

“The Franchise Coach”

The complete franchise resource

Franchisee Self Assessment Checklist

Print this checklist up and complete it for the franchise system that you are thinking of joining.

Your Name _____ Franchise System _____

Ask yourself the following questions, **Do I ?**

- | | |
|--|------------------------------|
| Understand how franchising works, my role in the franchise | <input type="checkbox"/> yes |
| Know I have truly researched this opportunity | <input type="checkbox"/> yes |
| Know my business partner (if any) is asking these questions | <input type="checkbox"/> yes |
| Realise the expected work load, hours that I will work in the business | <input type="checkbox"/> yes |
| Want to own my own business and not a hobby | <input type="checkbox"/> yes |
| Have the support of my family and do I have a stable personal environment | <input type="checkbox"/> yes |
| Have passion about the brand and the culture of the brand | <input type="checkbox"/> yes |
| Enjoy good health | <input type="checkbox"/> yes |
| Interact with people well | <input type="checkbox"/> yes |
| Have the aptitude for this business | <input type="checkbox"/> yes |
| Possess the financial resources and working capital for the ramp up period | <input type="checkbox"/> yes |
| Have the business skills or am I prepared to be trained | <input type="checkbox"/> yes |
| Have the ability to be a team player | <input type="checkbox"/> yes |
| Understand the “system” needs conformity and compliance | <input type="checkbox"/> yes |
| Realise it is my attitude and energy that will drive business success | <input type="checkbox"/> yes |
| Is it my head and not my heart that is making this decision | <input type="checkbox"/> yes |
| Feel I can have a good working relationship with the franchisor personnel | <input type="checkbox"/> yes |
| Believe I have the ability to be sales oriented | <input type="checkbox"/> yes |
| Have self- motivation and drive and am positive | <input type="checkbox"/> yes |
| Have the confidence and ability to manage staff | <input type="checkbox"/> yes |

**Note – The above is a guide only. Speak to the Franchisor about any box unticked.
See also “What the Franchisor Should Provide to You ”**