

FRANCHISOR SITE VISIT CHECKLIST
(To be filled-up by Franchisor)

No	Criteria	Analysis																				
1	Place	<p>a) Address :</p> <p>b) Rental Amount :</p> <p>c) Type of franchise concept to open : () Kiosk () Pushcart () Café () Restaurant () Mobile () Starter () Intermediate () Secondary () Primary () Others: _____</p> <p>d) Outlet is located in : () Shopping Mall () Shop Lot () Others: _____</p> <p>e) Information on previous tenant operated at the outlet (before you decided to rent) Name of the company : _____ Product Name : _____ Type of Business : _____</p> <p>f) Max customers seating capacity at one time: a. Inside _____ customers (if any) b. Outside _____ customers (if any)</p> <p>g) Average time spending per customer: _____ (hour / minute) based on franchisor’s existing business.</p> <p>h) Crowd at the area:</p> <table border="0" style="width: 100%;"> <tr> <td style="width: 50%;">Weekdays</td> <td style="width: 50%;">Weekend</td> </tr> <tr> <td>Morning (8am – 11am): _____</td> <td>Morning (8am – 11am): _____</td> </tr> <tr> <td>Afternoon (11am – 2pm): _____</td> <td>Afternoon (11am – 2pm): _____</td> </tr> <tr> <td>Evening (2pm – 7pm): _____</td> <td>Evening (2pm – 7pm): _____</td> </tr> <tr> <td>Night (7pm – 10pm) : _____</td> <td>Night (7pm – 10pm) : _____</td> </tr> </table> <p>(kindly support with document e.g. Statistic from Municipal Council if applicable)</p> <p>i) Number of customer in the outlet (for existing business):</p> <table border="0" style="width: 100%;"> <tr> <td style="width: 50%;">Weekdays</td> <td style="width: 50%;">Weekend</td> </tr> <tr> <td>Morning (8am – 11am): _____</td> <td>Morning (8am – 11am): _____</td> </tr> <tr> <td>Afternoon (11am – 2pm): _____</td> <td>Afternoon (11am – 2pm): _____</td> </tr> <tr> <td>Evening (2pm – 7pm): _____</td> <td>Evening (2pm – 7pm): _____</td> </tr> <tr> <td>Night (7pm – 10pm) : _____</td> <td>Night (7pm – 10pm) : _____</td> </tr> </table> <p>j) Site Dimensions : _____square feet (<i>Built-up area</i>)</p> <p>k) Type of Community : () High Income () Medium Income () Low Income</p> <p>l) Type of locality : () City () Town () Suburban () Rural</p>	Weekdays	Weekend	Morning (8am – 11am): _____	Morning (8am – 11am): _____	Afternoon (11am – 2pm): _____	Afternoon (11am – 2pm): _____	Evening (2pm – 7pm): _____	Evening (2pm – 7pm): _____	Night (7pm – 10pm) : _____	Night (7pm – 10pm) : _____	Weekdays	Weekend	Morning (8am – 11am): _____	Morning (8am – 11am): _____	Afternoon (11am – 2pm): _____	Afternoon (11am – 2pm): _____	Evening (2pm – 7pm): _____	Evening (2pm – 7pm): _____	Night (7pm – 10pm) : _____	Night (7pm – 10pm) : _____
Weekdays	Weekend																					
Morning (8am – 11am): _____	Morning (8am – 11am): _____																					
Afternoon (11am – 2pm): _____	Afternoon (11am – 2pm): _____																					
Evening (2pm – 7pm): _____	Evening (2pm – 7pm): _____																					
Night (7pm – 10pm) : _____	Night (7pm – 10pm) : _____																					
Weekdays	Weekend																					
Morning (8am – 11am): _____	Morning (8am – 11am): _____																					
Afternoon (11am – 2pm): _____	Afternoon (11am – 2pm): _____																					
Evening (2pm – 7pm): _____	Evening (2pm – 7pm): _____																					
Night (7pm – 10pm) : _____	Night (7pm – 10pm) : _____																					

m) Estimated population of the locality : _____('000)
(kindly support with document e.g. Statistic from Municipal Council)

n) Age category of the locality: 1 - 17 years old _____
18 - 30 years old _____
31 - 45 years old _____
46 - 55 years old _____
Others _____

(kindly support with document e.g. Statistic from Municipal Council)

o) Proportion of the population : Malay___% Chinese___% Indian___% Others___%
(kindly support with document e.g. Statistic from Municipal Council)

p) Neighbourhood (within 2 Kilometres radius of the outlet/proposed outlet)

- Residential Only
- Mixed Development (Residential + Commercial)
- Commercial Only
- Industrial
- Higher Education Institution
- Schools (Secondary and Primary)
- Putra/LRT/Comuter/Bus/Taxi Station
- Others _____

q) Any other franchisee within 2 kilometre radius from your outlet/proposed outlet:

- Yes, How many? _____ outlet/s
- None

r).Type of business available:

Name of business available nearby:

- Retail Shop
- Mini Market/Supermarket/Hypermarket
- Stationary Shop
- Hardware Shop
- Electrical Shop
- FNB Shop e.g. Fast Food/Malay/Chinese/Mamak Restaurant
- Others (please specified) _____

2	Product	<p>a) Product Brand Name _____</p> <p>b) Seasonal product : Yes(), when: _____ , No ()</p> <p>c) Advantages of the product : () Cheap () Reliable () Tasty () Varieties () Branding () Others _____</p> <p>d) Average spending per customer: RM _____</p> <p>e) Required to keep any stock () Yes () No</p> <p>f) Testimonials / Awards 1. _____ 2. _____ 3. _____ () No</p> <p>g) Target market () Adult () Children () Youth () Others _____ () High Income () Medium Income () Low Income</p> <p>h) Brand positioning () High Quality () Cheap & Reliable () Cheapest () Others _____</p>																									
3	Competitor	<table border="1" data-bbox="443 926 1455 1136"> <thead> <tr> <th data-bbox="443 926 646 995">Company</th> <th data-bbox="646 926 846 995">Business Concept</th> <th data-bbox="846 926 1045 995">Products Variety</th> <th data-bbox="1045 926 1245 995">Target Market</th> <th data-bbox="1245 926 1455 995">Pricing</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table> <p>a) Advantages as compared to all the competitors: () Good After sales service () Cheaper () Better Quality () Better Service () More Established () Others _____</p>	Company	Business Concept	Products Variety	Target Market	Pricing																				
Company	Business Concept	Products Variety	Target Market	Pricing																							
4	Personal Character	<p>Please describe personality of the person that qualified him / her to become your potential franchisee:</p> <hr/> <hr/> <hr/> <hr/>																									

5	Declaration	<p>I / we warrant and certify that all the information given by me / us is true, accurate and complete as at the date of this warranty is given. The franchisor is agreeable and highly recommends the franchisee/borrower to operate the franchise business under the name of _____ (Name of Franchisee) and agreed for the franchisee to operate the business at the proposed location. I / we, acknowledge that PNS reserved the right to return and hold the application until all the information and pre-requisite documents is submitted to PNS.</p> <p>Franchisee's Signature: _____</p> <p>Franchisor's Signature: _____</p> <p>Name: _____ Date: _____ (Company Stamp)</p> <p>Name: _____ Date: _____ (Company stamp)</p>
---	-------------	--