



## Franchisee Profile Questionnaire

Congratulations on the decision to examine our franchise opportunity more closely. We are confident that upon passing our selection criteria you will be pleased with the decision.

This form is designed specifically to help us to assess your suitability to our business and system. We need to be very confident that your style, personality and skills are matched to the business to minimise any risks of failure for you. Our future is dependent upon yours so we both need to make sure that we can work well together in the system.

Each question has a multiple-choice answer so you will find it quite easy to tick the most appropriate box. If you are uncertain then please tick the one, which is closest to your own viewpoint.

This should only take a few minutes so please answer honestly and do not rush through it. There is no point in kidding yourself with this exercise be truly honest otherwise it might cause both of us a great deal of difficulty in the future. Your answers are important to us and we must be sure that your overall profile is reflected in your answers. In the event that your profile is considered out of line with our objectives it does not mean that you are not suited to being in business for yourselves it simply means that in our opinion you may not be suited to our business.

There are four categories of questions so work your way through them carefully answering all questions.

Thank you for taking the time to complete this process.

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Caffissimo (Franchisor)

**Personal**

Tick the box which best describes your abilities or situation.

	Low	Medium	High
<b>Special question 1</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your tolerance to disciplined systems and procedures	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your ability to work in a team	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your assessment of your people skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your sense of humour rating	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Special question 2</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your entrepreneurial abilities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Special question 3</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your level of self-confidence	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
How strong is your competitive streak?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
How strong is attention to detail?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your level of leadership skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
How assertive are you?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
How would you describe your family support of the move into your own business?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Special question 4</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
How would you rate your personal hygiene?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
How much of a priority is punctuality at meetings for you?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do you relish a good challenge?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Are you hungry for financial success?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do you give up on problems easily?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## Experience & Skills

Please rate your skills in the following areas

	Low	Medium	High
Marketing and display skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Special Question 5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ability to analyse and solve problems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Customer service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
English comprehension	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Writing skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Salesmanship	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Dealing with objections	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Negotiating techniques	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public speaking	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Listening skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Staff management skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Organisational ability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bookkeeping on computer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Understanding financial reports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Administrative systems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Computer literacy, word processing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Computer skills, Excel or others	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Advertising	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public relations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Your Expectations**

Please rate for us or answer in more detail where appropriate the expectations that you currently have of a franchise in our business and your likely success in it.

1. How would you categorise your income (including salary) expectations, once established?  < \$50 000  \$50 000 - \$100,000  \$100,000 - \$150,000  > \$150,000
  
2. How many hours do you expect to work in a typical week? \_\_\_\_\_
  
3. What impact do you think the business will have on your family life?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
4. How often do you think you will be able to take holidays and for how long?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
5. How long are you expecting to stay in this business? \_\_\_\_\_ Yrs
  
6. Do you expect to commit yourself to the business full-time? Yes / No
  
7. Do you understand the need to follow the Caffissimo franchise business systems stringently? Yes / No

Signed by, (Name) \_\_\_\_\_ Signature x \_\_\_\_\_

Date: \_\_\_ / \_\_\_ / \_\_\_