

FASTSIGNS PUBLIC RELATIONS FACTS

Established	1985
Founders	Gary Salomon & Bob Schanbaum
Started Franchising	1986
Current # of Units Open	538

<u>International</u>	<u>Open</u>
Australia	19
Brazil	15
Canada	20
Mexico	4
<u>UK</u>	<u>23</u>
Total International	81
Total Domestic	457
GRAND TOTAL	538

Under Construction	Domestic	5
	International	3

Investment Approximately \$140.6k turnkey plus \$30k working capital.

Achievements

Franchise Business Review

One of the top 50 Franchises of Franchise Business Review's Franchisee Satisfaction Survey (2006, 2007, 2008 & 2009) with the Prestigious "Best in Class" ranking in Business Services category and #5 overall.

Entrepreneur Magazine

Listed on Entrepreneur Magazine's "the Franchise 500" 14 consecutive years, including ranking of #100 in 2006. #1 sign franchise named on Entrepreneur's 101 fastest-growing franchises for 1998 – Entrepreneur Magazine, February 1999.

Entrepreneur International Magazine

America's Top 200 Global Franchises ranking – Entrepreneur International, Feb/ Mar 2000 issue.

Franchise Update

2005, 2006, 2007, 2008 & 2009 "Star Award"

Poder360° Magazine

Top 25 Franchises for Hispanics – Poder360° 2009

Success Magazine

Ranked #1 in the sign industry on the Success Magazine 2001 Franchisee Satisfaction Survey.

CNN

Featured on CNN's "Entrepreneur's Only" program, March 2000.

Franchise Times Magazine

Listed on Franchise Times Magazine's "Top 200 Franchises" (2000, 2001, 2002, 2003, 2004, 2005, 2006 & 2007).

PBS

Featured on PBS's "Small Business 2000"; ran across the US during the 2nd half of 1998.

Success Based On:

- Selecting and developing good people, both as franchisee and as the franchisor. Our greatest asset is our people. They bring many years of business and industry experience to the organization.
- Commitment to franchisee success through opening and ongoing support. Site selection assistance, store plans provided, three week new owner training and ongoing field support visits.
- A well developed and proven concept supported by an operating system which includes operations, production, personnel management, customer service, telemarketing, sales, and marketing.
- Aggressive marketing through the organization of a franchisee controlled National Advertising Council. We have the most highly developed advertising and marketing programs within the quick sign industry. We were the first sign franchisor to develop an on-line catalog to display products within the quick sign industry, and to develop a national accounts program.
- Strategic planning. We aggressively plan for the future with one eye on today and one eye on the horizon. Much like a chess player, we think down-board, that is to say we are always thinking several moves ahead of where we currently are.