



7 Steps To Owning a Del Taco franchise.

Is Del Taco the right fit for you and your goals? We will guide you through our mutual qualification process so we can assess one another and come to an informed decision. The following are the steps in this process:

Step 1: Review the information contained in our digital eBrochure and franchise website

This eBrochure and website provides an overview of the Del Taco franchise and the different franchise structures available to help you launch, grow and manage your business.

Step 2: Call or email us to express your interest in the Del Taco franchise program

Let us know you want to be considered for a Del Taco franchise. You can call, fax or email us via the web site. Then, we will contact you to discuss the Del Taco franchise opportunity in detail and the next steps including the Franchise Navigator™ profile tool, our 3-part online application and background check authorization. We will provide you with a link for our online franchisee profile survey. This is an easy-to-use profiling survey that takes less than 10 minutes to complete and has proven to be a good indicator of compatibility for our business model. This tool allows us to see how your own personal profile compares with other successful Del Taco franchisees.

Step 3: Complete our 3 part online Application and Background Check Authorization

After our initial conversation, we will send you an email containing your Username/password to our web portal where the Application can be completed. You can review this application, print copies and revisit anytime before or after you've submitted the application. At this point in the process, and of course, with each candidate's permission, Del Taco completes a background check on each principal candidate as part of the approval process.

Step 4: Due Diligence and Franchise Disclosure document

This is the time to begin your due diligence by reviewing the Franchise Disclosure Document. The FDD provides detailed information about all aspects of the Del Taco franchise and includes audited financial statements, a list of our franchisees and a great deal of relevant information to help you better understand our business and franchise model. At this time you may want to contact some of our franchisees, sample the great Del Taco products or reach out to us to answer any additional questions you may have.

At this time, we will ask you to submit your business and financial qualifications.



Step 5: Interviews

After you've reviewed the Del Taco information and we've reviewed some details about you, our Franchise Development team leader will schedule initial interviews (usually over the phone) with you. These interviews enable us to begin the process of moving your interest in a Del Taco franchise into reality. We would follow this up with a meeting with you in your market.

Step 6: Negotiations of Development Agreement and Timeline

At this point, we can discuss and negotiate a development agreement including opening timelines and territories based on the geography you are interested in and what is available for new Del Taco restaurant developments. This process happens with the Development Director from Del Taco. With mutually acceptable terms, a development agreement will be drafted and reviewed and approved by the Review Committee. This step in the process also involves a Discovery Day where you will meet with department heads at Del Taco's corporate office to review the many areas of support you will receive as a franchise owner. A final opportunity for us to mutually assess each other to determine if we want to proceed.

Step 7: Review, Decision and Acceptance

With approval from Del Taco's Review Committee, a final development agreement will be forwarded to you for signature and approval. Then it's time to find a location, secure financing and move forward on your new Del Taco business!