Requirements**

A franchisee ultimately needs to be able to cover the expenses and investment needed

to start the business and operate the model for three months without cash flow from

the operation.

**High Personal Standards**

Excellence, honesty, integrity, etc. – background checks will be run on

candidates to confirm that they are decent candidates. You will be required to fill out

an application that will determine whether you meet minimum specifications as a franchisee.

**Motivated & Energized**

It is important that you are motivated to inspire youth to excellence and always ready to have a productive day building and marketing your franchise. You need to be energized and enjoy what you are doing in order to be successful at it.

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