



FRANCHISE APPLICATION FORM & PERSONAL DISCLOSURE

Ranger Outdoors has designed this booklet to allow you to present your personal information in a clear format, and would appreciate your completing all sections.

This information will be treated in confidence and will not be disclosed in full or in part to anyone other than Ranger Outdoors management and advisers. Upon request, Ranger Outdoors will return or destroy this booklet.

This form is **not** a contract and Ranger Outdoors is not required to invite you to proceed with the process of purchasing a Ranger Outdoors franchise. Failure to satisfactorily complete all sections of information shall automatically render your application invalid and without an opportunity to re apply. This form indicates your willingness to express serious interest in a Ranger Outdoors franchise. It will also assist Ranger Outdoors in considering your suitability to operate a Ranger Outdoors franchise.

This is an important document, as it becomes your disclosure of facts and circumstances to Ranger Outdoors. Failure to make full disclosure may be taken as an act of misrepresentation.

Ranger Outdoors reserves the right to reject any or all applications.

Please note: If you wish to apply jointly with another person then each applicant must complete a form.

If you wish to apply with a company then the company and each individual associated with the company must complete the appropriate forms.

PERSONAL INFORMATION

Surname

Other Names

Title

Date of Birth/...../ Drivers Licence Number

Postal Address

Residential Address

How long there

Previous Residential Address (if at current address less than two yrs)
.....

How long there

Marital Status Name of Spouse/Partner

Number and Age of Dependents

Contact details:

Telephone (Home)
(Business)
(Mobile)

May we contact you at your Business number?

Yes No

Email address:

Are you an Australian Citizen?

Yes No

If not are you a permanent resident?

Yes No

If not please disclose your residency status and Class of Visa

.....
.....

Are you legally entitled to work in Australia?

Yes No

BUSINESS EMPLOYMENT HISTORY

(Please begin with most recent position/business)

Company Details	<u>Name</u>	<u>Address</u>	<u>Telephone</u>
Date Commenced			
Date Left			
Position(s) Held & Salary			
Describe Work Performed			
Reason(s) for Leaving			
Company Details	<u>Name</u>	<u>Address</u>	<u>Telephone</u>
Date Commenced			
Date Left			
Position(s) Held & Salary			
Describe Work Performed			
Reason(s) for Leaving			
Company Details	<u>Name</u>	<u>Address</u>	<u>Telephone</u>
Date Commenced			
Date Left			
Position(s) Held & Salary			
Describe Work Performed			
Reason(s) for Leaving			

EDUCATION

Secondary Education

Did you complete your lower school certificate – Yr 10?

Yes No

Year completed.....

Did you complete your upper school certificate – Yr 12?

Yes No

Year completed

State / Country of Qualification

Further Education

Name of University Or College	Degree / Diploma	Major(s)	Year Completed

REFERENCES

Business References

Please provide names and contact numbers of three business referees who may be contacted about your application. These people may be asked to provide information about your past/present work performance or business skills. It is advisable to include a written reference from them.

Name _____

Position Held _____

Company & Ph. No: _____

Name _____

Position Held _____

Company & Ph. No: _____

Name _____

Position Held _____

Company & Ph. No: _____

Character References

Please also include details of two persons who may be contacted for a character reference.

Name _____

Address _____

Telephone Number _____

Name _____

Address _____

Telephone Number _____

HEALTH

To the best of your knowledge and belief are you of sound health?

Yes No

Do you have any physical limitations which might hinder your performance in this business?

Yes No

If "yes" please provide details:

LEGAL CONSIDERATIONS

Have you ever been bankrupt or insolvent, or assigned your estate for the benefit of your creditors, or been connected with a company which has been placed under administration, receivership or liquidation under the provisions of the Corporations Law?

Yes No

If "yes" please provide full details of the matter:

Have legal proceedings ever been taken against you for any debt?

Yes No

If "yes" please provide full details of the matter:

Have you ever been convicted of any criminal offence in any court?
Yes No

If "yes" please provide full details:

Are you currently the subject of any charge pending before any court?

If "yes" please provide full details:

Do you have a valid driving licence?
Yes No

Are there any special conditions?
Yes No

If "yes" please provide full details:

Please support your application with a current
Federal Police Clearance Certificate
and for all parties that will be involved in acquiring the franchise.

These can be applied for at your local Police Station
or some Post Offices.

FINANCIAL DETAILS

Would you be seeking to borrow money to purchase the franchise?

Yes No - If So, How Much in total \$.....

ASSETS

	\$ Value
House at •	
Other dwellings • • •	
Vacant land at • •	
Motor Vehicles • • •	
Caravan •	
Boat •	
Total Savings Account Balance with (Bank)	
Total Term Deposits Balance with (Bank)	
Securities – Readily Negotiable with	
Equity in Business Venture – Liquid	
Equity in Business Venture – Non Liquid	
Other Assets	
Total Assets	\$

LIABILITIES

	\$ Outstanding
Owing on house to (Bank)	
Total owing on other dwellings to (Bank)	
Total owing on vacant land to (Bank)	
Total owing on motor vehicle(s) to (Lender)	
Total owing on caravan to (Lender)	
Total owing on boat to (Lender)	
Other loans with • . • . • .	
Amount owing – Credit / Store cards: • Limit of \$..... Drawn as of today to? • Limit of \$..... Drawn as of today to? • Limit of \$..... Drawn as of today to? •	
Guarantor for	
Other Liabilities	
Total Liabilities	\$

INCOME

Please supply the following information to show us your current **monthly income**.

	\$
Net wages / salary (gross less tax) from	
Spouse's net income (gross less tax) from	
Pension / Superannuation	
Family Allowance	
Other income	
Rent on Property	
Interest from (Bank	
Dividends from	
Family Maintenance	
Income from Business interests	
Other	
Other	
Other	
Total Income per Calendar Month	\$

EXPENDITURE

Please supply the following information to determine your current **monthly expenditure**.

	\$
Mortgage payments ○ To ○ To ○ To	
Rent / Board Payable to Agent (Name of Agent or Landlord)	
Motor Vehicle Loans ○ To ○ To ○ To	
Personal Loans ○ To ○ To ○ To	
All other Loans ○ To ○ To ○ To	
Credit Cards • Typical monthly payment of? • Typical monthly payment of? • Typical monthly payment of?	
Other MAJOR monthly expenses • . • . • . • . • .	
House Insurance With	
Vehicle Insurances With	
Superannuation	

EXPENDITURE ... continued

Life Insurances With	
Rates / Taxes	
Housekeeping	
Motor Vehicle (fuel, registration)	
School Fees	
Medical Funds	
TOTAL EXPENDITURE	\$
TOTAL INCOME	\$
CURRENT MONTHLY SURPLUS/DEFICIT	\$

IMPORTANT NOTE:

Should you be intending to retain any other business interests that you currently own or are a partner in, please be sure that you attach a copy of the current Profit & Loss Account and Balance Sheet for that or those businesses.

SELECTION CRITERIA

Please address the following criteria and then submit with your Application Form & Disclosure in your own words a ONE PAGE summary as to why you believe you might be suited to becoming a Ranger Outdoors Franchisee.

- Experience and knowledge in the Camping/4WD/Fishing/Boating/Outdoor industry?
- Your life plan personal and family?
- Your Goals and over what time period?
- Your expectations and over what time periods?
- Why Ranger Outdoors?
- Why a franchise?
- Please also complete the one page Business Plan as per attached ProForma

GENERAL INFORMATION

Which franchise outlet are you interested in?

.....

Have you had any experience in managing your own business?

Yes No

If you borrow money against your home are you aware that you may put it at risk?

Yes No

Are you prepared to work more than 60 hours a week to get your business well established?

Yes No

Would you expect and accept that you will need to devote your full time to the business and be working around 50 hours per week ongoing?

Yes No

How soon would you be able to commence this venture?

.....

Do you have an interest in any other franchise business or independent business?

Yes No

STORE VISITS

We expect that you would have visited some of our current stores?
Please list the ones you have been to visit and tell us what your impressions were either positive or negative. We would appreciate your complete honesty as this feedback may help us to help you in the future?

Store

Feedback

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Store

Feedback

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DECLARATION

I have completed this Application/Disclosure form to the best of my ability and warrant that all the information is true and correct.

I understand that any wrongful statements provided by me may be taken as a misrepresentation of fact by the Franchisor at any time in the future should I proceed to acquire a franchise. This would possibly then render me subject to termination proceedings.

I authorise Ranger Outdoors to make any enquiries that it considers necessary to fully assess my application.

.....
Applicant's Signature

.....
Signature of Witness

.....
Applicant's Full Name

.....
Witness' Full Name

.....
Date

.....
Date

Franchisee Self Profile

Questionnaire

Congratulations on the decision to examine our franchise opportunity more closely. We are confident that upon passing our selection criteria you will be pleased with the decision.

This form is designed specifically to help us to assess your suitability to our business and system. We need to be very confident that your style, personality and skills are matched to the business to minimise any risks of failure for you. Our future is dependent upon yours so we both need to make sure that we can work well together in the system.

Each question has a multiple-choice or rating answer so you will find it quite easy to tick the most appropriate box. If you are uncertain then please tick the one which is closest to your own viewpoint. If you feel the need to explain anything in your answers then please add a page of notes at the end.

This should only take a few minutes so please answer honestly and do not rush through it. There is no point in kidding yourself with this exercise; it might cause you difficulty in the future. Your answers are important to us and we must be sure that your overall profile is reflected in your answers. In the event that your profile is considered out of line with our objectives, it does not mean that you are not suited to being in business for yourselves it simply means that in our opinion, you may not be suited to our business.

There are four categories of questions so work your way through them carefully, and answering all questions.

Thank you for taking the time to complete this process.

Personal

Rate yourself between 1 to 10, with 10 being the best possible skill or attribute level possible. Again be honest with yourself. This is not a case where the highest score wins! A low rating does not necessarily exclude you but it does allow us to take note of what might be needed in your training to become a successful Ranger Outdoors Franchisee.

- Your ability to learn new things? (.....)
- Your tolerance to disciplined systems & procedures? (.....)
- Your ability to work well in a team? (.....)
- Your assessment of your people skills? (.....)
- Your sense of humour rating? (.....)
- How creative are you? (.....)
- How entrepreneurial are you? (.....)
- Your debating skills? (.....)
- Your level of self-confidence? (.....)
- How strong is your competitive streak? (.....)
- What about your attention to detail? (.....)
- Leadership skills? (.....)
- How assertive are you? (.....)
- How would you describe your family support of the move into business? (.....)
- Your level of dependency on others for business confidence? (.....)
- How would you rate your personal hygiene? (.....)
- How much of a priority is being prompt for meetings? (.....)

Experience & Skills

Please rate your skills in the following areas

Technical	(.....)
Handy person/ odd jobs	(.....)
Analytical	(.....)
Mathematical	(.....)
English Comprehension	(.....)
Writing skills	(.....)
Salesmanship	(.....)
Dealing with objections	(.....)
Negotiation techniques	(.....)
Public speaking	(.....)
Listening skills	(.....)
Staff management skills	(.....)
Organisational ability	(.....)
Book keeping	(.....)
Understanding Financial reports	(.....)
Administrative systems	(.....)
Merchandising/Display skills	(.....)
Computer literacy, word processing	(.....)
Computer skills Excel or others	(.....)
Advertising	(.....)
Public relations	(.....)
Knowledge of Camping & Outdoor products	(.....)

Please tell us in your own words **where you think** that you will need extra training and support to become a competent **business owner** and franchisee of Ranger Outdoors?

If in your own mind you have ever failed at anything, whether it was in business, in employment or in life generally then no doubt you learned from that. Please tell us what it was that feel you might have failed in and what you learned from that experience?

Expectations

Please rate for us, or answer in more detail where appropriate the expectations that you currently have of a franchise in our network and your likely success in it.

1. What level of Income (including any wage you might pay yourself and the amount needed to pay for your loan repayments), do you expect or need to make in the first two years?

Year 1 \$

Year 2 \$

2. How would you categorise your total income expectation (including any wage you might pay yourself and the amount needed to pay for your loan repayments), once you are well established in your franchise?

a) \$100,000 to \$150,000 pa [....]

b) \$150,000 to \$200,000 pa [....]

c) \$200,000 or more [....]

d) How Much? \$.....pa

3. Are you prepared to support the business financially as well as your domestic expenses during its establishment phase should the sales start lower than you expect?

Yes / No

4. In most cases businesses grow and require additional Working Capital to fund that growth in stock and other operating costs. This may mean that in addition to the 'start-up' capital for a Ranger Outdoors store you might need to either have additional 'growth capital' available as it is needed, or accumulate it on the journey and re-invest for growth. Are you aware of this and are you prepared to do that in principle?

Yes / No

5. Once settled into the business how many hours do you expect to work in a typical week? [.....]

6. What about your partner? [.....]

7. In the initial period of building and then trading in your store do you realise and accept that you will probably need to work six or seven days a week to learn the business and to get it settled?

Yes /No

8. What impact do you think the business will have on your family in the short and long term?

.....
.....
.....

9. How often do you think you will be able to take holidays from your business and for how long?

.....
.....

10. Will the business impact on any sporting activities or special interests that you have? If so how much?

.....
.....

7. How long are you expecting to stay in this business?Yrs

8. Do you expect to commit yourself to the business full-time?

Yes/No

9. Do you understand the need to follow the franchise systems stringently to improve your likelihood of success?

Yes/No

Signed by, (Print name).....

Signature x.....

Date