

Special Risks to Consider About *This* Franchise

Certain states require that the following risk(s) be highlighted:

1. **Out-of-State Dispute Resolution.** The franchise agreement and development agreement require you to resolve disputes with the franchisor by arbitration only in Minnesota. Out-of-state arbitration may force you to accept a less favorable settlement for disputes. It may also cost more to arbitrate with the franchisor in Minnesota than in your own state.
2. **Supplier Control.** You must purchase all or nearly all of the inventory or supplies that are necessary to operate your business from the franchisor, its affiliates, or suppliers that the franchisor designates, at prices the franchisor or they set. These prices may be higher than prices you could obtain elsewhere for the same or similar goods. This may reduce the anticipated profit of your franchise business.
3. **Financial Condition.** The Franchisor's financial condition as reflected in its financial statements (see Item 21) calls into question the Franchisor's financial ability to provide services and support to you.
4. **Minimum Development Quotas.** You must open the agreed-upon number of Cost Cutters salons, whether just one or 3 or 6 ("Minimum Development Quotas"), within specified development periods ("Development Periods"). If you fail to do so, your Franchise Agreement and Development Agreement will either be subject to termination or will automatically expire.
5. **Mandatory Minimum Payments.** You must make a minimum continuing fee, regardless of your sales levels. Your inability to make the payments may result in termination of your franchise and loss of your investment.
6. **Turnover Rate.** During the last 3 years, a high percentage of franchised outlets (more than 50%) were terminated, not renewed, re-acquired, or ceased operations for other reasons. This franchise could be a higher risk investment than a franchise in a system with a lower turnover rate.

Certain states may require other risks to be highlighted. Check the "State Specific Addenda" (if any) to see whether your state requires other risks to be highlighted.