



Franchise Application Form

特许经营申请表



1. Personal Information 个人信息

Last Name 姓:	First Name 名:	Middle Name 中间名:	Gender 性别:
Nationality 国籍:	Social Insurance Number 社保卡号码:		
Legal Status in Canada 加拿大身份:			
Canadian Citizen 公民	Landed Immigrant 永久居民	Working Visa 工签	
Other (Please Specify) 其它 (请说明):			
Personal Identifications 身份证明: #1		#2	
Home Address 地址:			
Phone Number 电话:			
Email Address 邮箱:		Wechat ID, Face Book ID 微信, 脸书:	
Marital Status 婚姻状况:	Name of Spouse 配偶姓名:	Number of Children 子女数:	
Health Condition 健康状况:			
<p>(1) Have you had any surgical operations during the past ten years? 十年内有无手术史?</p> <p style="padding-left: 20px;">No 无</p> <p style="padding-left: 20px;">Yes (Please provide details.) 有 (详情):</p>			
<p>(2) Do you currently have any diseases, diagnosed by your doctors, that would render you unsuitable for physically demanding jobs, such as heart disease or high blood pressure? 目前有无被医生确诊之不宜承担较重负荷工作的疾病, 例如心脏病、高血压等?</p>			



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2. Legal Information 法律相关:

Have you ever been convicted of an offense under the laws of Canada or the USA for which a pardon has not been granted? 你有违反加拿大或美国法律的记录吗? No 否, Yes 是 (Please provide details 如果有请具体说明)
Are you involved in a pending litigation? 你是否正参与任何未决诉讼? No 否, Yes 是 (Please provide details如果有请具体说明)
As an employer, which laws and regulations should you know about? 作为雇主, 你应该了解哪些法律、法规?
What do you know about Canadian laws, especially the labor law? 你对加拿大的法律特别是劳工法有哪些了解?
What's the relationship between laws, company policies, human resource management, and labor disputes?你怎样认识法律与公司规章制度、人事管理、劳资纠纷之间的关系?
How do you resolve conflicts or disputes with your employees or between your employees? 你如何解决你与员工或员工之间的冲突或纠纷?
Are you a person of good faith? Do you understand the significance of signing on a contract? 你有契约精神吗? 明白在合约上签字的意义吗?



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3. About Big Feet 关于足王

Through which channel did you hear about Big Feet? 何种渠道获知?
When was Big Feet established? 足王何时创建?
What does the Big Feet brand name mean to you? 你心目中的足王品牌?
What are Big Feet's operating mottos? 足王的经营理念
How many franchise branches do we currently have? 现在有多少加盟店
What is the average size of a store (in Square Feet) 一般店的规模 (平方英尺)?
How many masseurs do we need to staff a 1300 sq. ft store? 1300尺店大概需要多少技师?
What is the composition of our staff in terms of gender, age, ethnic backgrounds? 技师性别、年龄、族裔?
What are your proposed services and prices? 做什么服务及价格?
What assistance do you expect to get for your franchise business? 加盟能得到什么帮助?



4. Business Experience 从商经验

<p>Have you ever owned your own business or franchise? 你经营过自己的生意及特许经营业务吗? No 没有, Yes有 (Please briefly describe请列出并简介)</p>
<p>Have you ever had a business failure? If so, please explain. 你曾经有过经商失败吗? 如有, 原因?</p>
<p>What experiences or lessons have you learned from you past business management? 你从过去经营中学到哪些重要的经验和教训?</p>
<p>Will you devote your full time into this franchise business? 你会全职从事该特许经营生意吗?</p>
<p>If not , what will your alternative arrangements be? 如果不能, 怎么安排?</p>
<p>What are your major reasons for applying for the franchise? 你申请加盟的主要原因是什么?</p>
<p>In your mind, what's the difference between managing a regular individual business and a franchise business? 你认为特许经营与一般个体生意的区别是什么?</p>
<p>What's your plan if the application is not approved? 如果你的申请暂时不被接受, 你有什么计划?</p>



5. Health Care Industry Knowledge 保健行业认知

Which of the following categories does Big Feet belong to? 如何理解以下划分, 足王属哪一类?		
<p>① RMT,R.TCMP, registered physiotherapist,registered spine kidney therapist 注册按摩师、注册中医师、注册物理治疗师、注册脊柱肾经治疗师</p> <p>② Good masseurs, good techniques, good prices 好技师, 好技术, 好价格</p> <p>③ Elegant environment, well-equipped,a good place to chat or enjoy leisure time, priority is not given to skills & techniques, higher prices 环境高雅, 设备精良, 谈天说地, 休闲好去处, 技艺次之, 收费较高</p> <p>④ Sexual activities in the disguise of health care services 名为保健, 实为色情</p>		
Chinese massage effects, 中医按摩功效:		
Do you know any other types of massage service? 你还知道何种按摩:		
Have you ever been massaged at Big Feet? How often? What was the effect? 你接受过足王按摩吗? 频率? 效果?		
Please name some similar stores you know, their major services, and let us know your evaluation. 请列出类似店的服务, 店名, 和你的评价。		
Are you a massage therapist yourself? 你是按摩师吗? No 否, Yes 是. If yes, where did you learn the techniques? 如果是, 你是在哪学的技术?		
Learning Period 学习时间	Where did you learn 哪里学的	Work Period 从业时间
Self-Evaluation 自我评价:		



6. Management Experience and Learning Ability 管理经验, 学习能力

Do you have any of the following professional work experience or related training? 你有以下专业经验或培训吗?	
1. Business & Enterprise Management 企业管理	2. Human Resource Management 人事管理
3. Accounting & Financial Management 会计财务管理	4. Marketing & Sales Promotion 市场营销
How are your clerical skills? 你的文档处理能力如何?	
What important issues in Human Resource Management and Financial Management should you pay more attention to? 你认为人事管理和财务管理应该注意哪些问题?	
How would you improve your Business & Enterprise Management skills through learning? 你打算如何通过学习提高自己的企业管理水平?	
What assistance do you expect from Big Feet Health Group Head Office and why? 你希望从足王总部得到哪些支持? 为什么?	
How would you deal with the rather challenging tasks, such as new masseur training, which has become a job routine? 培训技师已然成为常态, 你怎么做好这个极为挑战的工作?	
Do you have any good ideas as to how to keep the masseurs and increase returning clients? 你有什么好办法留住技师和增加回头客?	
What kind of personal qualities should managers have? 管理者应具备何种特质?	
What are your weaknesses? 你的弱点是什么?	



7. Problem-solving skills, Resiliency skills, and Coordination skills

解决问题能力，抗压能力，协调能力

Dealing with numerous business issues can be chaotic on a daily basis, are you well-organized and able to prioritize tasks, then solve them one by one? for example:
每日面对纷繁事务，你能否分清主次和轻重缓急，不急不乱条理清楚逐一解决吗？举例说明。

What are the key factors for Big Feet as a business? 什么是足王业务的关键？

What do you think is the most difficult task? 对你来说最大难点是什么？

After joining the franchise business you find that things are not as easy as you imagined, what is your response: Are you regretted and frustrated?

Helpless and evasive? Or are you filled with stimulated potential and spirit to excel, ready to learn quickly and grow faster?

If you lack the confidence to do well alone, do you possess the humility to seek professional assistance?

加盟后发现并非想象般容易，你的反应会是：后悔，埋怨，无奈，逃避，不情愿又没有办法，激发潜能和斗志，当做珍贵的人生经验尽量学习并做好，如何都做不好但能尊重专业人士或者负责任地彻底解决？

How would you deal with conflicts with the property management company, employees, clients, or the landlord? 与管理公司、员工、客户、房东等发生矛盾，你如何处理？

Have you ever thought about how to deal with crisis situations, emergencies, and force majeure (acts of God)?

危机情况处理，突发事件，不可抗力，怎么应对，你想过吗？



8. Financial Situation 财务状况	Personal Characteristics 性格特征
How many companies or properties do you have? 你拥有哪些公司或物业？	性格描述Character description
Do you have any pending financial disputes? 是否有任何财务纠纷？	兴趣爱好Hobbies
Have you ever applied for bankruptcy? 是否曾经申请破产？	情绪控制Emotional control
How much is the total amount of funds available for this franchise? 本次加盟准备提供资金额大约为多少？	家庭观念Family values
Does it include any loans/ If so, how much? 有无贷款？ 金额？	遵章守时Punctuality
How much is your available liquidity? 流动资金准备？	兑现承诺Trustworthiness
How much is your available emergency funding? 应急资金准备？	保守秘密Sense of confidentiality
Please briefly describe your attitude towards money. 简述你对金钱的看法。	细心周到Attention to details 卫生习惯Hygiene habits 朋友圈Circle of friends



9. Personal reputation, Social recognition, References

个人信誉，社会嘉许，推荐人

Sense of Responsibility: As a franchisee, are you able to fulfill your responsibilities to all related parties? What are the several related parties? 责任感：作为加盟商，可否履行对各方责任？那几方？	
Please imagine a worst case scenario and explain what you will do to deal with it? 请想象在某一种最坏情况下你如何处置？	
Honors: What kind of awards have you received? 荣誉感：受过何种嘉奖？	
Empathy: Community contribution? Donations? Volunteer job, etc.? 怜悯心：社区贡献？捐助？义工等？	
Two of your References 两名推荐人	
Name 1姓名1	Occupations 职业
Address 地址	Relationship to you 关系
Phone Number 电话	Years of Acquaintance 相识年数
Name2 姓名2	Occupations 职业
Address 地址	Relationship to you 关系
Phone Number 电话	Years of Acquaintance 相识年数



10. Language Skills 语言能力

English / 英语

Listening Comprehension 听力	Fluent 很高	Excellent 较高	Intermediate 中级	Fair 一般	So-so 可接受	Poor 较低	N/A 无
Verbal 口语	Fluent 很高	Excellent 较高	Intermediate 中级	Fair 一般	So-so 可接受	Poor 较低	N/A 无
Writing 写作	Fluent 很高	Excellent 较高	Intermediate 中级	Fair 一般	So-so 可接受	Poor 较低	N/A 无

Mandarin/Cantonese 国语/粤语

Listening Comprehension 听力	Fluent 很高	Excellent 较高	Intermediate 中级	Fair 一般	So-so 可接受	Poor 较低	N/A 无
Verbal 口语	Fluent 很高	Excellent 较高	Intermediate 中级	Fair 一般	So-so 可接受	Poor 较低	N/A 无
Writing 写作	Fluent 很高	Excellent 较高	Intermediate 中级	Fair 一般	So-so 可接受	Poor 较低	N/A 无

Other/其它

Listening Comprehension 听力	Fluent 很高	Excellent 较高	Intermediate 中级	Fair 一般	So-so 可接受	Poor 较低	N/A 无
Verbal 口语	Fluent 很高	Excellent 较高	Intermediate 中级	Fair 一般	So-so 可接受	Poor 较低	N/A 无
Writing 写作	Fluent 很高	Excellent 较高	Intermediate 中级	Fair 一般	So-so 可接受	Poor 较低	N/A 无



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11. Application Region 申请区域

Application Region 申请区域

Province省	City市	District区域	
Total Area面积		Purchase自有物业	Lease租
Proposed Opening Date 拟开业日期	Does the choice of location meet the municipal license requirements (Zoning) 选址是否符合市府牌照规定 (Zoning)		

Feasibility Study可行性研究

Market Research市场调研

Reference Prices价格参考

Estimated Revenue and Expenditure收支预估

Human Resources人力资源

Please briefly describe how you would run a successful Big Feet franchise? 请简单说明你将怎样经营好足王特许经营店?