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**Alkalime Restaurant – Questionnaire**

**SECTION 1**

At Alkalime Restaurant, we believe in partnering with like-minded people for a mutually beneficial relationship. We empower our partners with all the resources they require to market our concept, maximize sales, and enhance profitability. You can partner with us by becoming a Franchisee. We support our franchise partners with a comprehensive program to develop, operate and market our franchised concept. If you are interested in partnering with us, please fill in this Franchisee Information Sheet and email it to: hello@wearealkalime.com

1. Today’s Date:
2. First Name:
3. Last Name:
4. Phone Number:
5. Best Time to Call You:
* Morning
* Afternoon
* Evening
* Anytime
1. Preferred Contact Language:
2. Email:
3. Current Occupation:
4. Address:
5. City:
6. Country:
7. Preferred Location of Franchise Development Interest:

It is important for us to get a sense of how you view your world and yourself in that world. The following additional questions are designed to help us get to know you better. They are designed to be pondered and to stimulate your thinking in a way that will make our work together productive and rich.

1. What accomplishments must, in your opinion, occur during your lifetime so that you will consider your life to have been satisfying and well lived; a life of few or no regrets?
2. If there were a secret passion in your life, what would it be?
3. If you could devote your life to serving others and still have the money and lifestyle you need, would you do it, how would it look, feel, or sound?
4. If you trusted your boss enough to tell them how to manage you most effectively what tips would you give them?
5. What is missing in your life?
6. What would make your life more fulfilling?
7. Please describe your life-purpose.
8. What is it?
9. How does it impact your day-to-day living?
10. How do you know it's the right one for you?
11. What else would you like us to know about you?

Your present:

1. What are the five most positive things in your work and life?
2. What are five things you would like to change that would make your work-life balance even more satisfying, effective, and joyful?
3. Who are the key supportive people in your professional life and what do they provide for you?

Your history:

1. Describe your three greatest accomplishments and peak experiences.
2. What made these accomplishments stand out for you?
3. What about you, made these accomplishments important and possible?
4. In what other areas have you experienced success?
5. How could you use what you have learned from these accomplishments to assist you in making future changes?
6. What do you like best about all of your life experiences?

Yourself today:

1. What do you most value about yourself, your work, and your relationships?
2. How are those values reflected in your professional life?
3. What are the strengths you bring to your professional life?
4. Which of these strengths could you be using more and how?
5. Fill in the blank I am known as one who \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.
6. What are you learning and accepting about yourself?
7. Which aspects of your personality positively impact how you relate to different tasks, environments, and circumstances in your business?
8. What situations tend to bring out the best in you?
9. Fill in the blank: Your business would be ideal if \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
10. What one or two things do you want more of?
11. What do you most want to achieve in the next six months?
12. What do you most want to achieve in the next three years?
13. What is your vision for yourself as a businessperson?
14. What skills do you have that you want to keep using?
15. If success were guaranteed, what could you do? What would you do?

Making it happen:

1. How might you be blocking your own success?
2. What would you like to change about how you hold yourself back?
3. What are your preferred approaches to change?
4. How can we help you, most effectively, in working toward your goals?
5. What responsibility do you have for ensuring that our relationship works well?
6. How will you know that your business experience has been effective?

Thinking Direction (Choose the answer that most applies to you):

1. When I need to do something unpleasant, I usually: (a) procrastinate and put it off until the last minute or (b) realize how good I feel about getting it done.
2. Regarding organizational change, I tend to: (a) think about what problems it may create or (b) get involved and learn something useful.
3. When it comes to jobs: (a) I stay until I can no longer tolerate it or (b) I stay until a better opportunity arises.
4. What is important to me in my career: (a) to avoid mistakes or (b) to achieve what I set out to do.
5. When I am driving to an appointment in heavy traffic: I (a) worry about being late or (b) think about what I'm going to gain when I arrive at my destination.
6. When involved with the problem of a client or a colleague: I (a) try to fix the situation or (b) focus on what I want to achieve.
7. When I have to meet with new clients: I (a) think about what could go wrong or (b) expect the meeting to be productive.
8. People sometimes describe me as someone who (a) points out potential problems in situations or (b) is always thinking about the possibilities.
9. When I think about my future: (a) I do all I can to prevent potential problems or 9b) I work hard to reach my goals.

**QUESTION:**

**How many times did you choose Option (a) and how many times did you choose Option (b)?**

Various scenarios:

1. I would rather work in a job where every day is (a) new and challenging or (b) is consistent and I know what to expect.
2. When it comes to decision-making, I would rather (a) evaluate all the alternatives or (b) make a decision and get on with it.
3. When given a choice, I would rather (a) create a new approach or (b) do it the way I know it works.
4. When pressed with new clients or situations, I like to (a) explore possibilities or (b) plan my actions.
5. In my work, I prefer (a) changing environment or (b) status quo.
6. When faced with a difficult situation, I (a) am compelled to develop a new approach or (b) follow a consistent routine or procedure.
7. When faced with a new situation, I will most likely (a) seek out possible choices or (b) look for a step-by-step method before proceeding.
8. At work I am (a) most inclined to do multiple things at the same time or (b) complete one task before moving to the next.
9. When the working environment changes, I tend to (a) be adaptable or (b) feel stressed out because of the changes.

**QUESTION:**

**How many times did you choose Option (a) and how many times did you choose Option (b)?**

Motivational sources:

1. I know when I have done a good job because (a) it's based on my own standards or (b) from the feedback or evaluations of others.
2. When it comes to making decisions that I am responsible for, I (a) know what is right or (b) I first get other options.
3. When starting a project, (a) I decide what needs to be done or (b) I run it by others first.
4. When I have completed a difficult task (a) I move on to the next one or (b) I want to recognition and acknowledgement.
5. When joining colleagues or clients for lunch, (a) I tend to a encourage them to eat at one of my favorite restaurants or (b) let them decide.
6. When people give me feedback, I generally (a) listen to what they have to say and decide if it has any merit or (b) believe them and adjust accordingly.
7. When it comes to planning my time, I tend to (a) organize my schedule by what I know will work or (b) check with others first.
8. When I think about work, I can proudly say (a) I did it the way I thought was best or (b) I did it the way others said it should be done.
9. At meetings, I tend to (a) make sure I get my opinion heard or (b) go along with the consensus.

**QUESTION:**

**How many times did you choose Option (a) and how many times did you choose Option (b)?**

**SECTION 2**

1. Do you have partners:
2. Please respond (Yes or No) to all that apply:
* I have restaurant business experience
* I currently am (or have previously been) a business owner
* I have a current line of credit or access to capital
* I am currently a multi-unit Franchisee
* I am seeking a multi-unit opportunity
* I, or one of my partners, has F&B Experience
1. Education Level:
2. References: Please provide details of two business references. (No contact will be made until we both have a mutual agreement-in-principle to proceed).
	1. Referee 1:
	2. Name + Address + Contact info + Occupation + Relationship + Years acquaintance
	3. Referee 2:
	4. Name + Address + Contact info + Occupation + Relationship + Years acquaintance
3. Career and Business History:
4. Financial statement: Personal financial Statement (for the last full financial year)
* Salary
* Bonus / Commission
* Dividends / Interest
* Income from property
* Profit of your business
* Other income (please specify)
* Spouse’s income
* GRAND TOTAL
1. Do you have any other business interests? Please Specify.
2. Assets:
3. Liabilities:
4. Loans:
5. Shares:
6. Properties (at current market value):
7. Net business value:
8. Debts:
9. Average monthly cash on hand:
10. How much capital do you have available to invest in this business. Please note the minimum required is US$700,000 (as per Abu Dhabi – UAE experience):
11. Have you, your current or previous company or your spouse, ever been declared or filed for bankruptcy? If yes, please provide details.
12. Have you or your business ever been prosecuted, or involved in a legal dispute?
13. Have you ever been involved in a business failure? Please provide details.
14. Have you ever been convicted of a criminal offence? Please provide details.
15. Describe why you believe that you can be a successful Franchisee.
16. Give some examples of how you have set up a business to deliver world-class customer service.
17. Please provide some examples of changes you have implemented that have significantly improved the profit of your business.
18. 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.
19. Please provide an example of when your leadership resulted in long term sustainable growth for your business.
20. Describe a time when you strengthened your business through nurturing and inspiring your team.
21. Describe how you would run an Alkalime Restaurant or group of restaurants.
22. What role do you foresee taking within the Franchise and how, if at all, do you see this changing over time?
23. What motivates you?
24. Describe your involvement in the community, and any hobbies and interests.
25. Can you please provide examples of where/how your current business has been locally relevant in your community?
26. How did you hear about us?
27. How many new Alkalime Restaurant outlets would you like to develop within the first 5 years?
28. Any other important information we should know?
29. Why should we choose you as a partner?

Alkalime Restaurant appreciates the time and effort you have put into the completion of this form and welcomes applications from all sectors of the community.

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 Alkalime Restaurant to assess your application and carry out checks to verify your information and your suitability as a Franchisee.

You agree that you will notify Alkalime Restaurant 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 Alkalime Restaurant franchising program.

Many Thanks,

from the Alkalime Restaurant franchise team