

## PAK MAIL CANADA FACT SHEET - QUESTIONS & ANSWERS

<b>The PAK MAIL Niche</b>	We professionally package & ship oversize, overweight, fragile/awkward freight
<b>Store Services</b>	Packaging, shipping, moving supplies, mailbox rental & business support services (new source - internet auction sales)
<b>Areas Available</b>	We're mainly in Ontario - lots of room for growth
<b>How Long to Open a Store</b>	8 - 12 weeks once you've joined our System & availability of quality sites
<b>Will I need to be hands-on</b>	Yes. Franchise owner/operators work best for us
<b>How much is the initial franchise fee</b>	\$25,000
<b>How much is the royalty fee</b>	6% of gross sales
<b>How long is the Franchise Agreement</b>	10 year initial term 2 - 5 year renewal options
<b>What happens to my business after that</b>	In your 18 <sup>th</sup> year you can apply for a re-grant of your franchise
<b>Who will select my location</b>	PAK MAIL Canada & YOU. We search together and negotiate together
<b>How much training will I receive</b>	Min. 4 weeks. More if you want it
<b>What about on-going support</b>	Manuals, videos, store visits, regional meetings, chat line - it's all there
<b>Who pays for advertising</b>	Each Franchisee pays up to 2% to an Ad Fund & spends a minimum of 2% locally
<b>Does PAK MAIL offer volume discounts</b>	Yes. We negotiate volume discounts from carriers & suppliers
<b>What hours will I be required to be open for business</b>	Anywhere from 8:30 am to 6:30 pm Mon. to Fri. and short hours on Sat. No Sundays. No late nights.
<b>Is business management experience necessary</b>	Helpful, but not compulsory. Follow manuals & direction & you'll be fine
<b>Who builds my store</b>	You will select the contractors and have input on the entire process.
<b>Can I sell my business</b>	Yes. Buyer will be required to meet then current criteria
<b>Can I expand to a 2<sup>nd</sup> location</b>	Yes. Aptitude for delegation important
<b>What do I need to qualify</b>	Adequate capital. +credit rating +interpersonal skills ++work ethic
<b>What does it cost to open store</b>	See Initial Investment page (Link).