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## THE FRANCHISOR

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Chapter 2	Negotiating the Franchise Agreement
Chapter 3	Services the Franchisee Should Expect from the Franchisor
Chapter 4	Tax Considerations
Chapter 5	Purchasing a Franchise from an Existing Franchisee
Chapter 6	Purchasing a Franchisor-Owned Location
Chapter 7	Independent Franchisee Associations
Chapter 8	Franchisor/Franchisee Disputes from the Standpoint of the Franchisee
Chapter 9	Disputes with Third Parties
Chapter 10	Representing the Franchisee of a Financially Troubled Franchisor
Chapter 11	Selling an Existing Franchise

**SOURCE MATERIALS**

Source 1	Directory of Franchise Regulators
Source 2A	Federal Trade Commission Rule Relating To Disclosure Requirements and Prohibitions Concerning Franchising
Source 2B	Federal Trade Commission Rule Relating To Disclosure Requirements and Prohibitions Concerning Business Opportunities
Source 3	FTC Franchise Rule Compliance Guide
Source 3A	FTC Frequently Asked Questions (FAQs)
Source 4	2008 Franchise Registration and Disclosure Guidelines (Amended and Restated UFOC Guidelines)
Source 5	NASAA's Commentary on the Franchise Registration and Disclosure Guidelines dated April 19, 2009
Source 6	Selected State Specific Information

Source 7      Release 3-F (California): Guidelines for Determining  
Whether an Agreement Constitutes a “Franchise”

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**FORMS**

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Section 2      Franchise Agreements/Offering Circular

Section 3      Related Agreements and Documents  
Lease for Franchisor-Owned Locations  
Sublease for Franchisor-Leased Locations (Short Form)  
Sublease for Franchisor-Leased Locations (Long Form)

Section 4      Registration/Filing Applications

Section 5      Sample Regulator’s Comment Letters and Responses

Section 6      Franchise Advertising Cooperative

Section 7      Franchisee Relations and Control Forms

Section 8      Purchase and Sale of Franchises

Section 9      Miscellaneous Forms

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