



One Sweet Franchise Opportunity





This brochure is not an offer to sell a Tikiz franchise. The Tikiz franchise opportunity is offered only by delivery of a Franchise Disclosure Document (FDD) to you in compliance with the Federal Trade Commission's franchising rules and various state franchise sales laws.



The Best of Yesterday. Today.

In our youth, it started as faint notes off in the distance that grew into an unmistakable melody, causing us to scramble for spare change and bolt down the street in pursuit of our favorite frozen treats.

On a warm summer day, nothing back then was better than the ice cream truck and the trusted man who drove it. Parents could trust the integrity of this mobile business and the ice cream man was a welcomed member of the community.

Now picture the last few ice cream trucks you've seen. How likely would you be to let your kids run out to them? Or feel safe with them around the driver?

A return to our cherished memories was the inspiration for **Tikiz Shaved Ice and Ice Cream**. The Tikiz product line combines two of the most popular mainstream frozen treat products that everyone loves – refreshing **Hawaiian Shaved Ice** and **Ice Cream**. Delivered by a trustworthy operator who arrives in **Cooliest Truck On Earth™**.



The Truck

The **Tikiz Shaved Ice and Ice Cream Truck** was designed from the ground up to be a one-of-a-kind experience. Throughout its conceptual development, no limits were placed on the custom components and features that would ensure its ultimate appeal to customers.



Some of the Key Features Include:

- Brand New Fuel Efficient Ford heavy-duty chassis and custom-built truck body.
- Patented 'Surv-Board®,' where customers can dispense their own fruit syrup creations.
- A highly visible, Hawaiian beach-themed vehicle wrap.
- Real custom surfboard signage with multiple water misters at both ends.
- No generators – everything runs from high output batteries that charge overnight or from the truck's alternator.
- Top-of-the-line high output ice shaver that can produce up to 400 shaved ice within an hour.
- Custom-built, stainless steel and aluminum cabinets, quality refrigeration equipment, advanced electronic gauges, self-contained water system and more.
- Custom 20" chrome wheels with specialty all terrain tires.
- Inviting tropical steel drum music playing on high end exterior Bose® speakers.
- Custom HID headlight bulbs, siren-style LED strobe lights and revolving neon colored lights under the truck to bring major attention to the vehicle at night and in low light areas.





Tikiz recommends anyone with any food allergens not consume our product offerings.

Industry Snapshot: The Cold Facts

- Ice cream is the most known and recognized dessert in the world .
- The global retail ice cream industry, including classic ice cream and frozen novelties, is estimated at **\$79 billion in 2021**.
- The International Ice Cream Association states that **93% of United States households consume ice cream**
- The Hawaiian Shaved Ice has been a frozen treat favorite for generations and is enjoyed worldwide.

The Winning Recipe

In order to be truly successful in the Mobile Vending Industry, there are four key ingredients that are essential:

- An eye catching vending vehicle to stand out from other vehicles to attract customers.
- Popular product offerings.
- High profit margin products.
- A product delivery system that allows you to go through customers quickly and efficiently for maximum volume.

The Tikiz Menu consists of Hawaiian Shaved Ice and pre-packaged ice cream. This allows the Tikiz Operator to take orders quickly, produce their products within seconds, collect the cash for their order and move on to the next customer.



Go Where They Go

The **Tikiz Mobile Business** offers more flexibility and allows you to 'go where the crowds are'. In addition to residential locations, carnivals, fairs, festivals and special events including parades and parties, are all great at providing a captive customer base.

Here are Some Ideas on Where to Find Customers with Your Mobile Tikiz Business:

- Fairs & Festivals
- Flea Markets
- Schools
- Churches
- Fundraisers
- After School Programs
- Daycare Centers
- Shopping Centers
- Sporting Events
- Beaches
- Corporate Events
- Birthday Parties
- Waterparks
- Campgrounds
- Historical Landmarks
- Travel Terminals
- Playgrounds
- Amusement Parks
- Public Schools
- Zoos
- Tourist Areas
- High Pedestrian Traffic Areas





Franchise Marketing Support

Marketing your business to potential customers is the most important factor to help your franchise succeed. That's why Tikiz offers a complete online collection of branded promotional products, apparel, customizable marketing materials and much more to help you launch and operate your Tikiz Business.

- Online ordering for **Tikiz Branded Promotional Products** like event flyers, brochures, business cards and giveaway items.
- Downloadable templates and **Tikiz Branding Guides** help you create the right advertisement to speak directly to your customers.
- **Assistance launching your social media**, online and local advertising efforts.
- Tikiz provides you with your own page on **www.Tikiz.com** that allows people to search for your Truck, access your social media links, view photos, promotions, contact you, book events and more!



Low Investment

The Tikiz total investment ranges between \$172,500 to \$185,250 (\$20,000 franchise fee included, along with \$1,000 to \$4,000 of working capital). The Tikiz Business is a complete turn-key package with everything included from the truck, equipment, supplies and docking station equipment to marketing materials, Tikiz apparel, licenses, permits, insurance and miscellaneous items needed to successfully launch and operate your business. There are even third-party banks that provide optional financing with approved credit and a small down payment.

No Build Out

Most new business owners have no idea of the time, headache, stress and confusion that goes with building out a retail store. There can be paralyzing surprise costs and construction that can take up to 6 months or more. The **Tikiz Business Model** is on wheels so the investment is always intact regardless of its location. You go where the customers are instead of waiting for them to come to you.

Just a Few of the Benefits of Owning a Tikiz Franchise:

- **LOW INVESTMENT**
- **LOW OVERHEAD** You don't have to pay expensive rent, utilities, high payroll and more due to it being a mobile operation.
- **HIGH PROFIT MARGINS** Product cost is 15% or less.
- **UNLIMITED CUSTOMERS** You don't have to wait for the customers to come to you – you can go where the people are!
- **FLEXIBLE HOURS** You can create your own flexible schedule and don't have to be stuck to long retail operation hours.
- **NO EMPLOYEES** You can start up with zero employees if your plan is to be an owner-operator.
- **MOST IMPORTANT... BE YOUR OWN BOSS!**

For more information about a Tikiz Franchise Opportunity or general questions go to Tikiz.com, TikizFranchise.com or call 855-Tikiz-4-U (855-845-4948).



Your Estimated Initial Investment

Type of Expenditure	Amount	Payment Method	Payment Due	Payable To
Initial franchise fee <i>See Note (1)</i>	\$20,000	Lump sum	On signing Franchise Agreement	Us
Real estate/truck storage <i>See Note (2) only if you elect to lease a truck docking station</i>	\$0 – \$500	As incurred	Before beginning operations	Lessor
Stationary equipment for storing product and syrup preparation	\$1,500	As arranged	Before beginning operations	Approved suppliers, 3rd parties
Truck, equipment, computer hardware and related items <i>See Note (3)</i>	\$145,000	Lump sum, financed, or as arranged	Before beginning operations	Us, approved suppliers, 3rd parties
Shipping and delivery of truck	\$0 – \$1,500	As arranged	Before beginning operations	3rd Parties
Tax, title and licensing of the truck <i>See Note (4)</i>	\$2,000 – \$7,000	As arranged	Before beginning operations	3rd Parties
Vehicle insurance <i>See Note (5)</i>	\$750 – \$1,500	As arranged	Before beginning operations	Insurance company
Initial inventory <i>See Note (6)</i>	\$2,500 – \$3,500	As arranged	Before beginning operations	Approved suppliers, 3rd parties
Travel and living expense while in training <i>See Note (7)</i>	\$250 – \$500	As arranged	Before beginning training	Employees or staff, airlines, rental car agencies, restaurants, hotels, etc...
Legal and accounting <i>See Note (10)</i>	\$250 – \$500	As arranged	Before beginning operations	Attorney, accountant
Additional funds – 3 months <i>See Note (11)</i>	\$1,000 – \$4,000	As arranged	As necessary	3rd Parties and us
TOTAL (12)	\$172,500 – \$185,250			



F.A.Qs

Q. How much will I need to invest?

A. \$172,500 to \$185,250 (\$20,000 franchise fee included along with \$1,000 to \$4,000 of working capital).

Q. Do I have the necessary finances to become a Tikiz Franchise Partner?

A. Your application will be evaluated by the Tikiz Franchise Development Department who will inform you of how your financial status fits within the Tikiz Partner Profile and what your financing options might be with a third-party lender, if needed.

Q. How much are the on-going royalties?

A. \$6,000 a year (paid monthly).

Q. Are special event vendor fees costly?

A. While special event vendor fees can be high, operational overhead is extremely low since you won't be paying rent on a year-round basis. Establishing school accounts, routes, vending at weekend events, FUNdraisers or setting up a semi-permanent location can be very profitable.

Q. How large of a territory do I receive with a single franchise agreement?

A. 200,000 in population based on zip codes.

Q. How long does it take to build a Tikiz Truck once it's ordered and paid for?

A. 90 days. The range of time is determined by the availability of the trucks from Ford, the truck body, needed equipment and materials.

Q. What does the Tikiz franchise system include?

A. You will receive support in these specific areas along with an array of other extensive support services to establish, operate, promote your Tikiz Business.

- Brand name identity and logo with trademark protection.
- Superior Tikiz Truck Operating Systems, methods and workflow design.
- Marketing and advertising materials, support and branded Tikiz Apparel and products.
- Custom Tikiz Software accessed by your iPad or tablet to manage your customers, schedules, notes and billing.
- Operating manuals, policies, procedures and business management systems.
- Ongoing updates for increasing profitability and maintaining a fresh image.
- Favorable national contracts with suppliers of goods and services for volume purchasing.
- Corporate training for owner-operators and employees.
- Ongoing operational support from member of the Tikiz Training, operations and management team.

Q. What type of marketing assistance is available?

A. Tikiz has a complete grand opening program and ongoing marketing advertising materials. Tikiz will provide each franchisee with effective marketing and advertising materials, sales tools, branded merchandise and much more to differentiate Tikiz from the competition and to maintain a fresh image.

Q. How much money can I make from a Tikiz Business?

A. There are many factors involved in determining the level of revenues and expenses of a Tikiz Business. The franchisee's skills, territory, overhead costs, etc., will all have an influence on the profitability of your Tikiz Business. Due to the Federal Trade Commission, Tikiz Franchising, LLC does not make any earnings claims to prospective franchisees. Therefore, we rely on our franchisees to supply you information on this subject and with some effort on your part, you can put together an estimated pro-forma.

Q. I'm interested in moving forward with becoming a Tikiz Franchise Partner. What do I do next?

A. Submit your franchise application and a Tikiz Franchise Development Representative will contact you and start you on your way to becoming a part of the Tikiz team!



Step-By-Step Guide to Becoming a Tikiz Franchise Partner:

1. Complete the online Tikiz Franchise Application.

2. Initial phone call.

During the initial call we discuss the Tikiz Franchise Opportunity. We will also cover a few key topics including; your motivation, business/career background and your territory of interest.

3. Receive detailed information.

You will receive our welcome packet, Franchise Disclosure Document (FDD), and other material describing the Tikiz Franchise Opportunity.

4. Review the FDD (Franchise Disclosure Document).

Due to F.T.C. Franchising Regulations, you must have the FDD in your possession for at least 15 calendar days from the day you receive it. During the 15-day review period, you should perform your due diligence, ask questions, discuss possible territories, and decide if you believe Tikiz is a good fit for your goals, objectives and lifestyle.

5. Attend a Discovery Day at our headquarters in Boca Raton, Florida (optional).

It is not mandatory to attend Discovery Day, however, if you elect to visit our facility headquarters, you will meet the entire Tikiz Team, tour our manufacturing facility, and see one or more of our local Franchise Partners in action at an event.



6. Award Franchise, select your territory, and execute Franchise Agreement.

7. Schedule and begin training at 'Tikiz University'.

Training is a comprehensive 3-day course that includes all aspects of owning and operating your new Tikiz business. Your training course will be scheduled at least one month before you take delivery of your first truck.

8. Graduate with all the tools and knowledge to get your new Tikiz Shaved Ice & Ice Cream business successfully opened.



Contact Us

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www.Tikiz.com

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