

# Exhibit R

## INDIVIDUAL FRANCHISE APPLICATION - PART I

*This application must be completed by every principal with 25% or more ownership stake in company*

### GENERAL INFORMATION

Applicant Name \_\_\_\_\_ D.O.B. \_\_\_\_\_  
Mailing Address (street, city, State, zip) \_\_\_\_\_  
Home Phone \_\_\_\_\_ Email Address \_\_\_\_\_  
Business Phone \_\_\_\_\_ Cell Phone \_\_\_\_\_ Fax No \_\_\_\_\_  
Social Security number \_\_\_\_\_ Spouse's name \_\_\_\_\_

### PERSONAL EXPERIENCE

Have you ever owned or do you currently own a business?     No     Yes  
Type of Business: \_\_\_\_\_  
Number of years experience in the business. \_\_\_\_\_ Yrs. Nature of experience. \_\_\_\_\_  
\_\_\_\_\_  
Where are you currently employed? \_\_\_\_\_  
If less than 5 years at current position, list the previous 5 years employment. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
Level of Education:    HS \_\_\_\_\_    Some College \_\_\_\_\_    College Degree \_\_\_\_\_    Advanced Degree \_\_\_\_\_  
Degree(s) or Professional Designation(s) \_\_\_\_\_  
Have you ever had any Personal Regulatory Complaints?    \_\_\_ Yes    \_\_\_ No  
*If so, please describe and provide current status:* \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
Have you ever had any Personal Professional Insurance Incidents? \_\_\_ Yes \_\_\_ No  
*If so, please describe and provide current status:* \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
In the past 7 years, have you been convicted of any crime involving act of dishonesty or breach of trust?    \_\_\_ Yes    \_\_\_ No  
*If so, please explain:* \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### PERSONAL REFERENCES

	Name	Relationship	Title/Occupation	Phone	Email Address
1)	_____	_____	_____	_____	_____
2)	_____	_____	_____	_____	_____
3)	_____	_____	_____	_____	_____

**INDIVIDUAL FRANCHISE APPLICATION - PART I**

**As of: \_\_\_\_\_, 200\_\_**

ASSETS	(OMIT CENTS)	LIABILITIES	(OMIT CENTS)
Cash on hand & in banks	\$ _____	Accounts Payable	\$ _____
Savings accounts	\$ _____	Notes payable to banks and others	\$ _____
IRA or other retirement account	\$ _____	Automobile loan(s)	\$ _____
Accounts & Notes Receivable	\$ _____	(monthly payments: \$ _____)	
Life insurance - cash surrender value only	\$ _____	Credit card debt	\$ _____
Stocks and bonds	\$ _____	(monthly payments: \$ _____)	
Automobile(s) - present value	\$ _____	Installment accounts	\$ _____
Real estate	\$ _____	(monthly payments: \$ _____)	
		Mortgages on real estate	\$ _____
Market value of existing Insurance book	\$ _____	Unpaid taxes	\$ _____
Other personal property	\$ _____	Loans on life insurance	\$ _____
		Other liabilities	\$ _____
		Total liabilities	\$ _____
		Net worth	\$ _____
		Total	\$ _____
<b>Total</b>		<b>Contingent liabilities</b>	
<b>Section 1. Source of Income</b>		As endorser or Co-maker	\$ _____
Salary	\$ _____	Legal claims and judgments	\$ _____
Net investment income	\$ _____	Provision for federal income tax	\$ _____
Real estate income	\$ _____	Other special debt	\$ _____
Other (describe below*)	\$ _____		
<b>Description of Other Income in Section 1.</b>			
<p><b>* Alimony or child support payments need not be disclosed in "Other Income" unless it is desired to have such payments counted toward total income.</b></p> <p><b>SIGNATURE</b> I certify that my answers to the questions on this application and the information provided in connection therewith (including business and financial information) are true and complete. Permission is granted to Brooke Franchise Corporation ("Brooke"), and its affiliates, to investigate my work, personal history, business history, employment history, credit history, education and backgrounds, and authorize any school, former employer, reference, or other individual or entity to respond to such inquiries. This permission extends to any entities of which I am a principal or member of. Permission is also granted to provide information about me to Brooke, its affiliated companies, financiers, suppliers and professional consultants. I agree to hold harmless any person or entity which provides information to you from any claims, liability, damages or other amounts incurred as a result of doing so. Applicant understands that he/she may have to submit to a personality or aptitude test as part of the approval process. Applicant further represents and warrants that neither applicant, nor any owner, affiliate, partner, director, officer or manager of applicant, nor any affiliate, parent, child or spouse of any individual applicant (collectively for this paragraph "applicant") supports terrorism, provides money or financial services to terrorists, or is engaged in terrorism, is on the current U.S. government list of organizations that support terrorism, nor has engaged in or been convicted of fraud, corruption, bribery, money laundering, narcotics trafficking or other crimes, and all are eligible under applicable U.S. immigration laws to be in the U.S. and perform contracts in the U.S. Applicant further warrants and represents that applicant is not identified by a government or legal authority as a person with whom we would be prohibited from transacting business and that it will notify us in writing immediately of the occurrence of any event that renders the foregoing representation and warranties incorrect. I understand and agree that any misrepresentation by me on this application or in the information provided in connection therewith, will result in cancellation of the application and that Brooke shall not be held liable in any respect if my Franchise Agreement is terminated because of false statements or omissions made by me in this application or in the information provided in connection therewith. If I become a Franchise Agent with the company, I hereby agree to comply with all policies and procedures. I understand to be a Franchise Agent, I must be lawfully authorized to work in the United States, and I must show the employer documents that will prove this if I am offered a franchise. Applicant specifically authorizes BCC to file its UCC-1 financing statements on the collateral to be pledged as security for the contemplated loan prior to the loan's actual funding date in order to facilitate the perfection of BCC's security interest in the collateral. Should the loan fail to close for any reason, BCC agrees to promptly terminate its pre-filing.</p>			
Signature of Applicant	Printed Name	Date	
Individually and as _____ of _____			

**INDIVIDUAL FRANCHISE APPLICATION - PART II  
BUSINESS INFORMATION**

<b>AGENCY</b>						
Agency / Corporation Name _____						
Street Address, City, State, Zip _____						
<b>GENERAL INFORMATION</b>						
Mailing Address _____						
Agency Phone _____			Agency Fax _____			
Internet Email Address _____			Tax ID No _____			
C-Corporation <input type="checkbox"/> S-Corporation <input type="checkbox"/> LLC <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Proposed Effective Date: _____						
<b>PERSONNEL</b>						
<u>Officers, Partners or Owners</u>		<u>Date of Birth</u>		<u>Social Security Number</u>		<u>Home Address</u>
_____		_____		_____		_____
_____		_____		_____		_____
_____		_____		_____		_____
Has Agency or any officers, partners or owners of Agency declared bankruptcy or been convicted of a felony? (If yes, explain below)						
_____						
_____						
<b>List of Employees</b> <i>(Exclude Officers, Partners, Owners)</i>				<b>Job Description</b>		
_____				_____		
_____				_____		
_____				_____		
_____				_____		
_____				_____		
<b>OTHER</b>						
E&O Carrier: _____			Policy No. _____		Limits: _____	
Describe any losses: _____						
_____						
Agency License No. _____			Licensed in which State(s) _____			
Trade References: _____						
_____						
<b>PREMIUM &amp; LOSS HISTORY</b>						
<b>Company Name</b> (Enter 5 Largest by Annual Premiums)	<b>Annual Premium Volume</b>	<b>1st Prior Year Loss Ratio</b>	<b>2nd Prior Year Loss Ratio</b>	<b>3rd Prior Year Loss Ratio</b>	<b>Annual Personal Premium</b>	<b>Annual Commercial Premium</b>

\_\_\_\_\_  
Initials

## Individual or Joint Credit

I/We are applying for \$ \_\_\_\_\_ on \_\_\_\_\_ (date) with Brooke Credit Corporation.

I am applying for individual credit in my own name and I am relying on my own income and assets and not the income of assets of another person.

I am applying for individual credit and I am relying on my income or assets, as well as income or assets from other sources.

We are applying for joint credit.

Signature(s)

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## Verification of Previous Non-Solicit/Non-Compete Agreement

No, I have not signed a non-compete or non-solicit agreement with a previous employer.

Yes, I have signed a non-compete or non-solicit agreement

If you answered yes, please attach a copy of the signed agreement.

Signed \_\_\_\_\_

Date \_\_\_\_\_

\_\_\_\_\_  
(printed name)