



# FRANCHISE APPLICATION FORM

Prospective Client Code

Please complete all information in this document and return to [marissa-anne@sparklingauto.co.za](mailto:marissa-anne@sparklingauto.co.za)

Full Name & Surname of applicant/s:	1	
	2	
	3	
	4	
	5	
Application date:		
Contact Email address:		
Contact number:		

### Option interested in:

Option	Franchise type	Description	Please indicate with X
<b>SPARKLING AUTO FRANCHISE</b>			
Option 1	<b>Sparkling Auto Express Centre</b>	This outlet caters mainly for car wash and auto detailing services and a small kiosk without the extended auto body repairs workshop. Lease takeover of existing car wash   upgrading of car wash to the Sparkling group standards <b>OR</b> newly constructed car wash   using high pressure systems (no automatic car wash)	
Option 2	<b>Sparkling Auto Elite Centre</b>	This outlet caters mainly for car wash <b>including our automatic tunnel car wash system</b> and auto detailing services and a small kiosk without the extended auto body repairs workshop. Land lease   modular express centre  customised containers   using automatic tunnel car wash system   small kiosk for customer convenience   tenant do build construction & develop to Sparkling specifications.	
Option 3	<b>Sparkling Elite Auto Care Centre</b>	This outlet specialising in various auto body repair, car wash and auto detailing services <b>including our automatic tunnel car wash system</b> , as well as a web café for customers while waiting. Land lease   modular centre   customised containers   using automatic tunnel car wash system   cosmetic auto body repair services on <b>OR</b> off site   web café at customer waiting area   tenant do build construction & develop to Sparkling specifications. <b>OR</b> existing building revamp	

**Province/s interested in:**

Province	Please Indicate with X	Province	Please Indicate with X
Eastern Cape		Mpumalanga	
Free State		North West	
Gauteng		Northern Cape	
KZN		Western Cape	
Limpopo		Other	
Specific site physical address if available:			

**Ownership:**

Sole proprietorship:	
Partnership:	
Limited Corporation:	
Other:	

**1. BIOGRAPHICAL INFORMATION OF APPLICANT/S**

Surname:	
First Name/s:	
ID number:	
Nationality:	
Marital status:	
Number of dependants:	
Residential address:	
How long at above address:	
Postal address:	
Current occupation:	
Business address:	
Contact number (W):	
Contact number (H):	
Mobile number:	
Email address:	
Fax number:	

*Where the franchisee is other than a sole proprietor, please indicate the details for all partners, members, shareholders below:*

2. Surname:	
First Name/s:	
ID number:	
Nationality:	
Marital status:	
Number of dependants:	

<b>Residential address:</b>	
<b>How long at above address:</b>	
<b>Postal address:</b>	
<b>Current occupation:</b>	
<b>Business address:</b>	
<b>Contact number (W):</b>	
<b>Contact number (H):</b>	
<b>Mobile number:</b>	
<b>Email address:</b>	
<b>Fax number:</b>	

<b>3. Surname:</b>	
<b>First Name/s:</b>	
<b>ID number:</b>	
<b>Nationality:</b>	
<b>Marital status:</b>	
<b>Number of dependants:</b>	
<b>Residential address:</b>	
<b>How long at above address:</b>	
<b>Postal address:</b>	
<b>Current occupation:</b>	
<b>Business address:</b>	
<b>Contact number (W):</b>	
<b>Contact number (H):</b>	
<b>Mobile number:</b>	
<b>Email address:</b>	
<b>Fax number:</b>	

## 2. FINANCIAL INFORMATION

<b>Net worth personal balance sheet</b>		<b>R</b>	
<b>Currently monthly income</b>		<b>R</b>	
<b>Cash available for investment</b>		<b>R</b>	
<b>Have you ever been insolvent – indicate with X?</b>	<b>YES</b>		<b>NO</b>
<b>If Yes – are you now rehabilitated – indicate with X?</b>	<b>YES</b>		<b>NO</b>

<b>LEASE / HIRE PURCHASE AGREEMENTS – PAST &amp; CURRENT</b>					
<b>Institution</b>	<b>Asset Acquired</b>	<b>Total Amount</b>	<b>Monthly Payments</b>	<b>Period of Agreement</b>	<b>Dates</b>

<b>PRESENT BANKERS</b>				
<b>Bank</b>	<b>Branch Name</b>	<b>Nature of Account</b>	<b>Account Number</b>	<b>Current Balance</b>

<b>AVAILABLE FINANCE FOR IMMEDIATE INVESTMENT</b>					
<b>Financing Institution</b>	<b>Nature of finance</b>	<b>Secured by</b>	<b>Repayable period</b>	<b>Amount of finance</b>	<b>Monthly repayment</b>

<b>INDICATE WHO WILL BE THE FRANCHISEE'S</b>			
<b>Function</b>	<b>Name</b>	<b>Address</b>	<b>Telephone No</b>
<b>Book keeper</b>			
<b>Accounting officer</b>			
<b>Auditor</b>			

### **3. BUSINESS EXPERIENCE**

<b>PREVIOUS BUSINESS INTEREST / EMPLOYMENT</b>	
<b>Name of Business / Employment</b>	<b>Period of Involvement</b>

<b>BUSINESS DETAILS OF FRANCHISEE/S TRADE REFERENCES</b>			
<b>Name</b>	<b>Relationship</b>	<b>Contact Address</b>	<b>Contact Tel No</b>

#### 4. FRANCHISE INFORMATION

How did you learn of our franchising opportunity?	
What experiences do you have as a franchisee in the auto industry?	

<b>Will someone other than the Franchisee manage the outlet – indicate with X?</b>	<b>YES</b>		<b>NO</b>	
Name of such a manager:				
What experiences does the proposed manager have in the auto industry?				
<b>If you were to be awarded a franchise, do you undertake to pay the Franchise Fee and the monthly royalties as required by the Franchise Agreement as well as any required moneys for the development of the site if this is applicable?</b>	<b>YES</b>		<b>NO</b>	

PROVIDE 1 – 4 AREAS WHERE YOU WOULD LIKE TO OPEN A FRANCHISE: (Possible sites)*	
1	
2	
3	
4	

**\* Site specifications for Sparkling Auto units:**

- focusing on land lease or property purchase
- focusing on shopping centres **OR** high destination areas
- Land lord to supply Sparkling Auto with land lease | electrical & water connection points & with a total land size 600 – 700 sqm on parking area of centre
- Sparkling Tenant responsible for total site alterations & construction including cladded containers | water re-cycle system | all high-tech equipment, branding, etc. as per the Sparkling specifications
- easy access | high visibility | high volume traffic | low speed traffic
- Preferably a stand alone unit to prevent traffic jams
- Zoning Business 1
- High vehicle volume & high visibility site
- Preferably shopping centres; malls; motor city's or retail centres
- Speed of surrounding traffic should be less than 60km/h
- Easy access from adjoining roads

#### 5. PERSONAL REFERENCES

Name	Relationship	Address	Contact number

**6. ENTITY TO BE INVOICED**

(Please forward copy of ID document, and if registered company already confirmed, include company & VAT registration forms with your application):

<b>Surname:</b>	
<b>Full Name/s:</b>	
<b>Business registered name:</b>	
<b>Business registration no:</b>	
<b>Business VAT registration no:</b>	
<b>Postal address:</b>	
<b>Physical address:</b>	
<b>Contact no (W):</b>	
<b>Contact no (H):</b>	
<b>Mobile no:</b>	
<b>Email address:</b>	

I, the under undersigned, hereby declare that the above information is to the best of my knowledge and belief entirely correct.

<b>Surname:</b>		<b>Signature:</b>	
<b>Full Name/s:</b>			
<b>Designation:</b>		<b>Date:</b>	
<b>Witness 1 Full Names:</b>		<b>Signature:</b>	<b>Date:</b>
<b>Witness 2 Full Names:</b>		<b>Signature:</b>	<b>Date:</b>

**COMMENTS:**

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I declare that I will pay the said Preliminary Analysis Fee should this application form be successful.

I understand that if this application for a Franchise is accepted in full, I will be required to sign a comprehensive Franchise Agreement regulating all aspects of my franchise relationship with Sparkling Auto Care Centres®.

I also hereby declare that the information given in this application is correct. I declare that I am willing to submit my assets and liabilities statement on request.

The Applicant hereby consents and agrees that the Franchisor may perform a credit search on the Applicant's record with registered credit bureaux when assessing the Applicant's application form.

<b>Signature:</b>		<b>Date:</b>	
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### FRANCHISE ROLL-OUT

The following explains the basic steps of the franchise roll-out process

- Franchisor receive application from prospective Franchisee;
- The Franchisor will complete an assessment on the prospective Franchisee;
- If the Franchise Application form is successful:
  - o The Franchisor will conduct a first interview with the Franchisee
    - Assessment & interview
    - Confirmation of successful application
    - Confirmation of area
    - Disclose to Franchisee and/or signing of Pre-Franchise Agreement (where a site is applicable)
    - Arrangement of 2<sup>nd</sup> Interview date
  - o The Franchisor will conduct a second interview with the Franchisee
    - Confirmation of franchise option
    - Signing of Franchise Agreement
  - o The Franchisor will forward and finalise the following to the prospective franchisee:
    - Letter to the successful applicant
    - Franchise Agreement
  - o Payment schedule for **Sparkling Auto Care Centres® franchise options** pending franchise details/requirements; Standard payment schedule (excl VAT):
    - 50% with Signing of Franchise Agreement
    - 30% before imported equipment on ship overseas
    - 10% before Admin and Technical Training start date; approximately 6 weeks before operational date
    - 10% before goods leave from Sparkling head office for final installation at outlet

When a Pre-Franchise Agreement is applicable which amount to be confirmed – fees payment (excl VAT):

- 20% of the Franchise price - Upfront fee is payable by the Potential Franchisee with the signing of the Pre-Franchise Agreement; the dedicated area is defined an allocated to the proposed franchisee
- 50% with Signing of Franchise Agreement
- 10% before imported equipment on ship overseas
- 10% before Admin and Technical Training start date; approximately 6 weeks before operational date
- 10% before goods leave from Sparkling head office for final installation at outlet



- Site selection process
  - The Franchisor will undertake the following within an agreed upon time frame pending the site details/requirements:
    - Site identification
    - Site pre-analysis
    - Site principle approval
    - Site selection & analysis
    - Product selection
    - Site layout & Final site approval
- The Franchisee to sign Franchise Agreement within 14 days of acceptance
- Selection process of franchisee employees
- Schedule the 5 week training for franchisee technical employees
- Schedule the training for franchisee administrative & general employees
- Marketing process
- Sign writing and customised layout of building and/or unit
- Selection of mobile vehicle, sign writing and customised layout of mobile where applicable
- Marketing and demo's in franchisee's protected area
- Implementation of administrative systems
- Business development
- Grand opening
- Ongoing support

OFFICE USE ONLY

APPLICATION ACCEPTED

NOTES:

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DATE 1<sup>ST</sup> INTERVIEW \_\_\_\_\_

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APPLICATION DECLINED

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