

Bojangles' Franchise Applicant Approval Process

<u>Franchise Candidate</u>	<u>Bojangles'</u>
1. Initial telephone or email contact Or request for consideration	Pre-qualification of potential franchisee. Mail franchise information brochure and application to candidate.
2. Review material received, complete development application and return to Bojangles' Telephone conference with Bojangles' Discuss content requirements for Business plan.	Receipt of the franchise development application. Analysis of application information Telephone conference with candidate to review application information, qualifying process, and next steps. Discuss content requirements of Business plan and request franchisee to develop business plan and send to Bojangles' for review.
3. Identify geographic area where Franchisee wishes to develop.	Bojangles' confirms selected area of Franchisee is available to develop. Send ideal site criteria to franchisee. Discuss Discovery Day visit and discuss potential dates for visit.
4. Discovery Day Visit Present & discuss business plan with Bojangles'. Be prepared to outline geographic area that you wish to develop, the number of units you are willing to commit to, and the schedule that you are willing to follow.	Key Department Heads deliver presentation that outlines support they can expect as a franchisee. Answer questions Reach verbal agreement regarding area, count, and schedule for their franchise/development agreement.

Note: Franchisee will be notified if their application for a franchise license has been approved within 5 days after their Discovery Day visit.

5. Franchisee Establishes Corporate Entity

Franchisee engages a real estate professional in their chosen market to identify potential restaurant sites.

Franchisee identifies sites that meet the ideal site criteria and contact Bojangles' to arrange site visit with Director of Real Estate Services.

Franchisee determines which sites they will pursue for acquisition and communicates this to Bojangles' to begin site application process.

Franchisee completes site application package and returns to Bojangles' Real Estate Services to be presented to the Bojangles' Real Estate committee for approval.

6. Franchisee returns all required corporate documentation to Bojangles' legal dept. for review and final approval.

Franchisee receives all legal documents and executes all agreements after the required "cooling off" period. All checks for fees are to be delivered with executed contracts back to Bojangles' after execution.

7. Franchisee sets up appt. with Director of Franchise Field Support for orientation.

Bojangles' provides organizational requirements to franchisee

Bojangles' real estate department communicates ideal site criteria to franchisee.

Director of Real Estate Services visits top 3-4 sites with franchisee and confirms sites that best fit the criteria.

Bojangles' Real Estate Services provides standard information for site application package along with instructions for completion by franchisee.

Bojangles' Real Estate committee reviews site application and either approves or denies the site for use as a Bojangles' restaurant.

Bojangles' assembles all franchise and development agreements for execution.

Bojangles' receives executed legal documents from franchisee.

Bojangles' executes legal documents and send copies back to franchisee.

Bojangles' Director of Field Support schedules orientation meeting with franchisee.