

➔ Congratulations!
You're in business!

It doesn't end there.....

At Mundays we believe in building long-term relationships with clients, so you can rest assured that we'll be there to help as the franchise grows.

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➔ Buying
a franchise business

Every year thousands of UK entrepreneurs start out on the franchising route to business success.

As with everything, getting the basics right first time is essential. This means not only spending time and effort deciding which sector to enter – it also means getting the right legal advice throughout the acquisition process.

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➔ We make franchise acquisition simple

Mundays' franchise specialists are on hand to help.

We work closely with accountants, insurance brokers, banks and franchise consultants to assess and advise on any franchise opportunity. We are affiliated to the British Franchise Association and a member of the Franchise Information Exchange, a group of BFA affiliated law firms across the UK which share information on a confidential basis on franchise opportunities and give early warning of problems arising in particular franchises.

We guide you from offer to completion as quickly and smoothly as possible, leaving you free to concentrate on your plans for the business.

➔ Your step-by-step guide to franchise acquisition

Depending on exactly what you're buying, and from whom, acquiring a franchise is a step-by-step process.

Exactly what the process involves depends on the answers to two simple questions:

① Who's selling?

There are two main types of franchise business acquisitions - where the seller is the existing Franchisee, and where the seller is the Franchisor. Obviously, in both cases the Franchisor must consent to the sale.

② Is property involved?

The answer to this question will go a long way to determining just what the process involves.

If you're buying a property as part of the franchise, we conduct the searches needed to reveal essential information such as planning consents, local authority proposals, and information about environmental matters.

If you're acquiring leasehold property, the landlord's consent is usually required. Where you're taking an assignment of the lease of the premises, this consent is given in the form of a Licence to Assign prepared by the landlord's solicitors. You will need to supply references for the landlord's approval and may also have to pay a deposit as security for payment and service charges. If the lease is an underlease, consent may also be required from any superior landlord.

③ Documentation

We take care of the considerable documentation that acquisition involves, starting with draft documentation from the seller and/or the Franchisor. Typically, this includes a sale agreement, the franchise agreement, a copy of the existing lease or a draft of the proposed lease and evidence of title if applicable.

We advise you on the terms of the documentation and, where appropriate, negotiate amendments. We ask the seller's and/or Franchisor's solicitors about service charges and management of the building, status of the business, if applicable, and seek clarification of issues arising out of the review of the franchise agreement. If you are borrowing funds for the purchase we handle everything associated with the mortgage. When we have replies to all the enquiries we provide you with a report on title and the contracts for signature.



④ Exchange of contracts

On exchange of contracts we agree a completion date.

⑤ Completion

You're almost in business.....

We will send you shortly before completion a statement showing the amount due to the Seller, plus other details such as the apportionment of rent, service charges and other pre-payments and charges due to complete the purchase - Stamp Duty Land Tax, local registry fees and any rent deposit, for example. We prepare the Stamp Duty Land Tax return and any mortgage deed for your signature, receive any mortgage money from the bank and the balance of the amount due on completion from you, and forward the completion monies to the seller's solicitors. In exchange we receive the lease, the keys are released to you and finally we send the Stamp Duty Land Tax return to H.M. Revenue and Customs and register the Transfer and any mortgage with the Landlord and the Land Registry.