

2022 IFA Legal Symposium

Panel	“Ask Me Anything”
Description	Thought leaders from within state franchise regulatory agencies will discuss recent developments, including NASAA’s Proposed Statement of Policy Regarding the Use of Franchise Questionnaires and Acknowledgments, franchise broker registration, and NASAA’s new online filing system – FRED. The regulators will also answer an array of both pre-submitted and live questions by attendees.
Dates/Times	May 16 th at 10:30 am ET May 17 th at 1:30 ET
Speakers/Moderator	Theresa Leets, <i>Speaker</i> Faith Anderson, <i>Speaker</i> Eli Besignor, <i>Moderator</i>

Outline of Panel Discussion

1. NASAA’s Proposed Statement of Policy Regarding the Use of Franchise Questionnaires and Acknowledgments (“SOP”)

- a. Summary of NASAA’s proposed SOP
- b. Description of comments submitted in response to the proposed SOP
- c. Status update and anticipated next steps

2. Franchise Broker Registrations

- a. Why states generally require the submission of these forms.
- b. When a franchisor engages a company, and that company has hundreds of its own employees or independent contractors that act as its franchise brokers, how should the franchisor handle submitting franchise broker registration forms?
 - i. Do they still need to provide one for each of the company’s brokers, even if the franchisor does not know who those specific people will be?
 - ii. For Washington’s Appointment of Broker Forms, can a franchisor appoint a broker company rather than submitting a form for each of the company’s individual brokers?
- c. Whether states should request the inclusion of a risk factor regarding the use of brokers in their state-specific addendum in light of the uniform risk factors.

3. NASAA’s Online Filing System – FRED

- a. States that currently use (and require) FRED and types of filings accepted through FRED
- b. Benefits of using FRED
 - i. Efficiency
 - ii. Expediency
 - iii. Uniform tracking system with proof of submissions
- c. Whether other states will join and use FRED
- d. Examiner's experiences using FRED and processing applications through its system

4. Pre-submitted questions

5. Live questions from the audience