



NFS REFRANCHISING SERVICES

Franchisees placed by National Franchise Sales have historically outperformed previous management in both sales and profitability



949.428.0480 | nfs@nationalfranchisesales.com

National Franchise Sales

www.nationalfranchisesales.com/refranchising

FRANCHISE COMPANIES HAVE DISCOVERED THE BENEFITS OF REFRANCHISING:

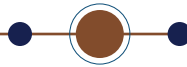
A new source of revenue

Reduced Corporate G&A

Increased access to capital for re-imaging projects, new product introductions and other projects

Improved same-store performance

Unit expansion



National Franchise Sales (NFS) has developed and implemented successful Refranchising Programs for regional and national franchise companies.

NFS works closely with Franchisors to strategically plan and analyze what assets should be marketed - assisting Franchisors in setting goals to determine what assets or markets should be sold.

Through Refranchising, companies have raised millions in capital, and have experienced improved sales performance.

The introduction of new capital by franchisees is used for marketing, training, new equipment and/or other facility upgrades.

The entire brand image is enhanced, often resulting in improved sales averages and growth in store count

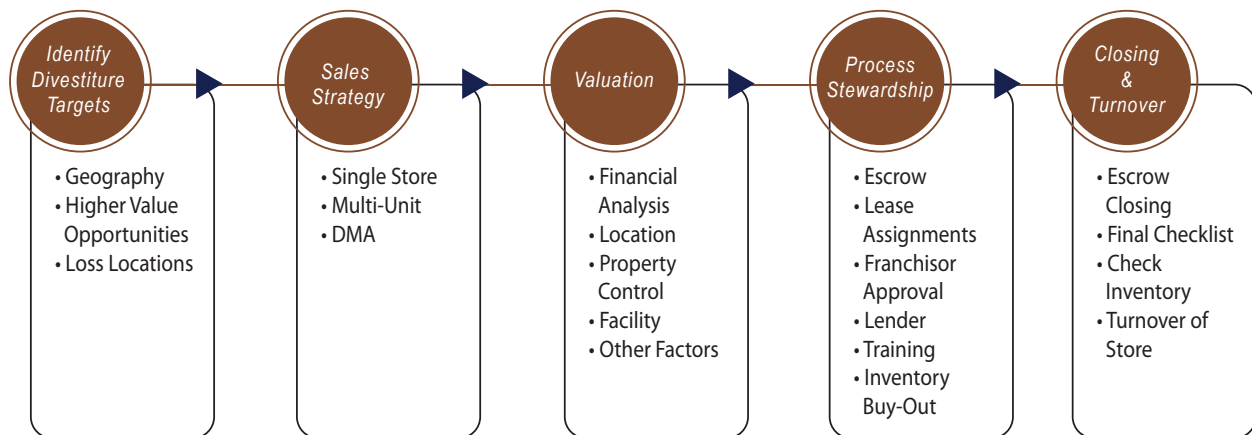
We consider National Franchise Sales an essential brand partner. They handle routine and special needs transactions with skill and professionalism. They invest the time to know our system, our franchisees and our processes, finding buyers and designing transactions which have the greatest possibility of succeeding in an optimal time. I don't hesitate calling on them for advice and assistance nationwide.

*Tim Flemming
Former Senior Vice President | Denny's Inc.*

WHY CHOOSE NFS' RESTAURANT REFRANCHISING SERVICES?

- Deep experience in the franchise restaurant industry
- Experience in Refranchising projects
- Extensive network of qualified buyers
- Franchise professionals managing every step of the transaction

NFS REFRANCHISING PROCESS



Sizzler USA has a long standing great relationship with National Franchise Sales. When we strategically decided to sell some of our portfolio of company locations to accelerate our Franchise development, we received open and transparent information from NFS throughout the process. We greatly appreciated the outstanding service that we received and especially the personal engagement of their qualified Team which is one of NFS greatest strengths.

Kerry Kramp
Former President
Sizzler USA

NFS REFRANCHISING TEAM

STAFFED WITH INDUSTRY PROFESSIONALS

The National Franchise Sales team is comprised of franchise professionals who have worked in some of the top franchised restaurant brands, having been responsible for and understand the legal, operational and financial impact of franchising



Jerry Thissen
Founder
949-428-0481

Thissen holds a BS in Accounting from the University of Minnesota and is regarded as an industry leader in the highly specialized field of franchise resale's. For over 30 years Thissen and his staff of industry professionals have assisted Franchisors with their Refranchising programs. He has served lenders and investors as an advisor for transactions, including the acquisition of existing restaurant companies and the establishment of a master franchised business.



Michael Ingram
Vice President
949-428-0482

Ingram obtained his B.S. in Business at San Diego State University and was a successful multi-unit franchisee of several brands including Sizzler, prior to joining National Franchise Sales in 1997. Michael's experience in refranchising has helped several Franchisors free up capital, generate cash flow, reduce overhead and turn under-performing units into successful franchised units.



Alan F. Gallup
Principal
949-428-0483

An industry veteran since 1971, Gallup served as senior management with several Franchisors before joining National Franchise Sales in 1994. He has effectively developed and led the refranchising efforts for several national and regional brands. Gallup is a member of the International Business Brokers Association, and a Past President of the Saddleback College Foundation Board of Governors.



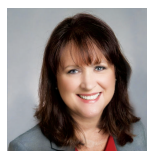
Helen Trent
949-428-0488

Trent began her franchise career in 1972 and went on to hold Franchise executive level positions with numerous national and regional brands where she was responsible for the creation and implementation of Refranchising and Franchise Development programs. Trent has been with National Franchise Sales since 2004.



Rick Kowalski
949-336-7431

Kowalski, has held executive positions in brands including Wienerschnitzel, KFC, El Pollo Loco, Hilton Hotels Corporation, Sizzler and Dunkin Brands. Rick worked with international franchised and licensed partners to drive record levels of trading profit. Rick and his team were responsible for taking the It's A Grind Coffee House franchise to regional prominence doubling the size of the company in less than 5 years and selling over 200 franchises.



Rebecca Black
949-336-7433

Black's comprehensive foodservice career spans 30+ years. Starting at Pizza Hut in a variety of roles from team member to ultimately leading the training team in the Western Division, supporting more than 425 corporate and franchised locations. Later she became an Operating Partner and franchisee with Papa John's and Panera. Moving back into operations and the franchise support side, she held executive positions at Shakey's and Chronic Tacos.



Michael Deegan
949-428-0492

Prior to joining National Franchise Sales in 2006, for nearly 30 years Deegan has been in the franchise foodservice industry with brands such as McDonalds and Popeye's, and most recently serving as Vice President of Franchising for Burger King where was responsible for reselling over 700 restaurants to new or existing franchisees, including private equity buyers.



Michael Arrowsmith
949-428-0491

Michael brings over 25 years of experience in growing companies and managing over 700 business transactions, including franchise resales, development, valuation, mergers, acquisitions, and distressed situations. Previously, he held senior executive roles in sales and finance with franchise brands like Denny's, Captain D's, and Checkers & Rally's, where his teams surpassed growth targets and earned multiple awards.

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Balancing the optimal ratio of company-owned and franchised restaurants is vital in the growth and financial performance of your company. Refranchising plays a key role in striking that perfect balance.

Let us discuss a strategy to help you balance your company's portfolio of company-owned restaurants and franchised stores.

DOES YOUR RESTAURANT CHAIN ...


- Need to raise capital?
- Want to manage only geographically clustered company-owned restaurants?
- Need to increase store counts?
- Look to attract multi-unit franchise operators?

I have had the opportunity to work with NFS on numerous occasions when we represented the same client as well as when we were on opposite sides of the transaction. In each instance, they were prepared, knowledgeable, respectful and always motivated by, and focused on, the best interests of their client. NFS is the only franchise broker I ever refer to my selling and buying franchise clients.

Barry Kurtz, Attorney
Cert Specialist, Franchise & Distribution Law

National Franchise Sales' professionalism and superior service make them a pleasure to do business with. I recommend NFS without hesitation.

Todd Peterson
Former V.P. Franchise Sales | Togo's



Please call us to discuss a strategy to refranchise some or all of your company-owned and operated restaurants

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