



*Biltong
Deli*

Franchise application form

**KANHYM BILTONG DELI FRANCHISE
APPLICATION FORM**

PERSONAL DETAILS

| | | | |
|---|-------|------------------|--|
| Surname | | | |
| First names | | | |
| Place of birth | | Nationality | |
| Date of birth | | ID number | |
| Residential address | | | |
| | | | Code |
| Postal address | | | |
| | | | Code |
| Telephone (Business) | | Telephone (Home) | |
| Cell | | E-mail address | |
| Permanent SA Citizen? | Yes | No | Fax no. |
| At present address | Years | Months | Our residential property is Owned Rented By Self Spouse |
| Number of Dependents / Number of children | | Their ages | |

(Kindly include a CV)

DETAILS OF NEXT OF KIN

Name and residential address of next of kin (not of the same address)

Relationship:

| |
|-----------|
| Name |
| Address |
| Code |
| Telephone |

EMPLOYMENT HISTORY

| Employer | From | To | Type of work | Last position held | Annual income |
|----------|------|----|--------------|--------------------|---------------|
| 1. | | | | | |
| 2. | | | | | |
| 3. | | | | | |
| 4. | | | | | |

(kindly include a CV)

| EDUCATION | | | |
|--|-----|------|-----------------|
| Highest standard passed | | Year | |
| Do you have a degree or diploma (PLEASE TICK) | Yes | No | If YES, specify |
| Formal apprenticeships of pupilage? (PLEASE TICK) | Yes | No | If YES, specify |
| Do you have any formal business, retail, marketing or sales training? (PLEASE TICK) | Yes | No | If YES, specify |

| BUSINESS EXPERIENCE | |
|--|-----------------------------|
| Have you ever owned or worked in a business similar to that of a Kanhym Fresh Meat Deli? | |
| Have you ever previously owned a franchise? (Please tick) If Yes, Namely | Yes No |
| Period owned if sold: | Why did you sell it? |
| Have you had any experience in the following areas? (Please tick) | |

| | | |
|---|-----|----|
| Sales and Marketing | Yes | No |
| Customer Service | Yes | No |
| Retail / Perishables | Yes | No |
| Staff recruitment and management | Yes | No |
| Financial Administration | Yes | No |
| GENERAL INFORMATION | | |
| Are you pursuing other franchises as well? (please tick) Yes No If so, in what industries? | | |
| When are you available to commence business? | | |
| In which area would you prefer your Kanhym Fresh Meat Deli franchise to be? | | |
| What are your prime objectives & personal reasons for applying for a Kanhym Fresh Meat Deli franchise? | | |
| What personal strengths would you bring to the business? | | |
| What is your greatest achievement so far? (Business or personal) | | |
| What skills do you have that will enable you to make a success of a Kanhym Fresh Meat Deli franchise? | | |

| |
|--|
| What experience do you have in managing staff and / or customers? |
| What experience do you have in running a business? |
| What are your long term business and career goals? |
| What do you think is the single most important component of running a Kanhym Fresh Meat Deli is? |
| What promotional ideas / local area marketing initiatives do you have for the business (PR and marketing)? |
| Are you currently involved in any community initiatives/ projects outside of your business interests? |
| What is your current knowledge of meat products / processing? |
| What are your views on the retail and meat industry in South Africa? |
| With the time commitments required from this business, what sacrifices are you likely to have to make? |
| Is there any further information, in support of your application, which you feel we should be aware of? |
| Any other comments you wish to make? |

GENERAL INFORMATION

Please circle the answer most appropriate to you

1. In the work environment, I feel:
 - a. I need a holiday every now and again
 - b. Best when I work really hard
 - c. Best when I am rewarded for what I do well
 - d. More secure when I am being supervised

2. Financially I am;
 - a. very conservative
 - b. very liberal
 - c. have always been able to put money aside
 - d. have never been well off

3. Taking directions from others helps me function:
 - a. optimally
 - b. better than if none
 - c. fine, at appropriate times
 - d. detrimentally

4. I find work-related pressure helps me function:
 - a. optimally
 - b. better than if none
 - c. fine, at appropriate times
 - d. detrimentally

5. My greatest strength at work is:
 - a. the ability to sell things
 - b. understanding people
 - c. physical strength
 - d. emotional warmth

6. I have obtained success in my life by:
 - a. being lucky
 - b. being happy in what I'm doing
 - c. taking risks
 - d. having good contacts

7. I believe business success comes from:
 - a. a desire to learn
 - b. a happy & stable personal life
 - c. extensive business experience
 - d. a university degree

8. When a superior tells me what to do, I :
 - a. wish I had his job so I could give orders
 - b. often try to present a new, more efficient way of doing the task
 - c. secretly resent being ordered around
 - d. learn from the instructions and complete the task

9. I have been best known for:
 - a. community involvement
 - b. good general business knowledge and skills
 - c. being a good parent
 - d. working in a large company

10. My priority for owning my own business is:
 - a. giving jobs to my family
 - b. be liked and respected by staff
 - c. be able to determine own working time
 - d. have control over my own finances

11. Work hours should be:
 - a. as long as is needed
 - b. paid for well
 - c. flexible.....long only when needed
 - d. equally split amongst all employees

12. In dealing with customers, it is important:
 - a. to accept all types
 - b. to express yourself openly
 - c. to be outreach orientated
 - d. to be charitable

13. I would like to go into the franchise, as I:
 - a. am dissatisfied in my current position
 - b. want to apply my extensive business experience to franchising
 - c. have excellent sales skills
 - d. have tried many jobs and career paths

14. By nature I am:
 - a. highly spontaneous
 - b. highly goal-orientated
 - c. a quick decision maker
 - d. need a lot of time to make important decisions

15. I would best describe myself as being:
 - a. an emotional person
 - b. a logical/thinker type person
 - c. a driving person
 - d. a creative person

16. In managing and relating to staff, I can best be described as:
 - a. laid-back
 - b. an excellent delegator
 - c. a good motivator achieving maximum results
 - d. giving orders and expecting results

17. I believe I am most effective when:
- a. I am left to work alone
 - b. I can delegate tasks to my staff
 - c. I have a good team of support staff to work with

Adapted from: Joseph Mancuso and Donald Borain, How to Buy and Manage a Franchise (Fireside, New York: Simon and Schuster, 1993) pp53-58

REFERENCES

CHARACTER REFERENCES (other than relatives)

1. Name:

Address:

Telephone: ()

Relationship:

Years known:

2. Name:

Address:

Telephone: ()

Relationship:

Years known:

BUSINESS REFERENCES:

1. Company name:

Contact person:

Address:

Relationship:

Telephone: ()

Years known:

2. Company name:

Contact person:

Address:

Relationship:

Telephone: ()

Years known:

FINANCIAL REFERENCE

Name:

Address:

Telephone:

DETAILS OF PRIMARY CHEQUE/CREDIT CARD/SAVING ACCOUNT

| Type of account | Bank/Institution | Account number | Date opened | Limits |
|-----------------------|------------------|----------------|-------------|--------|
| Self | | | | |
| 1. Cheque | | | | |
| 2. Credit card | | | | |
| 3. Savings | | | | |
| Spouse/Partner | | | | |
| 1. Cheque | | | | |
| 2. Credit card | | | | |
| 3. Savings | | | | |

CREDIT RECORD

Have either of you ever had any judgements against you (are you blacklisted)? Yes / No
 (please tick) If YES, specify details

Have either of you ever been sequestrated? Yes / No
 (please tick) If YES, specify details

Date

If YES, have you been rehabilitated?

Date

Have either of you ever been found guilty of a criminal offence? Yes / No
 (please tick) If YES, specify details

| STATEMENT OF ASSETS AND LIABILITIES | | | | | | |
|---|-----------------------|-----------------------|----------------|----------------|--|--|
| ASSETS (Amount in Rand) | | | | | | |
| 1.Fixed property registered in your name | | | | | | |
| City and Town property | | | | | Owner's evaluation Bank use | |
| Erf No | City/ Township | Purchase price | Date purchased | Fire Insurance | | |
| | | | | | | |
| | | | | | | |
| Farm and Smallholdings Property | | | | | Owner's valuation Bank use | |
| Erf no/name of farm | City/ Township | Purchase price | Date purchased | Fire insurance | | |
| | | | | | | |
| | | | | | | |
| Property bought under deed of sale | | | | | | |
| Erf no/ Name of farm | City/ Township | Purchase price | | | | |
| | | | | | | |
| | | | | | | |
| 2. Mortgage Bonds in own favour, i.e. where a bond is held over the fixed property of another person. State first of subsequent bond(s) and give a description of property. State the amount outstanding still receivable/ Timeshare. | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| 3. Stock (specify) | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| 4. Vehicles (state the make and year) | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| 5. Miscellaneous movable property (specify) | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| 6. Debtors | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |

| | | | | | | | | | | |
|---|-------------------|---|--------------------------|------------|-----------------------------|----------------------|-----------------------------|--------------------|--|--|
| 7. Shares/Loans (specify) | | | | | | | | | | |
| Listed on the JSE | | | | | | | | | | |
| 8. Other investments and assets (specify) | | | | | | | | | | |
| 9. Life policies (surrender values, if known) | | | | | | | | | | |
| Insurance Company | Policy number | | | Life cover | | Ceded to | | Surrender value | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| 10. Credit balances (e.g. savings accounts, fixed deposits, etc) | | | | | | | | | | |
| TOTAL ASSETS | | | | | | | | | | |
| LIABILITIES (amounts in Rand) | | | | | | | | | | |
| Liabilities stated as on | D | D | M | M | C | C | Y | Y | | |
| 1. Mortgage bonds (amounts due under deed of sale) | | | | | | | | | | |
| Erf no/ name of farm | Town/ City | | Bondholder/Seller | | | Interest rate | Installment | Expiry date | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | Subtotal | | |
| 2. Term loans/personal loans (specify) | | | | | | | | | | |
| 3. Owing under installment sale agreements | | | | | | | | | | |
| Type of asset e.g. vehicle, machinery, etc | | | | | At which institution | | Installments monthly | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| 4. Income tax owing (state when due) | | | | | | | | | | |
| 5. Owing to banks (state names and specify liabilities) | | | | | | | | | | |
| 6. Owing in respect of credit cards (specify) | | | | | | | | | | |

| | | | | | |
|---|-------------|---------------------------------|-------------------------------------|----------------------------------|---|
| 7. Other liabilities (describe and mention terms and conditions of repayment) | | | | | |
| | | | | | |
| | | | | | |
| TOTAL LIABILITIES | | | | | |
| ASSETS LESS LIABILITIES | | | | | |
| SURPLUS OF ASSETS OVER LIABILITIES | | | | | |
| NOTARIAL BONDS (state over which assets and in favour of whom) | | | | | |
| | | | | | |
| CONTINGENT LIABILITY | | | | | |
| 1. Leases | | | | | |
| Item | Financed by | Outstanding amount | Installment | Date payable | |
| | | | | | |
| | | | | | |
| Suretyship | | | | | |
| In favour of | | At financial Institution | Details of security provided | Amount | |
| | | | | | |
| | | | | | |
| | | | | | |
| Monthly income | | Self | Spouse | Monthly expenditure | |
| Gross salary | | R | R | Bond repayment / Rent | |
| Housing subsidy | | R | R | HP/Loan/Credit card | |
| Car allowance | | R | R | Insurance (life and sort term) | |
| Commission | | R | R | Domestic (water, lights, rates) | |
| Overtime | | R | R | School and university fees | |
| Other (specify) | | R | R | Transport | |
| Other (specify) | | R | R | Maintenance (if divorced) | |
| Other (specify) | | R | R | Subtotal (fixed expenses) | |
| Other (specify) | | R | R | Other (specify) | R |
| Other (specify) | | R | R | Other (specify) | R |
| Other (specify) | | R | R | Other (specify) | R |
| TOTAL INCOME | | R | R | Other (specify) | R |
| Less: Pension/ Medical aid/ PAYE | | R | R | Other (specify) | R |
| NET INCOME | | R | R | TOTAL EXPENSES | R |

ACKNOWLEDGEMENT AND CONSENT BY APPLICATION

I hereby irrevocably:

Authorize the **financial institution** selected by Kanhym to contact any of the referees (including but not limited to banks or auditors), mentioned in this application form and to obtain any additional information which the **financial institution**, in its sole discretion, may deem necessary;

Authorize the **financial institution** to cross refer any documents or information regarding my personal, business or financial affairs to one another, in as far as it may be necessary for either of them to comply with their agreement.

I hereby declare that the information provided in this application form is to the best of my knowledge true, correct and accurate in all material respects.

I acknowledge that failure to disclose any information that are relevant to this application, or the furnishing/provision of an untrue, incorrect or inaccurate information will render this application or any agreement or subsequent agreement entered into between the **franchisor** and myself (either personally or on behalf of any CC or Company) or myself and the **financial institution**, null and void.

I herewith declare that the amount as stated in the application as own contribution has not been borrowed from any source where it is repayable in the future or where it may cause any financial liability to the business.

I further acknowledge that this application does not constitute any form of agreement or contract whatsoever between the **franchisor**, the **financial institution** and myself, and is no way binding on either party. However, if any finance is granted to me as a result of this application, the information contained herein work throughout the duration thereof form the basis for such financing.

I acknowledge that if finance is approved by the **financial institution** in addition to this application form, I will be required to complete and sign documentation to be used by the **financial institution**, and to pay the costs involved where applicable, which I agree to do on request.

I authorize the **financial institution** to disclose full particulars regarding the approval of my application to Kanhym.

Signed at _____ on _____

APPLICANT/S _____ WITNESSES: _____

The credit check application form

I, the undersigned acknowledge that Kanhym, any of its agents, financial institution or credit bureau may conduct a credit check and exchange of such information on myself for purposes of assessing me as a potential Kanhym franchisee.

Name: _____

ID Number: _____

Date: _____

Signed: _____

Name: _____

ID Number: _____

Date: _____

Signed: _____

Bank: _____

Branch Code: _____

Name of Account Holder: _____

Account Number: _____

Phone Number of Branch: _____

Please fax the above to: _____,
alternatively email: _____

Thank you for your interest in the Kanhym Biltong Deli Franchise opportunity.