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## FAQs

### **Do I need previous foodservice experience before I buy a Del Taco franchise?**

We prefer our franchise owners to be experienced restaurant operators. However, if you do not have specific restaurant experience you should plan on partnering with an experienced operating partner. This person should have at least a 10% vestment in the business.

### **What will I be doing as a franchisee?**

When you purchase a multi-unit franchise, your responsibility will be to open locations, build individual store sales, provide the utmost in customer service and quality and motivate your teams and employees. We will provide outstanding support to help you make that happen. You will be responsible for developing and executing a local store marketing strategy in your trade area.

### **What financial investment do I need to make?**

Del Taco requires \$500K liquid assets and a net worth of \$1MM.

The total investment for each Del Taco location will depend on the markets you choose. For each location the investment will be vary.

Please refer to the INVESTMENT section of our Franchise Disclosure Document for a clear representation of the total investment ranges. In all cases, the investment includes the initial franchise fees, training costs, inventory, build-out expenses, computer hardware and software and insurance.

### **How will Del Taco define my territory?**

The potential number of locations in your market will depend on many factors, including size of the market, population, competition and timing. Each Designated Territory will vary in size and geographic coverage, based upon population density, growth trends, advertising coverage and other demographic criteria. Collectively, based on your geographic preference, Del Taco will design a multi-unit development area.

### **Can I expect assistance in finding locations?**

For new restaurants, both company and franchise owned alike, we employ sophisticated site selection metrics. We evaluate indicators of market strength such as demographics, psychographics, traffic patterns, competitive landscape and the overall depth and quality of the trade area. This information is then provided to experienced real estate professionals who will work with you in identifying potential locations.



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### **What are the ongoing fees paid to Del Taco?**

The ongoing Royalty is 5% of sales and the Marketing Fee is 4% of sales of which 1.7% will go directly to in-store marketing materials such as POP. There is also a \$10,000 grand opening/promotional fee, which will be spent on the opening of your new restaurant.

### **What else will Del Taco do for me?**

At Del Taco we value our franchisees and the effort they put in to grow the brand. We begin by providing you with sophisticated location selection analysis and follow that with in-depth operations training. You'll learn the techniques and operational processes of our very unique system. Our ongoing support and training programs keep you up to date on the successful techniques we and other franchisees use to grow sales and continually improve operations and customer service.

We will provide you with our Confidential Store Operations Manual. This manual contains a wealth of information about how to operate and grow your Del Taco franchise. Further, we will provide you with marketing aids, sample advertising, promotional recommendations, purchasing guidelines, and other tools you need to start and manage your business.

### **What's the next step?**

You can call us at 800-628-1368 ext.5, or complete the Inquire Now at [www.deltacofranchise.com](http://www.deltacofranchise.com) and you will be contacted to discuss the Del Taco opportunity and your interest.

Please refer to the 7 Steps To Owning for further information.