7-Eleven FOA Southern California

Perspective

June 2014

Unity | Profit | Communication

A Publication of the 7-Eleven Franchise Owners Association of Southern California

FOASC Board members and guests at the 2014 Trade Show

FOASC EVENTS

The 28th Annual Joe Saraceno Invitational Golf Tournament

Wednesday, August 20th 2014

Industry Hills, California

Holiday Party December 6th 2014 @Disneyland!!

Upcoming Events

The 28th Annual Joe Saraceno Invitational Golf Tournament Wednesday, August 20th, 2014
Industry Hills, California

Please Mark Your Calendar

FOASC Members Meetings:

- August 13th 2014
- September 10th 2014
- October 8th 2014
- November 12th 2014- FOASC Election

Annual Holiday Party
December 6th 2014 @ Disneyland

PERSPECTIVE

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PERSPECTIVE is the official magazine of the 7-Eleven Franchise Owners Association of Southern California 7-Eleven

Perspective

"The capacity to view things n their true relations or relative importance and to view your own risk in a larger framework."

We chose to name our publication PERSPECTIVE simply because of its traditional meaning. It seemed to encompass in one word the overall philosophy of the small group which formed our Association way back in the early seventies.

Today it stands the "test of time," maybe more so.

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Advertiser's Index

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President's Message

Hello Everyone. I would like to begin by thanking and congratulating all of our members and vendors for all the hard work that everyone has put in for the success that we have reaped this past quarter. The Association would not be where it is today without your support and dedication. Our Executive Officers and Board of Directors have worked day and night to make this Association successful, and I believe that our hard work has paid off as we continue to succeed in our ambitious endeavors. Each of our three recent monthly stated meetings has been successful with large attendances and involved discussions.

Our annual trade show was held on the 21st of May 2014 at the Pasadena Convention Center. I am proud to say that our trade show was even more successful than last year in terms of vendor support and member participation. 112 booths registered for this year's trade show, easily surpassing 104 booths that we had registered in 2013. Of course, none of this would be possible without the tremendous support of our members, vendors, and SEI management. When the Association, our members, our vendors, and SEI management come together, you can surely expect great things to happen. True progress can only be achieved through unity, so we all team up and work as hard as we can to make sure that we can help our members' to achieve maximum profits and so that none of their problems go unanswered. We will continue to help our members in any way possible as long as we have their unconditional support.

This Association was built by our members, for our members and the only way that our members can obtain the maximum benefit from the Association is by showing up to all of the events and staying up to date with the steps that we as an Association are taking to help them.

We are always open to any feedback our members provide us and we are willing to do anything it takes to make sure that our members are satisfied and their problems are solved. We are constantly at work trying to better our Association and help out in the community. Like we have in the past, we plan to continue our hard work and dedication to ensure that 2014 is an even more successful year for us. We have many plans in place to better our Association and ultimately provide our members with any services they need to maximize the success of their businesses and to help out and increase our involvement in the community. We would like to support the community and increase our involvement with local groups and charities. We plan to have even more guest speakers involved in our meetings so that we can discuss in detail and solve any problems our members might be having. We also hope to increase our relationship with our vendors and extensively support them so that they can continue to provide us with any assistance that we need. Of course, all this can only be possible with the help of our members.

The more our members step forward to attend our events, help our vendors and be a part of our Association, the more our vendors will be willing to support us to better our Association. In the end, I would like to urge all of our readers to step forward and support our Association as much as you can. The only way for us to improve and better ourselves is through your support and feedback. As long as we all work together to better ourselves, I don't think any goal is out of our reach.

Thank You.

FOASC February 2014 Stated Meeting

FOASC Sated Members Meeting was held on February 12th 2014 at Royal Delhi Palace in Canoga Park. The meeting opened with a welcome speech from our President Nick Bhullar. He Introduced the newly elected National Chairman Joe Galea to the members. The Chairman laid down goals and polices for the year 2014.

Our Main Sponsors of the event were Hershey's, Modern Smoke, Monster Eergy and Shamrock. They gave very good offers to our members. New products were introduced at the event.

Mike Suppe (Director of West Operations asset Protection) spoke on how to protect our assets. He also stressed on the needs to keep a tag on the things happening at our stores. He gave us the checklist to do and not do things. Norman Hower (Zone Leader) touched on various topics. REGIS new audit company was introduced. We had really good discussions on how to improve the auditing at the stores.

The meeting was followed by dinner where the vendors and the guest got the opportunity of meeting on one to one basis to share the personal views and ideas.











Accountability and Permits- Paul Lobana

As any business person with experience knows, good credit is essential for the successful day to day operation of any business, be it a one person operation or a fortune 500 enterprise. It is not practical for most businesses to operate on a cash only basis as doing so requires the stockpiling, or idling, of sufficient sums of cash to adequately provide for the regular and irregular movement of goods and services necessary to operate a successful enterprise. This would include the often unpredictable large expenses that may be encountered in any business for which lack of sufficient on-hand funds (or credit) could spell the end of that business. Therefore, virtually all businesses must maintain a very good (i.e. lowest cost) credit availability in order to be agile and thus competitive.

When situations occur beyond the control of a franchise business owner, such as with 7-Eleven for example, in which the franchisee's credit is negatively affected by the actions, or inactions, of the franchisor, and through no fault of the franchisee, steps must be taken by the franchisor to correct the underlying cause immediately. The time and effort expended by the franchisee to correct an erroneous credit report entry is time and energy taken away from the operation of the business at hand.

A case in point involves several Southern California 7-Eleven stores in which the Conditional Use Permit (CUP) renewals, the responsibility of 7-Eleven corporation in Dallas, were not paid in time, resulting in default notices and even court cases being directed at the local franchisee simply because this franchisee's name was on the permit. This occurred more than once and though the matter was either resolved, or in the process of being resolved at the local jurisdiction level, the problems resulting from these becoming a negative credit entry in the franchisee's credit reports is much harder and time consuming to correct.

When this impacts the smooth functioning of the franchise in question not only does the franchisee's income suffer, but so does the income of the corporation as a whole. If this happens at a critical time the damage may never be undone.

Some investigation revealed that this type of situation is not isolated but systemic. This is believed to be the result of budget cutbacks in the accounting department of 7-Eleven corporation in Dallas, though no doubt an unintended consequence. The shortage of manpower and the resulting overworking of remaining staff has apparently resulted in paperwork processing delays and thus these oversights. Therefore, for the benefit of all involved, including financially and the good will required for a smooth and successful business, it is critical that measures be implemented to prevent such occurrences in the future.

One possible method could be for the 7-Eleven corporation accounting department in Dallas to add some kind of software alerts or red flags on the accounts of all franchisees who's permits are nearing their due dates. Another might be to have 7-Eleven corporation be named in the permits so that late notices would go directly to Dallas. I am sure many other ideas could be developed but the goal must be that the franchisee should not be negatively affected by corporate functions for which the franchisee has no control. The franchisee can also participate in this by having a reminder program in the software they use daily that would keep tabs on any pending permit renewals so that they can also be on top of the matter and follow up if necessary. The answer seems to lie in better communication, which also benefits the entire operation as a whole in many other ways. ♑

Thank you,

FOASC March 2014 Stated Meeting

FOASC Stated Members meeting for the month of March was at held at Diamond Palace. The main sponsors for the event were Gurrnaid Energy, Alkame Water, Pepsi, Bart Cookies and Yes Energy. They set up great eye catching tables and displays. New products and excellent offers were given to FOASC members. The also discussed upcoming deals. Bart Cookies was launched in the market. Naturenique was introduced by Lisa.

Craig P. Kennedy (Attorney At Law) spoke on the agreements and corporations.

Alpa Maniar (Insurance Specialist) gave an insight on the Obama Care plans. She discussed how it might affect us.

Meeting was followed by raffle prizes and dinner. Vendors and other guests interacted with members. Many orders were given which certainly made the happy. Special deals are always scooped away by many.

Improving Workers Compensation Outcomes
By John Barbot

In recent years, we have seen a dramatic increase in "serious" Workers Compensation claims. These claims are defined as the following: (A) cost over $40,000; (B) average of 8-12 years to close; (C) involving incidents of assaults, lifting and slip & fall; (D) cumulative trauma; and (E) all others. These claims are putting price pressures on the workers compensation plan. I would like to look at these types of claims and then suggest some actions franchisees can implement to minimize these incidents.

Assaults

Assault claims represent 32.1% of the total number of incidents. The average cost of these claims total $138,960. They involve loss of time from work and take 7-10 years to close. 18% of assaults involve guns; 82% of employees are males and 96% of employees are under 40 years old. The injury characteristics are: brain damage, loss of eyesight, loss of life (Six since 2004), psychological disorder, and re-construction of the face.

Typical assault claims include: customers throwing items at clerk (i.e., bottles, rocks, punches); beer runs where clerk chases culprit and is beaten, shot or stabbed; ID incidents where customer becomes insulted and then violent towards clerk; robbery attempt where clerk confronts robber; and breaking up fight with drunks in store.

Lifting

Lifting claims represent 37.2% of the total number of incidents. The average cost of these claims total $117,237. They involve loss of time from work and take 8-14 years to close. This category results in back, neck, shoulder, groin, and hernia injuries. 65% of the injured workers are female; 65% of the employees are over 40 years old. Typical tasks that contribute injuries to this category are: changing bag in the box; lifting heavy loads of trash and/or ice bags; lifting oversized boxes.

Slip & Fall

Slip & fall claims represent 16.1% of the total number of incidents. The average cost of these claims total $126,720. They involve loss of time from work and take 5-8 years to close. This category results in knee, shoulder, hand, elbow, back, ankle and foot injuries. Typical tasks that contribute injuries to this category are: while stocking, slips and twists back; tripping on mat; hitting hand on rack/shelf; bending down, employee slips and pops knee; struck by falling shelves; falling and hurting back while mopping; standing on chair and/or milk crate and falling and hurting ankle, elbow; foot caught while mopping under machine; tripping over chair and or box and hurting knee; picking up full mop bucket, employee slips and strains back; while in cooler, employee slips on icy surface and hurts back.

Cumulative Trauma

Cumulative Trauma (CT) claims represent 5.4% of the total number of incidents. The average cost of these total $98,107. These claims are post-termination claims. The average time to close these claims is 3 years. The usual scenario involves an action by HR such as a reprimand and/or letting the employee know you are not happy with their job performance. The employee quits. He/she runs to an attorney. The employee will make an allegation that they sustained bodily injuries over time due to the job's demands (i.e., they hurt their knees, shoulders, neck, elbow, feet).

All Others

This category represents 10% of the total number of incidents. The average cost totals $83,019. These claims usually close out in less than three years. These are careless incidents such as falling off a chair, running into a door, lacerations, carpal tunnel, and cumulative trauma.

Improving Workers Compensation Outcomes
By John Barbot

Action Plan

What can a franchisee do to minimize these claims? After all, they are accidents. The truth is a franchisee can do many things to minimize the frequency and cost of these incidents.

1. Enforce the job description and your store's injury prevention plan. If you see an unsafe act, bring it to the employee's attention. Write people up for not following your policies.
2. Make sure all complaints of pain while at work are investigated. For example, if an employee complains to you or another employee that his/her knee hurts, confront the allegation. You have the right to expect a person can do the job 100%. If you have any questions, have the employee bring you a doctor's note that they can perform the job.
3. Make sure employees report any workers compensation injury to you or your manager. Make sure they know where to report the claim. If there is any question, call 888-505-7110.
4. When you find out about the injury, report the claim immediately. Data has shown claims reported within 3 days of the injury produce better results and ultimately cost less.
   A. What are the consequences of late reporting? (1) there is a potential increase in litigation; (2) it jeopardizes a timely and thorough investigation of the claim; and (3) claims reported more than 3 days after the injury results in a higher cost.

   B. Stay involved with the claim. Check with the adjuster at least once a month. If you discover any new information, please let them know as soon as possible.
   C. An employee CANNOT return without a doctor's note. He/she has to be released to full duty, light duty, or restricted duty. If the doctor recommends accommodations, you are required by law to review the restrictions. It is up to you if you can accommodate their needs.

1. Assault claims:
   a. Be sure you emphasize only "bad" things happen when you leave the counter. Do not confront beer runners. Take down license numbers. Make a copy of the incident. Tell the franchisee or your manager about the incident.
   b. If you are in a robbery situation, cooperate fully; do not confront.
   c. Have your windows clearly visible from the street.
   d. Follow the money management & cash control policies of the store.
   e. During ID checks, train employees to gather the product first and then ask for the ID. That way the product will not be used as a weapon.
2. Lifting claims:
   a. Know the capabilities of your employees. Bag in the box & full trash bags are heavy. Having an ergonomic plan to handle them can limit these types of claims.
   b. Many claims occur in the back room where there is no camera coverage. PUT A CAMERA IN THE BACK ROOM!

3. Slip & fall claims:
   a. The front door, the beverage stations, the cooler area, and the aisles are the main areas for slipping & falling.
   b. Be sure employees respect the recently mopped area. Many employees will ignore the wet sign and fall.
4. Cumulative trauma claims:
   a. This is a HR issue. Be sure you evaluate people per the job description.
   b. Check with employees to ensure they have received their entire pay.
   c. If possible, do a post-employment interview and see if they have any unreported injuries.

You, as the employer, set the safety culture. ENFORCE YOUR RULES! It is important to keep workers compensation claims to a minimum. IT WILL SAVE YOU MONEY!

FOASC April 2014 Stated Meeting

FOASC Stated Members meeting for the month of April was held at Royal Palace, Canoga Park. Thanks to our main sponsors Coke, Monster Energy and Bravia foods (Wholesome Nuts) for making our meetings so successful. They bring the energy and color to the meetings. Special deals, New products launches always are very interesting. The exclusive offers were very well taken by the franchisees.

The main guests were Andrew Casana (Regional Manager, Government Affairs), John Barbot (Employment Practice Insurance) discussed various subjects.

Nick Bhullar our president presented many ways to improve the sales. He gave excellent examples how we can make more profits by making slight changes in our strategies. The active participation from Members can provide good solutions beneficial to all. One Mail from a member regarding Grey Hound Tickets to FOASC Office was enough to resolve the issue affecting hundreds of members. This is the trade mark of FOASC where we strive to help and resolve the problems that any franchisee might face. The meeting was followed by raffle prizes and dinner.

Stock Up- By Jawad Ursani

When was the last time you walked into a McDonalds and ordered a Big Mac and the sales associate working said, "I'm sorry but we are out of that item, would you like a Fish Sandwich instead" or went into a Taco Bell and ordered a Doritos Loco Taco, and the sales associate said, "I sorry we just ran out, however, we will get some more tomorrow." I am sure most of us will never trust that store or go to that location again. The point I am trying to make is why should we accept this in our stores? Recently, I walked into my store and found we were out of our number one selling sandwich, Smoked Turkey, around 5pm. I spoke to my manager, and the typical answer I always receive is that someone just bought the last one, or more are coming in tonight. For the longest time, I never thought of it as a big deal until now. Millions of customers everyday rely on us to fulfill their needs, so it is our responsibility to meet that demand each and every day. Keeping top-selling items in stock is the one of the most important components of our business. Order writers, vendors, and the SEI management team need to work together to insure this happens each and everyday. One of the basic fundamentals of any business is to satisfy the customers' needs, and doing so in a fast and friendly manner equals SUCCESS!!!

How do we achieve this success?

First, it begins with the franchisee. If the franchisee makes it a priority to hold every order writer accountable, reward with positive feedback, and coach when mistakes occur, staying in stock on top seller can be achieved. Walking into a well-stocked store with the products that our customers want at any time of the day is a rewarding feeling not only for the franchisee, but also for the customer. This combination not only brings customers back but also puts lots of dollars to the bottom line. As we become a food service destination, we must also look and behave as one.

I have visited many stores, including my own, and have found broken counters, old floors, rusty equipment, and dirty ceiling titles just to name a few. Selling food in this environment is difficult at times, especially when the competition is continuing to remodel, add new equipment, and change layouts to meet the changing needs of the customers.

Believe me when I say we do have great products in our stores but sometimes these products get lost in the old style way we do things. McDonalds, Star bucks, Subway and even El Pollo Loco invest millions of dollars every seven to ten years updating the layout and décor of their stores due to the charging need of the customers. 7-Eleven has not held up to this tradition, and therefore we cannot compete at the highest level. I don't have a solution for this but simply request that we should keep our stores modern and one step ahead of our competitors. We owe this to our customers!Summer is just around the corner and lots of great weather should be approaching. We will have hundreds of customers coming into our stores looking for products to cool them down like Slurpee, soda, water, and of course, beer. Most, if not all of our stores will have nearly 100% in stock of these items. I have challenged my managers and order-writers to take this same approach to our fresh food category. I have limited my SKU counts on my fresh sandwiches, fresh donuts, grill items and even hot foods. I requested my order-writers to focus on the top sellers (top 3 SKU in each category) and use a "Never Out" approach to grow sales. So far, I can say that the category is trending up and by limiting the SKU count the categories are also profitable.

I would like to touch on the gross profit of our fresh food items before write-offs. I am sure we can all agree that it should be better. Having gross profits north of 40% is welcomed in most of our stores.

Stock Up (Continued)

I know SEI tries very hard to balance quality and margin, but I still believe we can do better, by changing the packaging, buying in bulk the basic ingredients or offering next next day delivery can help reduce cost of goods. These ideas may not be popular with some folks, but if we can sustain sales and at the same time increase margin, I think it is worth a try. Another improvement that can be done to help franchisee is to change the way accounting accounts for our chicken wings. It has been discussed in many meeting that this item should be treaded as a cost item and added retail upon selling (Mark Up). The LDU of chicken wings are seldom accurate, either short or over in every box. SEI has tried repeatedly to adjust the LDU's and in many cases in favor of the franchisee, however, this is still not an acceptable accounting method. As part of the NBLC Food Service Committee, I will continue to voice my opinion and help grow this category, as it becomes a major part of our business in the future.

Finally, as I stated at the opening, our customers expect to find the products that 7-Eleven is known for. We have and will continue to have exclusive items that can only be purchased at a 7-Eleven store. We must take pride in our products and insure that they are available around the clock so when our customers want a Smoked Turkey sandwich, it should be always available at the local neighborhood 7-Eleven store. On a side note, I will be visiting stores and looking for my favorite Smoked Turkey sandwich … so stock up!

I value your opinion and I can be reached at jsursani@yahoo.com.

Seminar prior to Trade Show May 21st 2014

FOASC organized a Seminar just before the Trade Show on May 21st 2014 starting at 10.00 am. This was very well attended seminar. Thanks to our members , guest speakers, special guests from all over USA and SEI Team comprising of Zone leaders and seven market managers. After the very interesting and knowledgeable lectures and discussions and many raffle prizes worth more than $2000 were given away. These raffle prizes were like icing on the cake. It got the minds ready for the trade show.

TRADE SHOW 2014

The FOASC Trade Show was held on the 21st of May 2014 at the Pasadena Convention center. The Trade Show was immensely successful as vendors showed great support and set up 112 booths this year. The vendors all set up very attractive booths and offered exclusive deals to our members. It was an enjoyable, social event and everyone had a great time.

SEI Management supported us and set up a booth providing everyone with snacks. NCASEF executive team also participated and and supported our efforts. Many members form other associations also participated in great numbers .

A raffle was held towards the end of the event with thousands of dollars in prizes being awarded. Some of the prizes included bikes, bags, vendor products, coolers, and ipods. Numerous cash prizes were also given out .The grand prize of $5000 was won by a franchisee, Jugal Kishore.

Our entire association would like to thank all the vendors, members, management, and attendees for their help and support in making this Trade Show a grand success. We could not have done it without you.

FOASC Trade Show May 21st 2014

FOASC Trade Show May 21st 2014

BOBBY RUPAL - MEAL BREAK

MEAL BREAK REQUIREMENTS IN CALIFORNIA

Most employees who work in California for more than five hours per day must be provided with at least a 30-minute meal period. If the employee works no more than six hours, the meal period may be waived by mutual consent of both the employer and employee. Additionally, any time an employee works more than 10 hours in one day, he or she must receive a second meal period of at least 30 minutes. However, if an employee works a total of no more than 12 hours in one day, then the *second* meal period may be waived by mutual consent of both the employer and employee. An employee can only waive one of the two meal periods but not both.

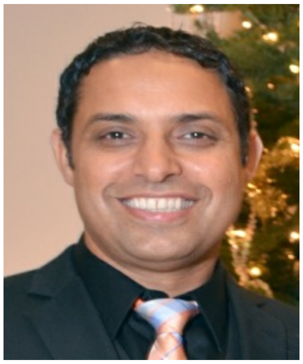
Unless an employee is relieved of all duty during a 30-minute meal period, the meal period shall be considered an "on-duty" meal period and counted as time worked. An "on-duty" meal period shall be permitted only when the nature of the work prevents an employee from being relieved of all duty and when an on-the-job paid meal period is agreed to in writing by all parties. The written agreement must state that the employee may, in writing, revoke the agreement at any time.

If the employer requires the employee to remain at the work site or facility during the meal period, the meal period must be paid. This is true even when the employee is relieved of all work duties during the meal period. In all places of employment where employees are required to eat on the premises, a suitable place for that purpose must be designated.

When an employer does not provide an employee with a required meal period and or employee waives the meal period, it must pay the employee one hour of pay at the employee's regular rate of compensation for each workday that the employee does not receive his or her meal period.

The rest period is based on the total hours worked daily and must be at the minimum rate of a net 10 consecutive minutes for each four-hour work period or major fraction thereof. The Division of Labor Standards Enforcement (DLSE) considers anything more than two hours to be a "major fraction of four." A rest period is not required for employees whose total daily work time is less than three and one-half hours.

The rest period is defined as a net 10 minutes, which means that the rest period begins when the employee reaches a designated rest area. Employers are required to provide suitable resting facilities for employees during working hours in an area separate from the toilet rooms or the work area.



The rest period is counted as time worked, and therefore, the employer must pay for such periods. Since employees are paid for their rest periods, they can be required to remain on the employer's premises during such periods.

Penalties

If an employer fails to provide an employee a rest period in accordance with an applicable law, waiting time penalties applies. The penalty is measured at the employee's daily rate of pay and is calculated by multiplying the daily wage by the number of days that the employee was not paid, up to a maximum of 30 days. This does not mean that the wages continue for a 30-day period, but that the employee may be entitled to up to 30 actual days' worth of wages. The 30-day period is calendar days, and includes weekends and holidays and any other days that the employee would not normally work. Payment of the wages or the commencement of an action stops the penalty from accruing.

For more detailed information or a legal interpretation for your specific employment situation, it is best to seek legal advice from our employment attorney at

951-241-2571

7-Eleven Franchise Owners Association of Southern California

MEMBER BENEFITS

National Coalition:
Free Membership

- *Activities:*
  Monthly Member Meetings
  Monthly Board of Directors Meetings
  Trade Show
  Annual Golf Tournament
  Holiday Party

- *Schloarship Program:*
  Open to Franchisees dependent children and grandchildren
  One $8000.00 four year scholarship per year.
  Two $2000.00 grants per year.

- *Workers Compensation:*
  The most competitive group rates in the state through John Barbot Services.
  Call: 1-888-505-7110

- *Accounting:*
  Free Consulting Services by Ser.Vis.Etc. Contact Norm Winslow at 559-251-0717
  Richard Schwarz

- *Credit Union:*
  Free Membership to South Western Credit Union. Membership can save you thousands of dollars in auto financing fees as well as offering many additional benefits. Call 562-694-8296 and mention you are a member of the 7-Eleven Franchise Owners Association of Southern California.

- *Labor Law:*
  Attorney at Law Bobby Rupal

- *Communications:*
  We will continue to be involved at all levels of communications with 7-Eleven Inc. We will continue to analyze and monitor programs, policies, and important developments within our franchise system.

- *7-Eleven Ombuds Program:*
  A confidential, neutral, informal resource established to help the franchisees and SEI raise and resolve issues without fear of retaliation and with the confidence that the issue will remain "off the record". Call 1-866-711-2221 from 8 A.M til 6 P.M. Central Standard Time.

- The Greatest Benefit

  In the final analysis, the only justification for creating an association is to be of service to our members. Consequently the greatest benefit may very well be to "be there when you need us". Feel free to contact the association at foasc711@yahoo.com anytime, or contact any Director listed in Perspective.

Join the 7-Eleven Franchise Owners Association of Southern California

Monthly Membership for only $15 for the first store.
Plus $10 for each additional location.

MEMBERSHIP APPLICATION

Last Name: ______________________ **First Name:** __________________ **Spouse:** ____________________

Home Address: ______________________________________ **City:** __________ **State:** _____ **ZIP:** ______

Home Phone: (____) ________________________ **Cell Phone:** (____) ________________________

Store Address: ______________________________________ **City:** __________ **State:** _____ **ZIP:** ______

Email: ________________________ @ ________________________ **(for F.O.A.S.C. purposes only)**

#1-Store Number: __________________ **Market:** __________________ **Phone:** (____) ________________

All additional stores $10 monthly per location.

Store Number: __________________ **Market:** __________________ **Phone:** (____) ________________

Store Number: __________________ **Market:** __________________ **Phone:** (____) ________________

Store Number: __________________ **Market:** __________________ **Phone:** (____) ________________

Store Number: __________________ **Market:** __________________ **Phone:** (____) ________________

Are you incorporated? Yes: ☐ No: ☐

I, the undersigned, hereby apply for membership(sp) in the 7-Eleven FOA Southern California and the National Coalition of Associations of 7-Eleven Franchisees. Membership is to begin upon receipt of the membership fee ($15 for the first location and $10 per additional location) and upon acceptance into these Associations as a full member. I further understand that I have a seventy-two (72) hour recession period in which to change my mind about joining these Associations and will receive my initiation fee back in full, if this right is exercised. I further agree to abide by the by-laws of FOASC and have received and reviewed a copy of the by-laws.

Termination of this agreement must be done in writing to the F.O.A. and will take place at the end of the calendar month received.

I authorize the 7-Eleven Corporation to charge my open account for charges below:

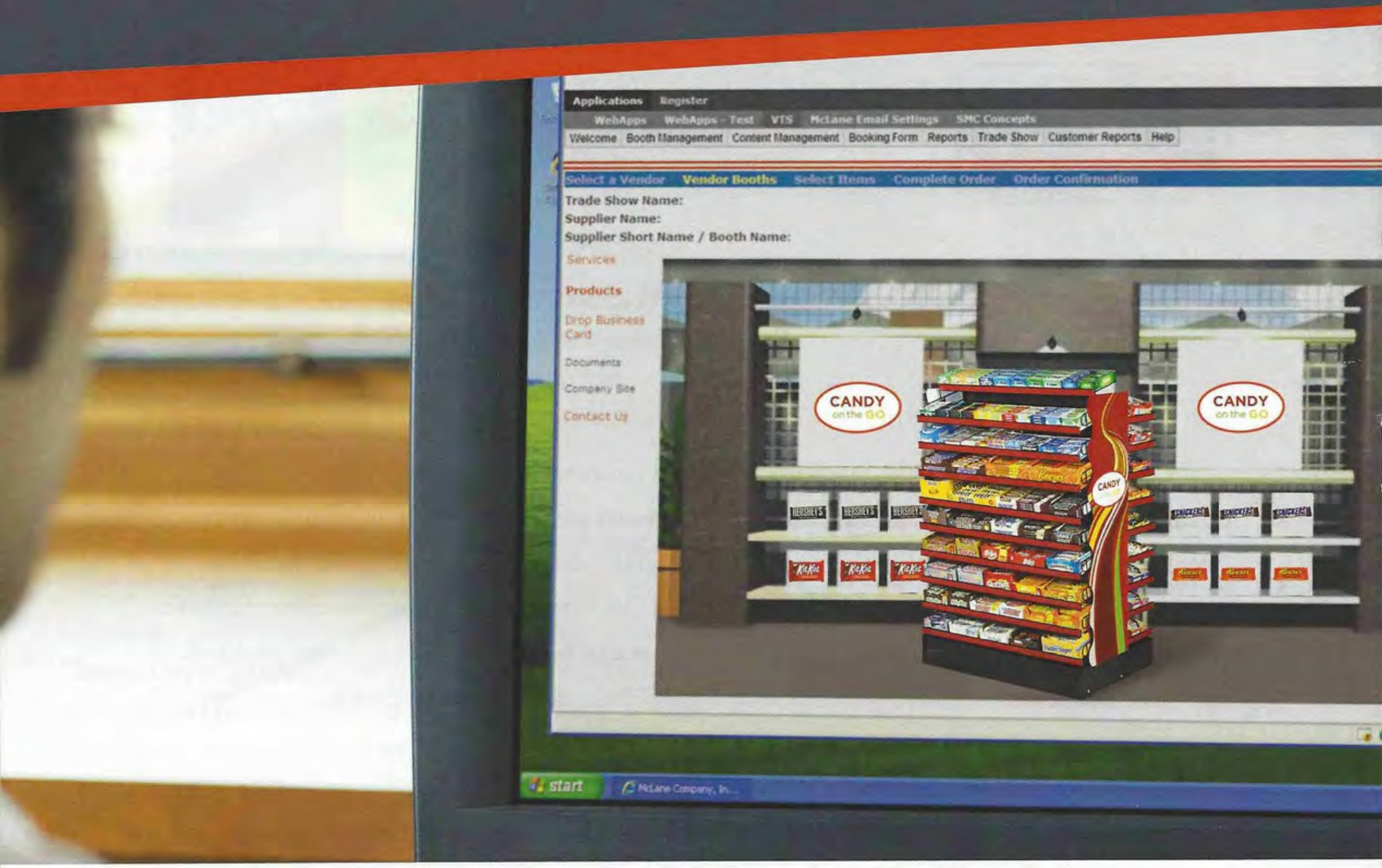
_____ *I authorize my open account #970 to be charged a membership fee of $15.00 per month.*

_____ *I also authorize that an additional $10.00 to be charged per month for each additional location.*

X ________________________________ ______ / ______ / ______ ____________________

Franchisee Signature **Date** **Store Stamp**

Please return completed applications to: 7-Eleven FOASC Office, 1217 Buena Vista, Suite 201, Duarte, California 91010
Phone: (818) 357-5985 - Fax: (818) 435-2978 - Email: foasc711@yahoo.com



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