



## **Steps To Acquiring a Arby's® International Area License**

- 1) Inquiry received and initial email reply**
- 2) Complete the Candidate Information Form and the Confidentiality Agreement**
- 3) Receive detailed business concept information and the License terms and provide us with detailed questions**
- 4) Complete the Arby's® Area Licensee Checklist, clearly indicating the food management and operations experience. Complete the formal Arby's Area License Application.**
- 5) Create a presentation showing the Arby's market for your country, your company in detail and your plan for developing the Arby's brand in your country**
- 6) Attend meetings in the US to view current operations, to meet key Arby's staff and executives, to present your preliminary business plan for development of the Arby's® business in your country and to learn more detail about the resources available to Arby's international licensees**
- 7) If approved by the Arby's executive team, receive a draft Arby's Area Development Agreement**
- 8) Finalize a development plan with Arby's assistance, sign the Area Development Agreement and pay the remaining initial [Area License Fee]**
- 9) Start your team training at Arby's® training restaurants and headquarters**