

APPENDIX "B"

Franchise Sales Activity During the Renewal Process

State	Offer and Sales Activity under the Revised UFOC Submitted for Renewal	Offer and Sales Activity under the UFOC Document Approved for the Previous Year
California	<p>No offer or sales under the revised UFOC submitted for renewal until approved. California law provides that if a response is not received from the California Department of Corporations within 15 days of filing the renewal application, it is deemed effective and sales under the new document are permitted.</p> <p>Contrary to the express language in the statute, California examiners have expressed the opinion that sales under the revised UFOC submitted for renewal are not permitted until you receive an approval letter.</p> <p>Therefore, it is strongly recommended that a franchisor should refrain from using the revised UFOC submitted for renewal until it is approved.</p>	Offers and sales are permitted under previously approved UFOC document until the earlier of : (i) the expiration date of the old document; or (ii) the approval of the new document.
Hawaii	Sales are permitted under the revised UFOC submitted for renewal 7 days after application is received by the state (include a return receipt + extra cover page with filing)	
Illinois	Sales are permitted under the revised UFOC submitted for renewal immediately upon submission of the renewal application.	
Indiana	Sales are permitted under the revised UFOC submitted for renewal immediately upon submission of the renewal application.	
Maryland	No offer or sales under the revised UFOC submitted for renewal until approved.	Sales are permitted under the previously approved UFOC until the earlier of (i) the expiration date of the old document; or (ii) the approval of the new document. You must cease all offer and sales activity (including offers) if the previously approved UFOC expires before the new document is approved.

State	Offer and Sales Activity under the Revised UFOC Submitted for Renewal	Offer and Sales Activity under the UFOC Document Approved for the Previous Year
Michigan	Sales are permitted under the revised UFOC submitted for renewal immediately upon submission of the renewal application.	
Minnesota	No offer or sales under the new UFOC submitted for renewal until approved.	Sales are permitted under the previously approved UFOC until the earlier of (i) the expiration date of the previously approved UFOC; or (ii) the approval of the new document. You must cease all offer and sales activity (including offers) if the previously approved UFOC expires before the new document is approved.
New York	No offer or sales under the new UFOC submitted for renewal until approved	Sales are permitted under the previously approved UFOC until the approval of the new document.
Rhode Island	No offer or sales under the new UFOC submitted for renewal until approved	Sales are permitted under the previously approved UFOC until the earlier of (i) the expiration date of the previously approved UFOC; or (ii) the approval of the new document. You must cease all offer and sales activity (including offers) if the previously approved UFOC expires before the new document is approved.
Virginia	No offer or sales under the new UFOC submitted for renewal until approved	Sales are permitted under the previously approved UFOC until the earlier of (i) the expiration date of the previously approved UFOC; or (ii) the approval of the new document. You must cease all offer and sales activity (including offers) if the previously approved UFOC expires before the new document is approved.
Washington	No offer or sales under the new UFOC submitted for renewal until approved	Sales are permitted under the previously approved UFOC until the earlier of (i) the expiration date of the previously approved UFOC; or (ii) the approval of the new document. You must cease all offer and sales activity (including offers) if the previously approved UFOC expires before the new document is approved.
Wisconsin	No offer or sales under the new UFOC submitted for renewal until approved	Sales are permitted under the previously approved UFOC until the earlier of (i) the expiration date of the previously approved UFOC; or (ii) the approval of the new document. You must cease all offer and sales activity (including offers) if the previously approved UFOC expires before the new document is approved.