



The National Coalition has prepared an Impact Worksheet so that franchisees can find out the effects of the 2019 agreement on their stores' profitability. This is an approximation, and some other variables may not be included, such as how 7-Eleven's sales to residents in specific zip codes through online sales channels will impact individual store sales and traffic (Section 7B in the agreement). Another possible concern may be loss of premises rental revenues such as rental revenues from Amazon Box (Section 8(a)(2) in the agreement).

National Coalition counsel Eric Karp has also prepared a point-by-point analysis of the significant changes in the 2019 agreement compared with previous agreements. He'll discuss the agreement and answer any questions at the Legal Forum that will be held during the NCASEF convention on Thursday, July 26 at 10 a.m at the Gaylord Palms Resort in Orlando.

If your market is holding a franchisee agreement workshop, we recommend that you fill out the Impact Worksheet and review the agreement analysis and bring it to the meeting so you can ask specific questions about issues relating to your store.

You should also consider contacting NBLC members who may have a direct line of communications to the SEI Executive Committee.

We encourage you to share the Impact Worksheet and our agreement analysis with 7-Eleven market managers, zone leaders and franchise directors and let them know of any concerns or issues.

These materials have been prepared by the National Coalition as a service to franchisee members of FOAs across the country. Each franchisee should also read the FDD and the entire franchise agreement, seek advice from a lawyer or trusted business advisor and consider their individual circumstances in deciding whether to renew their franchise agreement before it expires.

As always, we are happy to answer any questions. Contact your local FOA president or the National Coalition Office at nationaloffice@ncasef.com.

Sincerely,
Your Executive Team