



## **FRANCHISE APPLICATION**

**The purpose of this RJ's Famous Rib Steakhouse application is to provide information for a preliminary evaluation of the applicant(s) by RJ'S Famous Rib Steakhouse Group(Pty)Ltd. The application must be completed by each member / partner or shareholder where the potential franchisee is not a sole proprietor.**



# APPLICANT INFORMATION

Area of Intent:

- Town : \_\_\_\_\_
- Suburb : \_\_\_\_\_

Entity Name: \_\_\_\_\_

Type of entity :

- Individual Proprietor
- Limited Liability
- Close Corporation
- Trust
- Other Specify: \_\_\_\_\_

The appropriate articles of incorporation; trust deed; ck docs must be submitted with a copy of all members/directors ID documents.

Please provide below the name of a principal contact to whom all correspondence should be addressed and who has authority to act as the applicant.

Name: \_\_\_\_\_ Home number: \_\_\_\_\_

Fax Number: \_\_\_\_\_

Cell Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

Date of Birth: \_\_\_\_\_ I.D. Number: \_\_\_\_\_

Marital Status: \_\_\_\_\_ Name of Spouse; \_\_\_\_\_

Dependants: \_\_\_\_\_

Residential Address : \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_ Code: \_\_\_\_\_

Postal Address : \_\_\_\_\_

\_\_\_\_\_ Code: \_\_\_\_\_

Are you a South African citizen? Yes  No

If not, what is your status? \_\_\_\_\_



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RJ'S FAMOUS RIB STEAKHOUSE T/A  
RJ'S HEAD OFFICE AND MAY NOT BE  
DUPLICATED**

# EMPLOYMENT RECORD

Current Employer: \_\_\_\_\_

Physical Address: \_\_\_\_\_

Postal Address: \_\_\_\_\_ Code: \_\_\_\_\_

Phone No: \_\_\_\_\_ Fax No: \_\_\_\_\_

Position Held: \_\_\_\_\_

Date Started: \_\_\_\_\_

Please attach C.V. Yes  No

If employed less than 5 years supply info on previous employment:

Previous Firm: \_\_\_\_\_

Physical Address: \_\_\_\_\_

Postal Address: \_\_\_\_\_ Code: \_\_\_\_\_

Phone No: \_\_\_\_\_ Fax No: \_\_\_\_\_

Position Held: \_\_\_\_\_

Date Started: \_\_\_\_\_ Date Left: \_\_\_\_\_

Reason for Leaving: \_\_\_\_\_

Previous Firm: \_\_\_\_\_

Physical Address: \_\_\_\_\_

Postal Address: \_\_\_\_\_ Code: \_\_\_\_\_

Phone No: \_\_\_\_\_ Fax No: \_\_\_\_\_

Position Held: \_\_\_\_\_

Date Started: \_\_\_\_\_ Date Left: \_\_\_\_\_

Reason for Leaving: \_\_\_\_\_



## **FINANCE ARRANGEMENTS**

How do you plan to finance the construction, equipment and other costs associated with opening your restaurant? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Have you ever owned your own business/franchise? If yes, please provide details. \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## **PRINCIPALS / MANAGEMENT**

Investor-Associates who will join you in this venture.

Full Name: \_\_\_\_\_ Nationality: \_\_\_\_\_

I.D. Number: \_\_\_\_\_ Marital Status: \_\_\_\_\_

Name of Spouse: \_\_\_\_\_ Dependants: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_ Code: \_\_\_\_\_

Cell Number: \_\_\_\_\_ Home Phone No: \_\_\_\_\_

% Ownership: \_\_\_\_\_

Investor-Associates who will join you in this venture.

Full Name: \_\_\_\_\_ Nationality: \_\_\_\_\_

I.D. Number: \_\_\_\_\_ Marital Status: \_\_\_\_\_

Name of Spouse: \_\_\_\_\_ Dependants: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_ Code: \_\_\_\_\_

Cell Number: \_\_\_\_\_ Home Phone No: \_\_\_\_\_

% Ownership: \_\_\_\_\_



## **ADDITIONAL QUESTIONS**

1. Do you expect to devote your full-time attention to this business?

\_\_\_\_\_

2. If not full-time, what percentage?

\_\_\_\_\_

3. Will you employ a full-time Manager / Partner?

\_\_\_\_\_

4. Percentage shareholding (if any) of partners and operators? \_\_\_\_\_

Name: \_\_\_\_\_ (%) : \_\_\_\_\_

Name: \_\_\_\_\_ (%) : \_\_\_\_\_

5. When will you be able to start this venture? \_\_\_\_\_

6. Will you be operating the franchise as a:

- Company \_\_\_\_\_
- Partnership \_\_\_\_\_
- CC \_\_\_\_\_

If yes, please include full business name and address of company, partnership or closed corporation and include company registration or CK number:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

7. Please provide details of the experience you have in the food industry:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



## **FINANCIAL INFORMATION**

Please complete the following as comprehensive as possible and to include all supporting documents.

<u><b>ASSETS</b></u>	<u><b>CURRENT VALUE</b></u>
Cash on Hand	R
Life Insurance, Cash Surrender Value	R
Other Stocks and Bonds	R
Real Estate	R
Automobiles Registered in Own Name	R
Other Assets (Please attach Detail)	R
<b>TOTAL ASSETS</b>	<b>R</b>

<u><b>LIABILITIES</b></u>	<u><b>CURRENT VALUE</b></u>
Accounts Payable	R
Interest Payable	R
Bond Payable on Real Estate	R
Other Liabilities (Please attach Details)	R
<b>TOTAL LIABILITIES</b>	<b>R</b>

<u><b>TOTAL VALUE ASSET BASE</b></u>	<b>R</b>
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<b><u>SOURCE OF INCOME</u></b>	<b><u>CURRENT VALUE</u></b>
Salary	R
Bonus & Commissions	R
Dividends	R
Real Estate Income	R
Other income – Itemize	
<b><u>TOTAL</u></b>	<b>R</b>

### **ADDITIONAL SCHEDULES**

<b><u>BANKING RELATIONS</u></b>	
LOCATION OF BANK	R
BANK ACCOUNT NUMBER	R
CASH BALANCE	R
OUTSTANDING LOANS	R
MATURITY OF LOANS	R
HOW SECURED	R

### **LOCATION INFORMATION**

Location:

Street : \_\_\_\_\_

City : \_\_\_\_\_

Site:

Size of facility : \_\_\_\_\_

Approximate rent if applicable : \_\_\_\_\_

Please enclose with this application, ground level photographs of the site, a city and/or area map with the site properly marked, or any other additional available material.



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Site is controlled by :

- |   |                                |
|---|--------------------------------|
| <input type="checkbox"/> Ownership            | Title holder:_____             |
| <input type="checkbox"/> Lease                | Expire date:_____              |
| <input type="checkbox"/> Lease option         | Option expires:_____           |
| <input type="checkbox"/> Contract to purchase | Anticipated closing date:_____ |
| <input type="checkbox"/> Other                | Explain:_____                  |

It is important that the applicant must control the site. If this application is successful a copy of the deed, lease, option or other contract must be submitted.

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### **FACILITY PROFILE**

Approximate area available for:

Reception/Cashier	_____	m2
Bar if applicable	_____	m2
Seating area	_____	m2
Kitchen area	_____	m2
Cold room	_____	m2
Dry store	_____	m2
Lounge	_____	m2
Play zone	_____	m2
Terrace	_____	m2
Number of seats in restaurant	_____	

Please enclose a plan of the proposed site, layout sketches or any other available material.





# COMPETITIVE INFORMATION

Identify all restaurants in the market area surrounding the proposed site, specifically including those within a two-kilometer radius of the site. Locate these facilities on the appropriate map to be enclosed with this application.

Entity Name	Distance	Age	Size
1. _____	_____	_____	_____
2. _____	_____	_____	_____
3. _____	_____	_____	_____
4. _____	_____	_____	_____
5. _____	_____	_____	_____
6. _____	_____	_____	_____
7. _____	_____	_____	_____
8. _____	_____	_____	_____

Please specify the approximate mix of anticipated clients.

	LUNCH	DINNER
Couples	_____ %	_____ %
Businessmen	_____ %	_____ %
Family's	_____ %	_____ %
Group's	_____ %	_____ %
Walk ins	_____ %	_____ %
Average spending per head	R_____	R_____

Expected turnover: \_\_\_\_\_ Anticipated Opening Date: \_\_\_\_\_

Month 1	R_____
Month 2	R_____
Month 3	R_____
Month 4	R_____
Month 5	R_____
Month 6	R_____
Annually	R_____



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## **MANAGERS PROFILE**

Proposed Manager: \_\_\_\_\_

Previous experience (in short) \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

What equity will manager have (if any)? \_\_\_\_\_ %

**NB: Please attach a comprehensive CV for the manager to this application**

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**I, the undersigned hereby declare that the above information, as well as that submitted on the statement of assets and liabilities, is to the best of my knowledge correct. I hereby agree that RJ's Head Office may carry out a credit reference enquiry.**

**Applicants agree to an upfront fee of R12500 (incl) to cover all the relevant costs the Franchisor will incur during site visits and due diligence (As per the Franchise Enquiry document).**

**Signature of Applicant:** \_\_\_\_\_

**Full Name:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Witness:** \_\_\_\_\_

**Application Fee : R12 500-00 (incl) is enclosed**



**CONSENT CLAUSE:**

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The applicant hereby consents that, and authorises RJ's Famous Rib Steakhouse Group (Pty) Ltd, any time:

- a) contact, request and obtain information from any credit or service provider (or potential credit or service provider) or registered credit bureau relevant to an assessment of the behaviour, profile, payment patterns, indebtedness, whereabouts, and creditworthiness of the applicant and/or his company;
  - b) furnish information concerning the behaviour, profile, payment patterns, indebtedness, whereabouts, and creditworthiness of the applicant/franchisee to any registered credit bureau or to any credit or service provider (or potential credit or service provider) seeking a trade reference regarding the applicants/franchisees' dealings with RJ's Famous Rib Steakhouse Group (Pty) Ltd.
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**I have no objections to an ITC credit check being done on me and my company.**

**For/behalf of – Company –  
Reg No.**

**Applicant 1**

**Sign** \_\_\_\_\_  
**Full Name:**  
**ID No:**

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**Applicant 2**

**Sign** \_\_\_\_\_  
**Full Name:**  
**ID No:**

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**Applicant 3**

**Sign** \_\_\_\_\_  
**Full Name:**  
**ID No:**



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**Please attach the following information as per FICA requirements**

1. Six months bank statements.
2. Last six VAT returns.
3. Three years audited balance sheet.
4. Three years management accounts (monthly).
5. List of current creditors, details and value of outstanding accounts.
6. Statements for lease/HP equipment.
7. Copy of all company documents (CK/Trust/etc)
8. Copies of ID (including wife or spouse)
9. Copy of current lease agreement and current rental statement.
10. Copies of all trading and liquor licenses.
11. Copy of site plans.
12. Picture of shop and kitchen and all surrounding areas.
13. A business plan detailing the need for re-branding.
14. Financial details regarding funding of re-branding.

**Andrei "Chucky" Potgieter**  
**Managing Director**  
**RJ's Famous Rib Steakhouse Group Pty Ltd**  
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