



Questionnaire for the application of a PANO Boutique franchise

PLEASE RETURN by:

e-mail: international@pano-boutique.com

fax: +33 5 56 18 93 20

mail: PANO Boutique - 5 allée Michel Ange - F-33700 MERIGNAC - FRANCE

name of the applicant:

desired country:

city 1:

city 2:

city 3:

Only one box should be checked for each question

Q1	Do you have a professional business experience	no experience <input type="checkbox"/>	little experience <input type="checkbox"/>	some experience <input type="checkbox"/>	good experience <input type="checkbox"/>	ancient franchise <input type="checkbox"/>
Q2	Do you think being able to work as an independent business-person	not at all <input type="checkbox"/>	yes, with training and support <input type="checkbox"/>	business-person by nature <input type="checkbox"/>	excellent business personality <input type="checkbox"/>	creative business personality <input type="checkbox"/>
Q3	Were you born and/or have you lived in the selected city	never lived, never worked <input type="checkbox"/> city 1 <input type="checkbox"/> city 2 <input type="checkbox"/> city 3	never lived, but I know it <input type="checkbox"/> city 1 <input type="checkbox"/> city 2 <input type="checkbox"/> city 3	lived, but not worked <input type="checkbox"/> city 1 <input type="checkbox"/> city 2 <input type="checkbox"/> city 3	lived and worked for several years <input type="checkbox"/> city 1 <input type="checkbox"/> city 2 <input type="checkbox"/> city 3	born, lived and I still work there <input type="checkbox"/> city 1 <input type="checkbox"/> city 2 <input type="checkbox"/> city 3
Q4	Do you have business-contacts in the selected city	contacts to be made <input type="checkbox"/> city 1 <input type="checkbox"/> city 2 <input type="checkbox"/> city 3	some contacts <input type="checkbox"/> city 1 <input type="checkbox"/> city 2 <input type="checkbox"/> city 3	good contacts <input type="checkbox"/> city 1 <input type="checkbox"/> city 2 <input type="checkbox"/> city 3	contacts useful for the « Boutique » <input type="checkbox"/> city 1 <input type="checkbox"/> city 2 <input type="checkbox"/> city 3	contacts in the existing market <input type="checkbox"/> city 1 <input type="checkbox"/> city 2 <input type="checkbox"/> city 3
Q5	What are your financial means for the purchase of the franchise	self-financing <input type="checkbox"/>	25% loan <input type="checkbox"/>	50% loan <input type="checkbox"/>	75% loan <input type="checkbox"/>	100% loan <input type="checkbox"/>

... who marks all, over everything, everywhere ...

Only one box should be checked for each question

Q6	Are you a hobby handyman	not at all <input type="checkbox"/>	occasionally <input type="checkbox"/>	average <input type="checkbox"/>	good <input type="checkbox"/>	all crafts <input type="checkbox"/>
Q7	Are you computer literate	not at all <input type="checkbox"/>	occasionally <input type="checkbox"/>	average <input type="checkbox"/>	good <input type="checkbox"/>	passionately <input type="checkbox"/>
Q8	Are you an Internet-user	not at all <input type="checkbox"/>	occasionally <input type="checkbox"/>	average <input type="checkbox"/>	good <input type="checkbox"/>	passionately <input type="checkbox"/>
Q9	Are you well organized	not at all <input type="checkbox"/>	extremely <input type="checkbox"/>	organized <input type="checkbox"/>	well organized <input type="checkbox"/>	methodical <input type="checkbox"/>
Q10	What would be your reaction if there is a lack of orders	I wait <input type="checkbox"/>	I leave for a vacation <input type="checkbox"/>	I go out to sell <input type="checkbox"/>	I'll send a promotional offer to all my adresses <input type="checkbox"/>	I call for all the outstanding offers <input type="checkbox"/>
Q11	How would you react to a suggestion by the head of the network	reject <input type="checkbox"/>	analyse <input type="checkbox"/>	ask somebody else about it <input type="checkbox"/>	think of applying sooner or later <input type="checkbox"/>	apply immediately <input type="checkbox"/>
Q12	What is your reaction to an information you receive concerning the activity of the boutique	disregard it <input type="checkbox"/>	analyse <input type="checkbox"/>	ask somebody else about it <input type="checkbox"/>	think of applying sooner or later <input type="checkbox"/>	use it immediately and inform the network <input type="checkbox"/>

... who marks all, over everything, everywhere ...

Only one box should be checked for each question

Q13	<i>How do you react to the visit of a supplier without previous appointment</i>	I order immediately <input type="checkbox"/>	I refuse to meet him <input type="checkbox"/>	I order after thinking about the offer <input type="checkbox"/>	I order after thinking about the offer, calculating the benefit and considering the budget <input type="checkbox"/>	I ask an experienced member or the head of the network for advice <input type="checkbox"/>
Q14	<i>What do you do if you have too many orders</i>	I accept them and I do the job whenever I have time <input type="checkbox"/>	I refuse the orders <input type="checkbox"/>	I send the costumers to a colleague of the network <input type="checkbox"/>	I accept the orders and I work day & night to fulfill them <input type="checkbox"/>	I accept the orders after having agreed the outsourcing with the network <input type="checkbox"/>
Q15	<i>After finishing an order for a national brand...</i>	I don't inform anybody <input type="checkbox"/>	I'll inform the others at the next national meeting <input type="checkbox"/>	I inform my network colleagues <input type="checkbox"/>	I inform the Key Costumer Department <input type="checkbox"/>	I'll inform the head of the network so that the whole network can benefit <input type="checkbox"/>
Q16	<i>How did you plan your investment project</i>	a little rapidly, but I had to do it <input type="checkbox"/>	rapidly but I had to do it <input type="checkbox"/>	the project was thought through <input type="checkbox"/>	the project was well thought through <input type="checkbox"/>	the project was thought through and anticipated <input type="checkbox"/>
Q17	<i>How many networks did you contact</i>	none <input type="checkbox"/>	less than 5 <input type="checkbox"/>	more than 5 <input type="checkbox"/>	less than 10 <input type="checkbox"/>	more than 10 <input type="checkbox"/>

... who marks all, over everything, everywhere ...

Several answers possible

Q18	Are you	a chatterbox <input type="checkbox"/> yes <input type="checkbox"/> no	a fan of the cell phone <input type="checkbox"/> yes <input type="checkbox"/> no	creative <input type="checkbox"/> yes <input type="checkbox"/> no	a fan of photography <input type="checkbox"/> yes <input type="checkbox"/> no	imaginative <input type="checkbox"/> yes <input type="checkbox"/> no
Q19	Are you	completely available <input type="checkbox"/> yes <input type="checkbox"/> no	ambitious <input type="checkbox"/> yes <input type="checkbox"/> no	a lover of good food <input type="checkbox"/> yes <input type="checkbox"/> no	a lover of a good life <input type="checkbox"/> yes <input type="checkbox"/> no	a gambler <input type="checkbox"/> yes <input type="checkbox"/> no
Q20	Your personality	individualist <input type="checkbox"/> yes <input type="checkbox"/> no	dominant <input type="checkbox"/> yes <input type="checkbox"/> no	good company <input type="checkbox"/> yes <input type="checkbox"/> no	open <input type="checkbox"/> yes <input type="checkbox"/> no	communicative <input type="checkbox"/> yes <input type="checkbox"/> no
Q21	How would you invest your benefits	in real estate <input type="checkbox"/> yes <input type="checkbox"/> no	on the stock exchange <input type="checkbox"/> yes <input type="checkbox"/> no	investment with a good capitalization <input type="checkbox"/> yes <input type="checkbox"/> no	trips and holidays <input type="checkbox"/> yes <input type="checkbox"/> no	in fine arts <input type="checkbox"/> yes <input type="checkbox"/> no
Q22	What do you think of our concept	a good return on investment <input type="checkbox"/> yes <input type="checkbox"/> no	adapted to the market <input type="checkbox"/> yes <input type="checkbox"/> no	adapted to your person <input type="checkbox"/> yes <input type="checkbox"/> no	a futur oriented concept <input type="checkbox"/> yes <input type="checkbox"/> no	good cost/price relation <input type="checkbox"/> yes <input type="checkbox"/> no
Q23	What is your motivation to join a network of independents	to be independent <input type="checkbox"/> yes <input type="checkbox"/> no	to have better work hours <input type="checkbox"/> yes <input type="checkbox"/> no	direct contact with the costumers <input type="checkbox"/> yes <input type="checkbox"/> no	a balanced life <input type="checkbox"/> yes <input type="checkbox"/> no	mastery of the future <input type="checkbox"/> yes <input type="checkbox"/> no

... who marks all, over everything, everywhere ...