



# DISCOVERY PROCESS

GOALS, OVERVIEW, & YOUR  
DECISION CRITERIA

BRAND  
REVIEW

COMPLETE REQUEST  
FOR CONSIDERATION

FUNDING  
PROCESS

BUSINESS REVIEW  
OF FDD

ATTEND DISCOVERY  
DAYS EVENT

FINAL FRANCHISEE &  
FINANCIAL VALIDATION

SIGN FRANCHISE  
AGREEMENT



The goal of the InXpress Discovery Process is for you to learn about our franchise system while our team discovers who you are and what you are trying to accomplish by owning your own business. Our mission is to match the goals of qualified individuals with the InXpress Business opportunity using a Discovery Process based on integrity, knowledge and respect.

The Discovery Process can be anywhere from a 30 to 75 day process. As a new Franchisee Candidate, we expect you to be able to achieve a point of clarity and sign a franchise agreement within this time frame if you're awarded a franchise. Making a choice, however, does not equate to "opening the business".

The decision, at this point, is to become a business owner and join the InXpress Network as a new Franchisee.

**FOR FRANCHISE INFORMATION CONTACT: 0412 692 052**  
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**SUITE 3, 14 BURKE CRESCENT, NORTH LAKES,  
QUEENSLAND, AUSTRALIA 4509**

# DISCOVERY PROCESS

STEP

1

**GOALS, OVERVIEW, AND YOUR DECISION CRITERIA:** Working together, we're committed to investing the time necessary to understand your experience and what you're seeking to accomplish. We will thoroughly explore your personal and professional needs, your fit with InXpress, along with the timeline, selection criteria, and investment range. We'll discuss any fears or concerns you may have as well.

STEP

2

**BRAND REVIEW:** This is a mandatory deep-dive presentation into our vision, objectives and the unique value proposition that our Franchisees offer to clients. This is where we determine whether it makes sense to continue the discussion, through an open and honest dialogue. Here, you'll get a clear picture of our business and culture, and learn the profile, style, character and habits of a successful Franchisee. If we both elect to move forward, we'll schedule next steps and establish firm timelines.

STEP

3

**COMPLETE REQUEST FOR CONSIDERATION:** The confidential, non-binding "Request for Consideration" demonstrates to InXpress that you are serious about exploring this opportunity and want to learn more about InXpress. There is no obligation or commitment to invest at this point; once we've received and discussed your application, we will provide the Franchise Disclosure Document (FDD), which includes more detail on training, mutual obligations, the initial investment and ongoing expenses associated with owning and operating the business.

STEP

4

**FUNDING PROCESS:** InXpress has dedicated small-business lender relationships in place, and can help you understand the funding environment, what to expect, and the different options that could be available. We will make introductions with our funding partners, who can assist you in completing their processes.

STEP

5

**BUSINESS REVIEW OF FDD:** The Franchising Code of Conduct requires a Franchise Disclosure Document, which is thoroughly reviewed with prospective candidates. This is a comprehensive information outlay, including our company background, management team, a detailed breakdown of the total investment, a full list of current Franchisees, our company financials and more. We want to make sure you fully understand every aspect of the business and our mutual obligations. It is also critical that we document your selection criteria and ensure that InXpress is the right fit for you. Then we schedule our Discovery Days event at our headquarters in North Lakes, Brisbane and help you make travel arrangements.

STEP

6

**ATTEND DISCOVERY DAYS EVENT:** This is your opportunity to meet our entire executive team in person and ask the tough questions. You'll be immersed in the InXpress culture and the ways we can help you accomplish your goals through small business ownership. Once you are approved to attend our Discovery Days, each attendee is reimbursed up to \$500 to cover travel, flight and hotel expenses and up to \$800 if you bring your spouse or partner (which we encourage!).

STEP

7

**FINAL FRANCHISEE & FINANCIAL VALIDATION:** Once you've attended Discovery Days and received an award letter, the next step will be to complete your final Franchisee and financial validation. Throughout your Discovery Process we encourage you to reach out to our Franchisees to gather information about their experiences, and what it means to be a Franchisee. Of course, the depth and value of those conversations will be dependent upon your understanding of the business model and proprietary strategies. Take advantage of these discussions – spend plenty of time and take notes. Explore the elements of the business that excite you, that concern you and that you may not understand fully. Afterward, we'll discuss next steps with your Franchise Development Director, and schedule the signing of the Franchise Agreement.

STEP

8

**SIGN FRANCHISE AGREEMENT:** Congratulations! You have completed the Discovery Process and are now a member of InXpress family. Upon receipt of the signed Franchise Agreement and initial fees, we will schedule a hand-off call with our On-Boarding and Operations team within one to two days. This call starts the new Franchisee On-Boarding process, and establishes a schedule for training and planning for a successful launch. Our dedicated On-Boarding and Operations team will ensure that you are well-equipped as you begin to market your new business.

MORE THAN JUST GETTING IT THERE

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