
From: Jeffrey Johnson <jeff@fransurvey.com>
Sent: Wednesday, January 5, 2022 3:01 PM
To: NASAA Comments
Cc: Andrea.Seidt@com.state.oh.us; Dale Cantone
Subject: [EXTERNAL]My comment - POLICY REGARDING THE USE OF FRANCHISE QUESTIONNAIRES

High-quality franchise organizations do not need any “sleight of hand” to have others say things that they cannot/will not state publicly themselves. This leaves franchise companies, that are not top-tier, to feel like they must use franchisee survey results and clever PR campaigns masquerading as news stories to make claims that the franchisors themselves are not legally or willing to say (such as a financial performance representation).

All this, in order to sell more and more franchises to unsuspecting franchisee candidates. If certain activities are prohibited for franchisors to do/say themselves (not included in the FDD), why should it be acceptable for them to hire others to do/say the same?

Furthermore, the franchise community should not give a pass that allows franchise companies to use advance Questionnaires and Acknowledgments to skirt the rules!

Sincerely,



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