

## THE NEXT STEPS

Franchise Candidate	Golden Chick
Initial contact through e-mail or telephone to request information	Pre-qualification of potential franchisee. Mail franchise application
Review material received, complete application and return to Golden Chick <ul style="list-style-type: none"> <li>• Telephone conference with Golden Chick</li> <li>• Discuss content requirement for Business Plan</li> </ul>	Receipt of application and analyze applicants information <ul style="list-style-type: none"> <li>• Telephone conference to review application information, qualifying process, next steps</li> <li>• Discuss Business Plan requirements and request candidate to develop a business plan for Golden Chick's approval</li> </ul>
Identify area where candidate wishes to develop	Golden Chick confirms selected area candidate is available for franchising <ul style="list-style-type: none"> <li>• Send ideal site criteria to candidate</li> <li>• Discuss Discovery Day visit and discuss potential dates for visit</li> </ul>
Discovery Day <ul style="list-style-type: none"> <li>• Present and discuss business plan with Golden Chick</li> <li>• Be prepared to outline the area that you would like to build and the number of units you are willing to commit to</li> </ul>	Key Department Heads deliver presentation that outlines support they can expect as a franchisee <ul style="list-style-type: none"> <li>• Answer questions</li> <li>• Reach a verbal agreement regarding number of locations and a time schedule</li> </ul>
Franchisee Establishes Corporate Entity <ul style="list-style-type: none"> <li>• Franchisee engages a real estate person to identify potential sites</li> <li>• Franchisee identifies sites that meet our requirements and contact Golden Chick to arrange a visit with the Director of Development</li> <li>• Franchisee completes site application and returns to Golden Chick for approval</li> </ul>	Golden Chick provides organizational requirements to franchisee <ul style="list-style-type: none"> <li>• Golden Chick communicates minimum site requirements</li> <li>• Director of Development will visit proposed sites with franchisee</li> <li>• Golden Chick provides standard information for site application</li> <li>• Golden Chick reviews application and either approves or rejects the site.</li> </ul>
Franchisee returns all required corporate documentation to Golden Chick for review and final approval <ul style="list-style-type: none"> <li>• Franchisee receives all legal documents and executes all agreements after the required grace period. All checks for fees are to be delivered with executed contracts back to Golden Chick for execution</li> </ul>	Golden Chick assembles all franchise and development agreements for execution <ul style="list-style-type: none"> <li>• Golden Chick receives executed legal documents from franchisee</li> <li>• Golden Chick executes legal documents and send copies back to franchisee.</li> </ul>
Franchisee sets up appointment with Director of Operations of Golden Chick for orientation	Golden Chick's Director of Operations will schedule orientation with franchisee
Franchisee will meet with Director of Operations of Golden Chick <ul style="list-style-type: none"> <li>• Franchisee will supply a list of management that will attend training</li> </ul>	Golden Chick's Director of Operations will meet with franchisee <ul style="list-style-type: none"> <li>• Golden Chick's Director of Operations will explain the training process and the number of managers required to attend training</li> </ul>

2008 Golden Chick, Inc. This is not an offer to sell a Golden Chick Franchise. An offer to sell a franchise will be made only pursuant to the Golden Chick Franchise Disclosure Document and in accordance with applicable law.