



Local owners driving lasting solutions

## Area Master Franchise Partner Selection Process



**CONTACT JIBU**



**DISCOVERY**



**DUE DILLIGENCE**



**PARTNERSHIP**

### **PHASE 1: CONTACT JIBU CORPORATE**

Send an email to [info@jibuco.com](mailto:info@jibuco.com) for all Area Master Franchise (AMF) opportunities, and include the following information:

- Full Name
- Company Name
- Email, Phone Number and Skype Name
- Region/Country of Interest (include key cities)
- CV Electronic Copy

### **PHASE 2: POTENTIAL AMF DISCOVERY**

- Execute initial conference call(s) with Jibu Corporate
- Complete a Jibu Area Master Franchise Application
- Potential AMF partner to conduct a Jibu market feasibility assessment and develop a Jibu Business Plan
- Jibu Corporate to visit potential AMF Partner in their country of interest

### **PHASE 3: JIBU CORPORATE DUE DILIGENCE**

- Jibu to conduct a standard international background check on potential AMF candidate.
- Potential AMF to provide financial (personal and business) records to Jibu Corporate including:
  - o Last two years of certified personal tax returns
  - o Last two years of business audited financials (if applicable)
  - o Proof of capital (certified letter from bank or financial institution)
  - o Four character references (two professional and two personal)

#### **PHASE 4: POTENTIAL AMF DUE DILIGENCE**

Jibu Corporate to host Potential AMF partner at a Jibu HQ in East Africa.

- Trip objectives to include:
  - o A tour of existing Jibu franchise operations.
  - o 1:1 meetings with individual franchisees, the Jibu Executive Leadership team, and new market launch support teams.

#### **PHASE 5: PARTNERSHIP EXECUTION**

- Jibu Corporate and potential AMF partner execute a franchise agreement.
- AMF Partner key team to kick off the Jibu AMF Orientation and Country Launch Critical Path Process, led by the Jibu Corporate support team.
- Jibu Corporate to assist AMF Partner with project management of the store construction, store opening and ongoing business operations.



Thank you for your  
interest in bringing  
Jibu to your area.

For more information, please visit [www.jibuco.com/franchise-opportunity](http://www.jibuco.com/franchise-opportunity)