



# Thinking of Buying a Franchise

Franchising offers opportunities to operate a business using the skills and training of an established system. If you are considering buying a franchise you must consider:

- Whether this is this a franchise for something that you enjoy doing?
- Whether the franchise has wide appeal and is it likely to have wide appeal in say ten years time?
- Whether the figures add up? Are you going to be able to make the money that you want from this business?
- The information provided about the business, the franchise and from current franchise operators. Would they do it again? Are they happy with the income or return for their investment and for the work they do? Does the franchisor help them with training and the operation of their businesses?
- What is the cost? Not just to buy, but also for the equipment and stock needed, as well as the ongoing costs.
- How do you sell the franchise? What is paid to the franchisor on a sale?
- The issues of buying a business.

Buying a franchise and a business are complex processes. We talk you through the process, the documents and the law and give you advice on the franchise you are looking at.

Peter Rusbourne is a Law Society accredited specialist in both business law and property law, and has extensive experience in franchising and business purchases. You can contact Peter on 9545 7207 or [peter.rusbourne@watkinstapsell.com.au](mailto:peter.rusbourne@watkinstapsell.com.au)

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