



# Franchise Application Form

Applicants Name.....

Date.....

Thank you for considering Starbucks Coffee Company.

This form will help you prepare and present your personal and business information which is essential for our consideration in granting Licenses. Please complete it thoroughly and note that the completion of this application form places no continuing obligation on either you and or Starbucks.



Title                      Forename(s)                      Surname

\_\_\_\_\_

Home Address:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Registered Business Address:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Office tel: \_\_\_\_\_

Mob tel: \_\_\_\_\_

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

In which geographical areas do you currently operate your business?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

In which geographical areas would you like to operate Starbucks Stores?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Education**

Higher Education and Qualifications :( education since leaving school including professional qualifications)

| Course description | Qualifications | Year | Name and address of institution |
|--------------------|----------------|------|---------------------------------|
|                    |                |      |                                 |
|                    |                |      |                                 |
|                    |                |      |                                 |
|                    |                |      |                                 |



Secondary :( education to normal leaving age)

| Course description | Qualifications | Year | Name and address of school/college |
|--------------------|----------------|------|------------------------------------|
|                    |                |      |                                    |
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Describe your current (Food & Beverage) retailing business set up and experience?

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### References

Please provide details of two business references. (No contact will be made until we have any mutual agreement to your entering our extended licensing programme.)

#### Referee 1

Name \_\_\_\_\_

Address \_\_\_\_\_

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Email \_\_\_\_\_

Contact number \_\_\_\_\_

Occupation \_\_\_\_\_

Relationship \_\_\_\_\_

No. of years acquaintance \_\_\_\_\_

#### Referee 2

Name \_\_\_\_\_

Address \_\_\_\_\_

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Email \_\_\_\_\_

Contact number \_\_\_\_\_

Occupation \_\_\_\_\_

Relationship \_\_\_\_\_

No. of years acquaintance \_\_\_\_\_



### Career and Business History:

| Dates |    | Employer's or business Name and address | Type of business | Position(s) held | Duties and responsibilities including number of employees supervised | Reason for leaving |
|-------|----|---|------------------|------------------|--|--------------------|
| Fr    | To |   |                  |                  |  |                    |
|       |    |   |                  |                  |  |                    |
|       |    |   |                  |                  |  |                    |
|       |    |   |                  |                  |  |                    |
|       |    |   |                  |                  |  |                    |



**Financial statement:**

**Personal financial Statement** - for the last full financial year

Salary/draw \_\_\_\_\_  
Bonus/Commision \_\_\_\_\_  
Dividends/interest \_\_\_\_\_  
Income from property \_\_\_\_\_  
Profit of your business \_\_\_\_\_  
Other income (please specify) \_\_\_\_\_  
Spouse income \_\_\_\_\_  
Total \_\_\_\_\_

Do you have any other business interests? Please specify \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

| <b>Assets</b>               | <b>£</b> | <b>Liabilities</b>                   | <b>£</b> |
|-----------------------------|----------|--------------------------------------|----------|
| Cash                        |          | Loans                                |          |
| Shares                      |          |                                      |          |
| Properties, at market value |          | Mortgages                            |          |
| Current assets              |          | Current liabilities                  |          |
| Inventory                   |          | Other liabilities / invoices due etc |          |
| Net business value          |          | Any other debts                      |          |
| Total assets                |          | Total liabilities                    |          |

What is your average monthly cash on hand?  
\_\_\_\_\_  
\_\_\_\_\_

How much capital do you have available to invest in this business (minimum £500k of liquid assets)-  
\_\_\_\_\_  
\_\_\_\_\_

Have you, your current or previous company or your spouse ever been declared or filed for bankruptcy? Please provide details;  
\_\_\_\_\_  
\_\_\_\_\_



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Have you or your business ever been prosecuted, or been involved in a dispute (i.e., county court judgements etc...)

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Have you ever been involved in a business failure? Please provide details;

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Have you ever been convicted of a criminal offence? Please provide details;

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Describe why you believe that you can be a successful Starbucks Licensee?

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Give some examples of how you have set up a business to deliver world class customer service?

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Please provide some examples of changes you have implemented that have significantly improved the profit of your business?

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Please give an example of a time when you made the wrong decision? How was it resolved and what did you learn about yourself and your business?

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Provide an example of when your leadership resulted in long term sustainable growth for your business?

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Describe a time when you have strengthened your business through nurturing and inspiring your team?

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Describe how you would run a Starbucks store or group of stores

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What role do you foresee taking within the license and how, if at all, do you see this changing over time?

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What motivates you?

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Describe your involvement in the community, and any interests and hobbies you have outside of your business?

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Can you please provide examples of where your current business has been locally relevant in the community?

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Have you, either as an individual or company previously applied to become a Starbucks franchisee?

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Starbucks appreciates the time and effort you have put into the completion of this form and welcomes applications from all sectors of the community regardless of gender, marital status, disability, ethnic origin, race, colour, nationality, sexual orientation, religion or belief.

Please sign below to indicate that the facts you have given are true to the best of your knowledge and belief and may be used by Starbucks to assess your application and carry out such checks as are required to verify your information and your suitability as an extended Starbucks licensee. You agree that you will notify Starbucks of any material changes to this information in writing and understand that omission or misrepresentation of information in this form may result in your removal from the Starbucks programme.

Signature

date

Many Thanks  
The Franchise Team