

From: [Kimberly Tauch](#)
To: [NASAA Comments](#); [Theresa Leets](#); bill.beatty@dfi.wa.gov; [Erin Houston](#); [Travis Iles](#)
Subject: [EXTERNAL]NASAA Model Franchise Broker Act
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Kimberly Tauch
Franchise Broker – Agent
Power of Pluck
8756 County Road 508
Anna, TX 75409
kimberly@powerofpluck.com
214-641-1804
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Subject: NASAA Model Franchise Broker Act
Dear Project Group,

I'm **Kimberly Tauch**, and I've been in the franchising world for over 30 years—mostly on the franchisor side, helping build brands like **Nestlé Toll House Café**, **Which Wich Superior Sandwiches**, **Paciugo**, **Pokemoto**, **PIRTEK USA**, **Sweet & Sassy Children's Salon and Spa**, and **Apex Leadership**. Since **April 4, 2025**, I've been working full-time as a **Franchise Broker – Agent** with **Power of Pluck**, but my roots in this industry run deep. I've even been a franchisee myself, running **Nestlé Toll House Café** and **Red Mango** locations in Texas, so I know what it's like to be in the owner's shoes.

Over the years, I've had a hand in awarding **hundreds of franchise units** and guiding ****countless people—individuals, families, you name it—****through the process of exploring business ownership. My job has always been about **clarity**: laying out what franchisors offer, what they expect in return, and—now, as a broker—matching people with opportunities that align with their goals, skills, and financial strength.

I don't sugarcoat things or make promises about guaranteed success. That's on the franchisee—**showing up, putting in the work, and staying engaged**. My role is to be the straight-shooting guide who helps them make sense of it all.

I'm proud to say I've helped **hundreds of people navigate franchising without a single complaint**. That's not just a stat—it's a reflection of how seriously I take the trust people place in me.

So when I hear about new **regulatory burdens** being proposed, I get concerned. I know they're intended to protect consumers, but **piling on more rules risks backfiring**. It could make it harder for ethical, responsible brokers like me to connect qualified candidates with quality opportunities—especially when **adequate regulations already exist** to maintain industry standards.

Here's what I think would work better:

- **A national, standardized training platform** built with input from top franchise broker networks and franchise legal experts. Keep it practical, not bureaucratic.

- **Automatic reciprocity between states** for broker registration and educational requirements. Franchising doesn't stop at state lines—neither should the rules.
- **Training that covers both national standards and state-specific requirements**—without drowning brokers in redundant red tape.

Are there brokers out there who could use more education? Absolutely—but they're the **exception**, not the **rule**. A smart, collaborative education model would raise the bar without punishing those of us who are already committed to doing things the right way.

Thanks for taking the time to hear me out. I'm passionate about helping people find their path in franchising, and I want to see our industry thrive—**without unnecessary barriers getting in the way of opportunity**.

Sincerely,
Kimberly Tauch
Franchise Broker – Agent
Power of Pluck
kimberly@powerofpluck.com
214-641-1804

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