

**ITEM 7.**  
**INITIAL INVESTMENT**

**YOUR ESTIMATED INITIAL INVESTMENT**

<b>Type Of Expenditure</b>	<b>Amount</b> (Note 13, 16 and 17)	<b>Method Of Payment</b> (Note 14 And 15)	<b>When Due</b>	<b>To Whom Payment Is To Be Made</b>
INITIAL FRANCHISE FEE	\$135,000 (Note 1)  \$121,500 with IFA VetFran Program Discount (Note 1)	a) \$85,000 b) \$50,000  With Discount: a) \$85,000 b) \$36,500 (Note 1)	a) See Note 1 b) See Note 1	CBAC (Note 1)
REAL ESTATE AND IMPROVEMENTS	\$0 at startup, but monthly thereafter (Note 2)			
EQUIPMENT AND SOFTWARE	\$212,000 to \$220,000 (Note 3)	Cash As Purchased	Prior to opening Franchised Business	Equipment Vendors and/or CBAC (Note 3)
SHUTTLE CAR	\$16,000 to \$31,000 (Note 4)	Auto finance/Lease program	Prior to opening Franchised Business	Dealership vendor/individual seller
SHUTTLE CAR WRAP	\$1,450 to \$3,350 (Note 4)	Auto finance/Lease program	Prior to opening Franchised Business	Third party wrap vendor
INVENTORY	\$10,000 to \$11,000 (Note 6)	Cash As Purchased	Prior to opening and then as needed	Suppliers
SECURITY DEPOSITS	\$5,000 (Note 7)	Lump Sum	Prior to opening Franchised Business	Local utility companies
SIGNS	\$0 (Note 5)			Provided through Franchisor and Real Estate Lease

<b>Type Of Expenditure</b>	<b>Amount</b> (Note 13, 16 and 17)	<b>Method Of Payment</b> (Note 14 And 15)	<b>When Due</b>	<b>To Whom Payment Is To Be Made</b>
INSURANCE & BUSINESS LICENSE	\$5,000 to \$35,000 (Note 8)	Per Agreement with Insurance Companies	Can be prior to opening Franchised Business but is usually financed with a monthly payment	Insurance Companies
MARKETING/ ADVERTISING	\$20,000 to \$30,000 incurred during your first year in business (Note 9)	When required by Advertising Suppliers	Start-up, monthly, or otherwise, per agreement with advertisers	Advertisers and Suppliers
GRAND OPENING MARKETING/ ADVERTISING	\$15,000 to \$20,000 (Note 10)	By Advertising suppliers	Starting 30 days prior to store opening up until 60 days after store opening	Advertisers and Suppliers
ADDITIONAL FUNDS DURING INITIAL 3 MONTHS	\$30,000 to \$40,000 (Note 11)	General operational expenses such as office supplies, employees, vendors and utilities	First three months of operations	Vendors, suppliers, employees and utility companies
PRE-OPENING TRAINING TRAVEL/ SALARY	\$7,500 to \$10,000  (Note 12)	General travel expenses such as flight, rental car, hotel and food costs for approximately 30-45 days.	Starting approximately 90 days prior to store opening and will be needed for a period of approximately 30-45 days.	Airline, car rental agency, hotel, restaurants and your salary if needed
OTHER PAYMENTS	\$2,000 to \$15,000 (Note 13)	Cash at purchase and/or included in business loan	Prior to applying for commercial financing	Bank of your choosing, Federal Govt and other 3rd party vendors
TOTAL	\$458,950 to \$555,350 (Note 14)			