

Franchise Applicant Professional Reference Questionnaire

Thank you for taking the time to provide a professional reference for a franchise applicant. Your feedback is highly valuable in helping us assess the applicant's suitability for franchise ownership. Please complete the questionnaire below.

Part 1: Applicant Information

Applicant's Full Name:

Proposed Franchise Location/Territory:

Part 2: Reference Information

Your Name:

Job Title:

Company/Organization:

Phone Number:

Email Address:

Relationship to the Applicant:

How many years have you known the applicant?

Part 3: Professional Assessment

1. In what professional capacity did you work with the applicant, and what were their primary responsibilities?

2. How would you describe the applicant's work ethic, reliability, and commitment to quality?

3. Franchisees must manage operations, systems, and staff. How would you rate and describe the applicant's leadership and management capabilities?

4. How does the applicant handle stress, high-pressure situations, or professional setbacks?

5. How effectively does the applicant manage financial resources, budgets, or business planning?

6. Please describe the applicant's communication skills and their ability to work with customers, partners, and vendors.

7. What do you consider to be the applicant's greatest professional strengths?

8. Are there any areas where the applicant may require additional training, support, or development to succeed as a business owner?

9. Would you recommend this individual as a franchise owner-operator? (Please explain your reasoning):

Part 4: Verification and Signature

I confirm that the information provided in this questionnaire is true and accurate to the best of my knowledge.

Reference Signature:

Date: