

June 13, 2024

Via Electronic Mail

To:

Theresa Leets, Chair of the Project Group
Bill Beatty, Co-chair of the Section
Erin Houston, Co-chair of the Section

Re: Public Comments on Proposed NASAA Model Franchise Broker Registration Act
(the "Act")

To NASAA,

My name is Jaime Sanchez, I'm one of the nation's leading franchise brokers and I have also been a franchisee myself. I am very involved in the franchise industry, specifically with foreign nationals looking to invest with an investor visa E-2. Even though this niche has been affected by predatory practices there are those like myself that do good by our clients and really help people achieve the American dream.

I appreciate the efforts to increase transparency and support the sentiment behind the proposed Act. I believe there is a need for some kind of regulation with franchise sales, but I believe many of your proposed policies are not considering insights from industry professionals, whether biased or not, I believe it is important to take into consideration the insight. I believe it is important for these players' considerations and insights to play a key role, so that there is more transparency, but also does not affect a whole industry.

I respectfully request that NASAA extend the comment period and engage more thoroughly with all relevant stakeholders to develop a balanced and effective regulatory framework.

This approach will ensure that the final document works for all parties and encourages, rather than discourages, people from considering franchise opportunities.

Thank you for your attention to this matter. We look forward to working collaboratively with NASAA to achieve our shared goals or responsible franchising.

Best Regards,
Jaime Sanchez
CEO
Interlink FBC

P.S. I am open to talk and to be questioned on franchise brokering and my business with any regulatory body. Please respond via e-mail at js@interlinktx.com. Anything I can do to create a win/win legislation.