

HandyPro Discovery Process Checklist

Purpose: The purpose of the HandyPro (HP) Discovery Process checklist is to help franchise candidates determine if the franchise fits what they are looking for in a franchise business. The process also helps HP management and support team determine if candidates have what it takes to be a successful franchise owner.

The way candidates move through the Discovery Process reflects how well they will follow the HP franchise system and is the key to being awarded a HandyPro franchise.

Franchise candidates move through an approximate two-to -four week Discovery Process. While neither party is sure about the fit in the beginning, we do establish target dates for evaluation completion. The process culminates in a meeting at HP headquarters to confirm a good fit for both parties. All checklist items must be completed before a Discovery Day meeting in Michigan.

Subject to your research,

- Did candidate read the books *Street Smart* or *E-myth Revisited*? _____
- Target date for completing mutual evaluation and checklist _____
- Discovery Day and Orientation in Plymouth, Mich. _____

The following outlines the steps involved in the discovery process: **Date Completed**

1. Initial Consultation with HandyPro Franchise Development _____
2. HandyPro Application Approval / review with broker _____
3. Registering for and “attending” Four Live Webinars in one week: _____
 - a. Updated webinar schedules will be released weekly.
 - b. FDD Sent for review
 - c. Discuss four webinars and begin discussion regarding the FDD
 - d. Set up “Speed Dating” with franchise owners
4. Financing Options Determined (If Necessary) _____
 - Credit Score needed through www.myfico.com
- 4 A. Territory Determined _____
5. Review of FDD /Q & A’s with HP Staff and/or franchise attorney _____
6. Speed Dating (approximately 1 hour to review back ground of each franchise owner) _____

7. **Validation Calls with Franchisees** _____
8. **Phone Interview with HP Management Team**
9. **Send us a short 1-2 minute video on why you want to Visit HandyPro**
- a. Briefly tell us about you
 - b. What strengths you bring to the table
 - c. What you like about HandyPro so far
10. **Discovery Day in Plymouth, Michigan – (book flights 2 weeks prior)
Scheduled First Wednesday of each month.**

Discovery Day and Orientation Agenda

Day 1 _____

Arrive in Michigan before 4:00 p.m.

5:30 p.m. – Welcome Dinner with HP Management Team

Day 2 –

- **Breakfast with HP Management Team**
- **Meeting the HP Team at corporate office: Mutually confirm a good fit; tour facility; meet support staff; individual sessions with support staff to review each aspect of the business in greater detail.**

HP Orientation

- **HP Training and Operations**
- **HP Marketing (Advertising, Grass Roots and PR)**
- **Depart by 5-6:00 p.m.**

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