

## Commercials for Franchisee

Category	Details	Fee + tax	Tenure	Commercial				ROYALTY from LEADS /BUSINESS			Remarks	POSITIVES
				Franchisor	MF Franchisee	Unit Franchisee	BA	MF	UF	BA		
<b>Master Franchisee</b>	Only 1 at a state	1500000	5 years					25%	0%	0%	Payable to Franchisee, On every big budget wedding/event inquiry given by MF	One big wedding with a budget of 80 lacs will ensure recovery of the entire 5 years fee in ONE GO .
	May appoint unit franchisee			70%	30%						From franchise fee with a maximum of 10 franchisee	each unit franchisee is currently 6 lacs . 30% on this 6 lacs equals to 1.80 lacs . Which means if the MF closes 8 UF then also his money is recovered.
<b>Unit Franchisee</b>	Multiple in a city	600000	5 years	70%	30%			5%	20%		payable to Franchisee, On every big budget wedding/event inquiry given by franchisee	MF to share 20% to the UF for leads generated /converted by UF office
	May appoint BA ( Business Associate)			70%	10%	20%		5%	5%	15%	10 BA can be appointed by each unit franchisee %	BA can be appointed by UF too in which case the BA will get 15% of the business got in , the UF will get 5% & MF 5% (25% is then shared in 3 parts )
<b>BA</b>	Multiple	150000	1 year	70%	10%	20%		5%	5%	15%	Appointed by Franchisee	BA's closed by MF will get 10% & MF will get 10%