



Franchisee Questionnaire

Tick appropriate box in response to below	Low	Medium	High
1. Your tolerance to disciplined systems and procedures?			
2. Your ability to work in a team?			
3. Your assessment of your people skills?			
4. Your sense of humour rating?			
5. Your level of self-confidence?			
6. How strong is your competitive streak?			
7. How strong is your attention to detail?			
8. Your level of leadership skills- to enable you to guide your staff to team play and help you to run your business efficiently?			
9. How assertive are you?			
10. How would you describe your family support of the move into your own business?			
11. How much of a priority is punctuality at meetings for you?			
12. Do you relish a good challenge?			
13. Are you hungry for financial success?			
14. Do you give up on problems easily			
15. How are your marketing and display skills?			
16. Ability to analyse and solve problems?			
17. Your English comprehension?			
18. Writing skills?			
19. Salesmanship?			
20. Dealing with complaints?			
21. Negotiating techniques?			
22. Public speaking?			
23. Listening skills?			
24. Staff management skills?			
25. Organisational ability?			
26. Bookkeeping generally and operating systems?			
27. Understanding financial reports?			
28. Administrative systems?			
29. Computer literacy and basic word processing?			
30. Computer skills?			
31. Advertising?			
32. Public Relations?			
33. General attitude towards learning new systems and following procedures?			
34. Are you a Permanent Resident?			
35. Customer Service is of extreme importance in running any business do you rate this as a high priority for you and your staff?			



Franchisee Expectations

1. How would you categorise your income (including salary) expectations.

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 (in years)

6. Do you expect to commit yourself to the business full time (please circle)

Yes

No

7. Do you understand the need to follow Caffissimo franchise business systems stringently? (please circle)

Yes

No

Signed by (Name).....

Signature.....