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To: [NASAA Comments](#)
Cc: [Theresa Leets](#); bill.beatty@dfi.wa.gov; [Erin Houston](#)
Subject: [EXTERNAL]Comment on Franchise Broker Act
Date: Thursday, June 13, 2024 10:52:28 PM

Dear NASAA Franchising Committee,

I am writing to express my strong support for the proposed NASAA Model Franchise Broker Registration Act. As a recent franchisee in a martial arts franchise (Premier Martial Arts), I have firsthand experience with the challenges posed by a lack of transparency and accountability in the franchise broker industry.

In my case, I was misled by a franchise broker regarding the profitability and operational demands of the franchise opportunity. These misrepresentations resulted in significant financial losses and personal hardship. I've had my retirement devastated. My personal funds are destroyed, and I've resorted to living paycheck to paycheck to pay off credit card debt built up from managing the studio I bought. Due to the misrepresentation on operational demands, I had to quit my job at one point to supplement the already 40 hours of work that I put into operating the franchise. Unfortunately, all the hard work put in yielded nothing, as the model was misrepresented and flawed from the start, and the studio had to ultimately shut down.

A well-structured franchise broker registration act would provide much-needed protections for prospective franchisees. By requiring registration, background checks, and ongoing education for franchise brokers, NASAA can help ensure that individuals seeking franchise opportunities have access to accurate information and ethical representation. Retirements and savings are at stake here. When large sums of money are being used to invest, there must be clear guidelines and suitability requirements of brokers, as there are in other industries, like the insurance industry.

This legislation would be a significant step forward in fostering a more transparent and fair franchise marketplace. It would empower prospective franchisees to make informed investment decisions and reduce the risk of fraud and misrepresentation.

I urge NASAA to move forward with the proposed Model Franchise Broker Registration Act. This legislation will have a positive impact on countless individuals who are considering franchise ownership.

Thank you for your time and consideration.