



Bringing IT to Main Street



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Executive Summary

Click IT is an emerging franchise comprising the most advanced and robust suite of IT services, support and hardware offered to both local residents and businesses, uniquely on Main Street. From computer sales and repair to enterprise-level managed services, Click IT is a retail store open from 9 AM to 5 PM, fulfilling a much needed role as “Your Local IT Department” for the neighborhood; similar to how large corporations provide these types of services to their employees.

Since 2012, our company store on Main Street has operated, where we developed an array of systems, menu items, and industry know-how, all of which provide tremendous value to the franchise system. Our unique business model and strong brand offers an exciting opportunity to yield recurring revenue and thrive as our company store has. With over 12 categories of best-in-class services, products, and solutions, and over 100 items, we know of no other IT franchise as dynamic or offers as much as Click IT.

In summary, Click IT delivers best-in-class managed services in a retail store setting, concierge-style, where the customer is King. Our business addresses a grossly under-served market of local small businesses and area residents, with 12 categories of over 100 IT services, products, and solutions.



This entire booklet is available online. Simply use your cell phone and scan the QR code above to open it in your browser.



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A Message From Our Founder

Dear Potential Franchisee,

I opened the first Click IT Store™ in 2012 to provide best-in-class managed IT services, products, support, and solutions in a comprehensive manner to local small businesses and residents in Chagrin Falls, Ohio. We've been immensely successful, and I am proud of our accomplishments which frankly evolved from addressing the needs of our customers.

Over ten years ago, I ran a software development business in the building where the Chagrin Falls Historical Society is now housed. We had an array of servers in a co-location facility in downtown Cleveland and 15 or so employees, including two systems administrators. Our business was writing software, and we had one primary customer, which provided a our web application we developed to colleges and universities.

Our two system administrators were our go-to guys for setting up and fixing the computers for our office employees. During this time, friends kept asking if I could fix their computers, and it got to a point where I finally gave in and put up a sign outside the back entrance that read, "Computer Repair."

In no time, fixing computers turned into a surprisingly profitable side-business, especially when we figured out how to up-sell additional managed services. The business was simple. We'd fix it, monitor it, and then bill it, either monthly or yearly. Two techs were able to monitor and maintain hundreds of computers without ever leaving their desks. All the services we began offering were systematic, with back-ends for engaging and then managing, and for the most part, were fully automated. This business model seemed to be a geek's dream and our customer's loved trusting their precious data to a familiar face right down the street.

So today, Click IT on Main Street in Chagrin Falls has a 1,200 square foot facility which includes a 640 square foot retail store uniquely providing IT services; wherein 2020, as an essential business, we never shut down during the pandemic. In our Click IT Store™, we have TV screens with menus of our most commonly bought items. Customers immediately see the costs and details right up front, similar to how McDonald's displays their food on paired screens at their fast-food restaurants.

Chagrin Falls is a small suburban town, and like many small towns, it's a bit secluded. Inside a 5-mile radius, there's a population of 46,026 residents and at last count, just 3,170 businesses. So it is a small market in comparison to other U.S. communities.



"With over 7,644 Main Streets in the U.S.A., several years back, I thought to myself, we have the perfect model for a franchise."

I understood first-hand how the computer industry is focused primarily on selling hardware, not selling services, which is what people need the most help with. I saw that providing IT services are more critical today because all businesses, large or small, depend on staying connected. Plus, in this dangerous world of exposure to spyware, scareware, ransomware, and cyber-criminals, having a local, trustworthy retail business close by to walk into at any time, was an opportunity not to miss.



In ten years of operating, Click IT has developed the know-how, the systems, the best-in-class vendors, and relationships. The Click IT Store™ in Chagrin Falls is the perfect, proven business model where we now have serviced well over 2,000 customers and manage over 1,000 devices daily. There's no better business I know of where you're paid to watch over computer networks and help people by ensuring their email, backups, security, printers, websites, and anything related to their I-T is in proper working order and doing what technology is meant to do.

I now wish to continue building a solid network of Click IT Store™ owners around the USA using the proven business model my associates and I have developed over the past decade. The market is so large, over \$215 billion in 2020, and the demand within this untapped segment of the market continues to rise.

The purpose of this Booklet is to impart the general business structure and help you decide if owning a Click IT is right for you. Here you will read about our market and how we fit into it, a bit more about our company store and business model, and some information about the geographic contexts in which a Click IT Store™ thrives. The goal of this Booklet is to answer most of your questions.

From streamlining your search for small business loans to advising your real estate search to honing standard procedures with face-to-face training, we help you through the entire process of opening your store. I certainly encourage you to review everything in this Booklet, but if you want to peek at "What's Next?", skip to page 24.

Also, there are **QR Codes** scattered throughout this booklet to make it easiest to find additional information and our forms online. Our Members Portal is our way of communicating in a uniform and complete manner to our candidates and franchisees.

A handwritten signature in blue ink that reads 'A.L. Harlow'.

A.L. Harlow
Founder, President & CEO



Market Summary

The market for IT service providers has been booming. In 2020, the industry was worth \$215.14 billion and is expected to grow at 12.4% per year, easily more than doubling by 2027.

From just 2018 to 2023, the industry grew by 60%. The market for Click IT products, services, and solutions includes all members the device-operating general public, with core revenues generated by the IT needs of small businesses.

Notably, there are no material seasonal variations in the market. Moreover, Click IT’s competition usually does not specialize in offering comprehensive IT services at a brick-and-mortar store-front location. Our systems, vertical offerings, and the versatility of our organization uniquely position Click IT to do business with hundreds of steady customers, all served regularly, just as at our company store in Chagrin Falls, Ohio.

Click IT delivers best-in-class managed services in a retail store setting, concierge-style, where the customer is King.

Our business model addresses a grossly under-served market of local small businesses and area residents, with 12 categories of over 100 IT services, products, and solutions.



Company Store & Headquarters

Opened in 2012 on Main Street in the historic Village of Chagrin Falls, Ohio, about 30 minutes east of Cleveland, Click IT’s company store now monitors and maintains thousands of computers, websites, and email addresses and is depended upon by hundreds of businesses and consumers in its locality. The Click IT on-line shopping cart complements sales done at our store’s point-of-sale cash register.

Accessible from the street with an approachable design, the Click IT company store announces itself to potential customers. Its standardized floor plan and blue workshop-like interior recall that ordering IT services does not have to be much different than buying bread at a bakery, ordering paint at a hardware store, or having an electrician or plumber come to your house. For 10 years, the company store has addressed the needs of the community with few competitors by figuring out how to affordably offer small businesses and residents the kind of IT service and support large corporations enjoy. Click IT serves as the trusted IT advisor for hundreds of clients, with an A+ rating from the Better Business Bureau and a 5-star ranking in Google reviews.



Located at 16 S. Main Street, Chagrin Falls, Ohio 44022 USA

Click IT of Chagrin has an A+ rating from the BBB and a 5-star Google ranking*





Why Choose Our Franchise?



Click IT fulfills the growing need to use an outsourced vendor for IT management. IT—along with all the hardware, applications, cables, Internet setup, computers, servers, compatibility problems, email and domain addresses, preference settings, and ongoing updates that “Information Technology” entails—is usually not a core competency of a customer, business, or consumer. We



Click IT franchise received an “A” from Franchise Grade.

have figured out how to offer small businesses the kind of best-in-class IT services and support only large companies typically enjoy. Our hybridized IT management approach makes Click IT more affordable than any competitor while also offering consistent monthly rates. These subscription rates ultimately save customers money and time by allowing them to effectively budget and reduce IT expenses in the long run while affording Click IT a reliable, consistent income. Click IT is the all-around local IT solution: we aren’t just an IT service provider. We serve as trusted business advisors and consultants so they never have to go it alone.

Low Competition in an Unsaturated Market

As an emerging franchise, Click IT equips new franchise owners with powerful tools developed through strong relationships with our best-in-class technology suppliers.

All businesses have some degree of competition, and it’s no different for Click IT. However, our business is built on trust and once you have this established, it’s nearly impossible for a competitor to take that business away. Plus, the industry is expanding, not contracting, so there is plenty to go around.

*Please remember that past performance of the Click IT company store may not be indicative of future results of a Click IT franchisee store. There can be no assurance that the future performance of any Click IT Store™ will be profitable, equal any corresponding indicated historical performance level(s), or be suitable or satisfactory for a franchise owner. Moreover, the franchisee should not assume that any discussion or information about Click IT contained in this booklet or published on any website owned by Motherboard, Inc. serves as a substitute for the Click IT Store™ Franchise Disclosure Document.

KEY DIFFERENTIATOR

The Click IT Store™ is a concept that offers all styles of delivery and fulfills the needs of an under-served market where other computer industry service models fall short.

Competitors fall into one of the following three styles:

1. Home-Based

Those computer repairmen who will come to your home typically are one-man-bands that burn out and know little about a recurring revenue model.

2. Retail Store™;

Most retail stores are repair-oriented - either focused on break-fix or selling hardware and are completely missing the boat when it comes to selling I.T. as-a-service.

3. Office-Style Provider;

Sophisticated MSPs typically work from an office and focus on servicing larger companies. Small businesses are off their radar. There are a few competitors in the franchise space, but the category is not crowded.



Key Differentiators

A. Proven model in an essential Industry with a growing market

The market Click IT addresses is enormous, and the services provided are indispensable. What’s more, Click IT is defined by the local, state and federal governments as an “essential business” and remained open for business during recent uncertain times, when others were forced to shut down. Our proven business model fulfills a vital need in a growing market so we’re now scaling by opening franchise stores in local markets all over the country and eventually around the world. Joining the Click IT network is an exciting proposition, indeed.

Furthermore, the business model is sustainable through an established reliable recurring cash flow that assures a fast return on investment (ROI). With the most “best-in-class” IT products, solutions and services to offer customers, by all measures, The Click IT Store™ produces the highest sales and profit margins compared to any other franchise in the IT services space.*

B. “Pick it and Click it” Platform

In operating our own store in Chagrin Falls, Ohio, Click IT has developed all the necessary systems and procedures, with a menu of selections that makes selling in a Click IT Store™ considerably less complicated. Click IT’s online “pick it and click it” platform makes IT easy for our franchisees, so they are easily able to tend to complete the tasks necessary to fulfill the needs of customers. With Click IT’s platform, franchisees can easily manage the tasks of providing Click IT’s products, solutions, and services. The platform is comprised of over 12 categories with over 100 items and 20 websites individually focused on each IT niche.



This is our Partners Sticker applied multiple times on the walls in the Point-of-Sales area inside Click IT Store™s.

Click IT’s websites offer products, solutions, and services on menus that are pre-contextualized for a customer’s particular needs. This permits a salesperson to merely select from a menu, perhaps while on the phone or from across the point-of-sale counter. The sales process is assisted by an online company store, where detailed descriptions of all Click IT’s solutions, products, and services are explained in detail. Along with all this assistance, franchise owners are given the tools to easily establish their market presence in their territory using our website-dominance techniques.



Click IT is Listed
with the SBA
Franchise Registry

C. Help finding funding for your business

Click IT has been pre-qualified by the Franchise Registry and is an approved franchise on the SBA franchise registry site. This expedites the lending process. We have also partnered with expert financial advisors, giving our franchisees funding options that can help catalyse their loan acquisition, if needed. If a franchise owner requires funding to build out and open their Click IT Store™, these financial experts are available to assist them in finding the capital at no cost to them.

D. Training & support

Click IT is committed to the success of our franchisees. Since we have been running our own Click IT Store™ since 2012, we've gained the insight and knowledge necessary to achieve this. In our training, we walk owners through running their store, task by task, building their business implementation plan, plotting their course to sustained growth. Franchisees are given 20 hours of classroom training at our company store and then 20 hours of on-the-job training. Our owners learn how to plot their course to sustainable growth and profits. And it doesn't stop there. Additional training is available and our doors are always open at the Company store for a visit.



Full Work bench at Click IT in Chagrin Falls

E. Guidance in selecting the ideal territory & location

We have also partnered with real estate experts who use the best in commercial realty software tools to study a territory's demographics, to first make certain it matches Click IT's minimum territory requirements in order for the business to be successful. Then, through a diligent narrowing selection process, we assist in deciding on the ideal location, where saving the franchisee start-up capital is considered critical. Not only do we help our franchisees narrow down an area for their Click IT Store™, but we also make certain through our market demographic study that the considered location meets an extremely strict criterion. In our studies, we typically come up with recommended sites to consider.



The Click IT Store™ in Parma, Ohio



F. Array of Tools and Assistance to Help Find Customers

Prospecting for new business is paramount to the thriving of any business. We help our franchisees manage their local web presence using proven search engine optimization techniques. Complementarity, instead of relying entirely on advertising, Click IT has developed an array of online tools to lessen the burden of seeking new customers. One of the most effective tools we have developed internally, for

instance, is WP Nearby Places. We have demonstration videos to show how easy it is to use this proprietary tool, and others. Go to <https://clickitprospector.com> to learn more.

G. Competitive and Strategic Advantages

Not only is Click IT's business model strategically geared to scale out to towns and cities across the country and around the world, our founder, A.L. Harlow, is a seasoned entrepreneur with a track record of building recurring-revenue businesses from the ground up. Over the decades, he has created hundreds of innovative products, solutions, and services for both consumer and industrial markets. Click IT threads well-wrought product development and customer service acumen with a lifetime's perspective on the development of IT and technologies sectors.

H. Methodical Application Process

At all times, franchisee candidates have a complete understanding of where they are in their discovery and evaluation process. We graduate our franchise candidates through a step-by-step process, so they come out of it with the energy and enthusiasm our business owners feel.

Outdoor Signage

Awning Required on Store Front

Minimum Store Size: 775 Sq Ft

Inside Signage

Retail Floorplan

Retail Area Actual Image



More About Store Location Selection

At Click IT, we understand that making the right territory and store location selection has an immediate and ongoing effect on a franchisee's business. Very few franchisors identify this importance and address it with systems of assurance, managerial redundancy, and continued support.

Indeed, real estate decisions may just comprise the single biggest variable in determining a Click IT store's revenue and profitability. Even franchisees who are otherwise adept will overspend on rent and must close the doors if their store location is a poor one.

This is why we emphasis helping our franchisees with finding the best location for their Click IT Store™ in their chosen territory. In knowing how important this is, Click IT has partnered with the best consultants in commercial leasing who understand just how crucial real estate is to a franchise business. Our team of experts will guide and direct our franchisee so they make an informed location choice in an area best suited for success of their Click IT Store™.

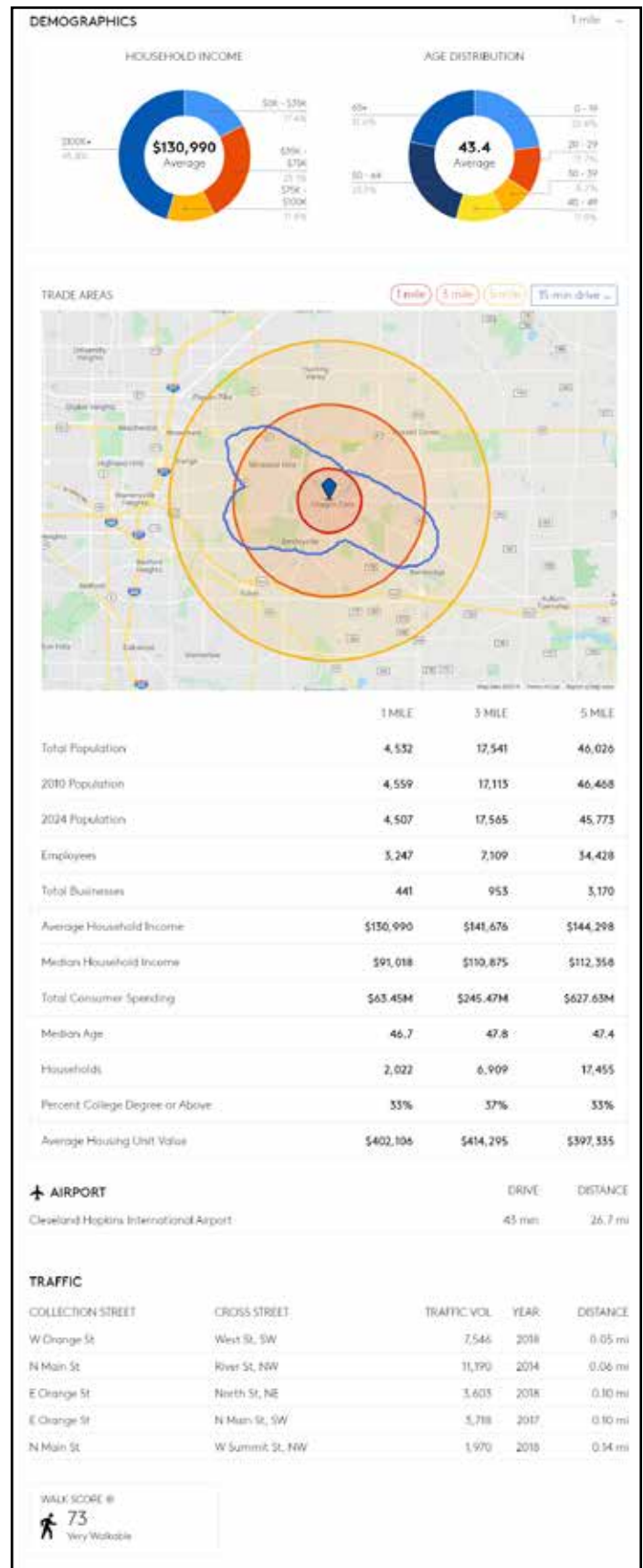
We provide Demographic Studies of all territories under consideration. For example, Click IT's company store provides IT services to a small community of just 46,026 residents and 3,170 businesses located inside a 5-mile radius.

On the left is an example floor plan. Once the location is decided upon, we help the franchise owner with their floor plan.



Scan this QR Code to go to a web page with more information regarding finding an ideal location.

Example of a location's demographic study:



Store Space Rental

Space Requirements: 775 to 1,600 Square Feet

Cost per Square Foot: \$8 to \$35 triple net (depending on quality and traffic)

Our Process: We discourage our franchisees from “tainting” their territory by going around and looking for spaces initially before we’ve done our due diligence. Our team of commercial real estate experts guide our new franchisees through a complete and thorough real estate investigatory process, that saves them time, aggravation and ultimately, money.



Wall Stickers and all Build-Out Items can easily be bought at our on-line franchise Store™. See <https://clickitstores.com/shop>. Login may be

Minimum Demographics

Space requirements: 775 to 1,600 square feet are required.

Cost per square foot: \$8 to \$35 triple net, depending on quality and traffic.

Landlord: Our commercial real estate experts negotiate with landlords on behalf of our franchisee so they get the best possible lease with favourable terms and move-in arrangements, often with free months of rent and a build-out allowance, depending on market conditions and availability. Finding that perfect space inside a strong demographic makeup is critical in determining our franchisees’ success and protects their investments.

Demographic criteria: Below are the minimum demographic data we look for within a 5-mile radius when selecting a location:

60,000 residents or greater	\$175,000 average housing unit value
3,000 businesses or greater	5,000 automobile passages per day
\$65,000 Medium household income	



Scan QR Code to go to Store™ Build-out Items Shop.

NOTE: To provide the best possible expertise in commercial real estate, Click IT partners with the most expert commercial leasing professionals. This association with proven methods, assures Click IT Franchisees select the best site locations.

Build-Out & Signage

Once the best location is selected with help from our commercial real estate experts, the store's design is provided. SketchUp drawings of key store fixtures such as the Point-of-Sale counter and Workbenches are provided to Franchisees so their contractor can easily assemble these for their Click IT Store™. (The photos on this page show the Click IT Store™ build-out conducted recently in Sun Valley area of Idaho.)

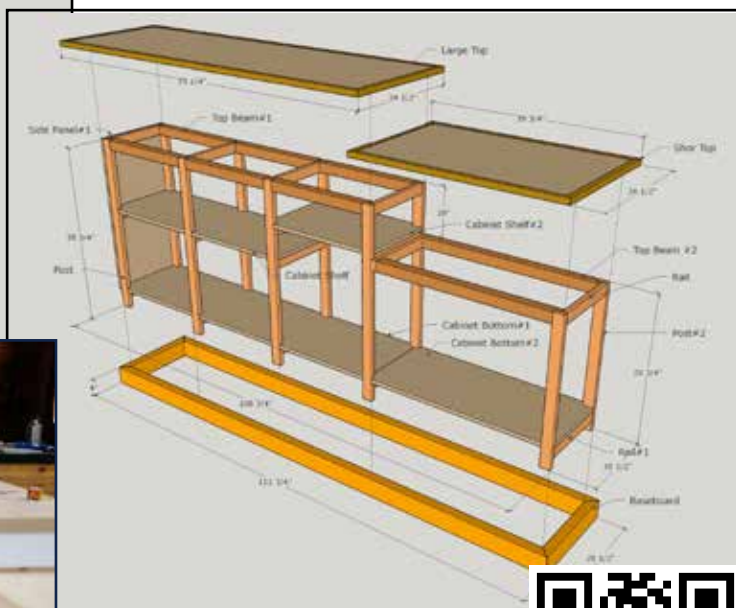
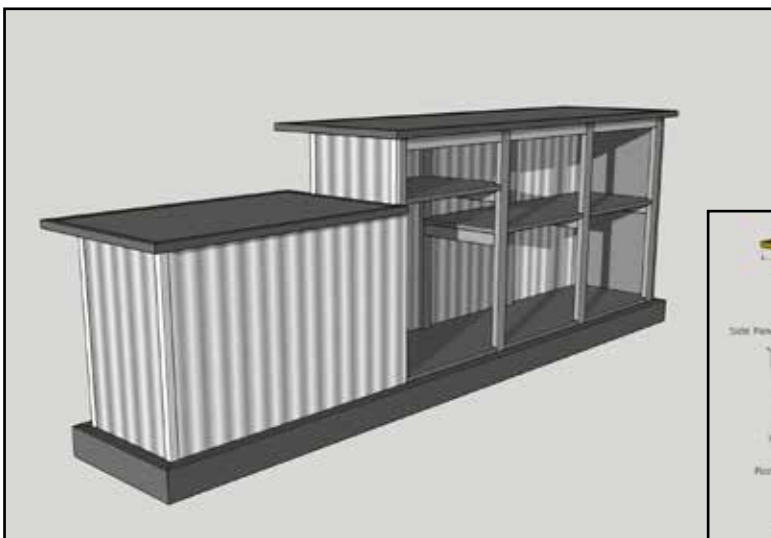


Signs, awnings, flags, and other attention-getting methods are used to draw attention to a Click IT Store™. All artwork for store graphics is provided in our members portal.

All signage is constructed and erected by sign vendors, who can assist with local regulations and municipality build-out allowances and rules.



Franchisee Chad Bertoni and Robbie Harlow inspecting chosen Click IT Store™ location on Main Street in Hailey, Idaho.



Scan this QR Code to visit Chad's website we built for him.



Marketing Materials & Much More

Building a classroom in a Click IT Store™ is optional, but having a classroom does create opportunistic instances for furthering a Store™'s income.



Logo apparel, posters, signs and all build-out items are all available online at <https://clickitstores.com/product-category/Store-build-out-items/>. For instance, once determined by the franchise owner, a Wall Sticker can be ordered to displays all those services offered.



Learn more about marketing avenues provided by scanning this QR Code above.





What The Click IT Store™ Sells

Over 12 Search-Optimized Websites Designed to Capture Local Markets



Click IT Computer



Click IT Website Design



Click IT Secure



Click IT Phone



Click IT Email



Click IT E-marketing



Click IT Connect



Click IT Backup



Click IT Repairs



Click IT Hosting

Pick-it & Click-it

With over 100 items in 12 categories of IT products to offer, our franchisees never miss out on an opportunity to offer a solution to our customers in a consultancy type of manner. Scan this QR Code to learn more about all our divisions, and visit all 12 of our websites.



Franchisees choose to display and offer it all, or select what they want to sell to their local clientele.



Support is just a toll-free phone call away. Call 1-(800) 368-7416 for corporate help.



Customized IT for any Industry

Every industry wishes to streamline work-flows better and increase productivity. No matter what industry a customer's business is in, Click IT can deliver industry-specific compliant solutions, customized to any company's specific needs. Franchisees are given the tools necessary to create quotations fast and easily, and then deliver best-in-class managed IT services, products, support and solutions in a comprehensive yet cost-effective manner.

The Click IT Store™ offer IT services, products and support in a retail setting to an array of industries.



Click IT's Expert Knowledge Base Available Online

Since 2012, Click IT has worked to perfect its systems and now provides franchisees with a knowledge base online. It's a library filled with all that has been acquired and learned in knowledge, documents and systems. During our discovery process, our franchise candidates are provided with a complete tour of this knowledge base, which is continually growing as we add more materials to give franchisees a great resource to rely on.



About Funding

Click IT has partnered with the best financial service consultants to jump-start our franchisee's entrepreneurial journey.

Funding is obviously essential in buying a franchise. Our partners have been funding America's entrepreneurs for over 35 years, offering a suite of funding options covering nearly every type of business situation.

The most popular programs are SBA's small business loan programs. Additionally, our strategic financing partners and consultants continue to provide innovative solutions with corporate capitalization strategies that are designed to mitigate or eliminate the taxes due on the sale of a business. Our partners also offer securities-backed lines of credit and equipment leasing.

To learn more, including finding what loans you qualify for, start by requesting a free guide to franchise funding. Use this QR code.



What Does it Cost to Open a Click IT Store™?

Scan this QR Code to see all the expenses in opening a Click IT Store™.



Use this QR Code to Learn More about getting funded.



About Earnings Potential

Click IT Franchise provides a unique opportunity to be one's own boss and benefit from its well-bought and unique method of delivering IT services. Click IT is the #1 IT franchise on offer today in the Managed IT Services category, and the only brand to offer managed IT-as-a-service, to both consumers and small businesses, from a retail-setting. In the proper hands, Click IT offers a recipe for profits.



The Click IT company store has proved the business model and concept with better-than-average returns relative to other businesses in the same category. In recent years, the Click IT company store made better than average EBITA on growing sales from a continuing growing number of customers, MSP endpoints and seats. In operating a Click IT Store™, our owners can enjoy selling at the highest margins while giving them the best opportunity for a relatively fast return on their investment.*

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Did We Say We Do Computer Repair?



As you may not have noticed in reading through this booklet, while Click IT focusses on being a Managed Service Provider that brings franchisees recurring revenue, Click IT of course also provides computer repair services. We also provide everything our franchise owners need to begin and operate their computer repair business too. We will never forget our roots.



Scan this QR Code to go to our website dedicated to Computer Repairs.

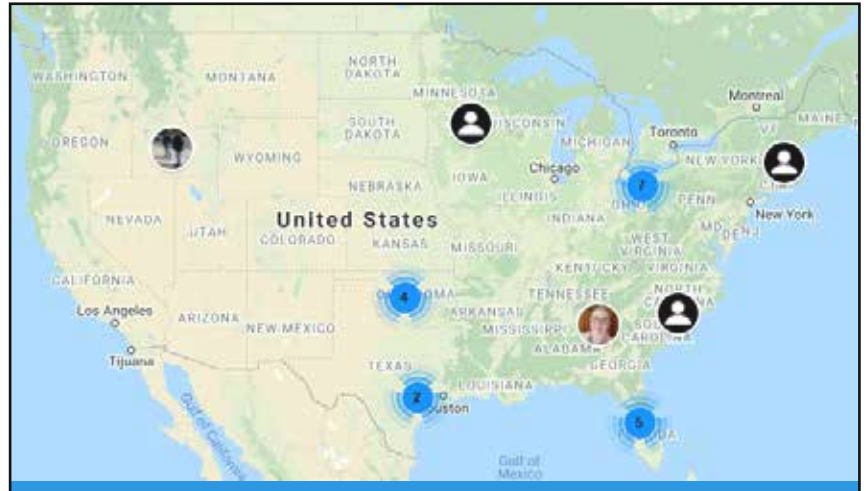


Club Membership

Owners of a Click IT Store™ join an elite membership of other owners comprised of entrepreneurs who, like them, are looking to fulfil their business-ownership and financial aspirations.

Room to Still be Creative.

Unlike many franchises, to keep Click IT's extensive resource library, infrastructure and tools the absolute best of any other franchise out there, we encourage our franchise owners to always seek and implement improvements while running their Click IT Store™, and then once approved by corporate, share their improvements with our entire Click IT Store™ network.



When a Territory is Awarded, Franchisees Receive the Following:

- ◆ 40 hours of classroom and on-the-job training at Click IT's company Store™.
- ◆ An Operations Manual with all the Store™'s operating instructions.
- ◆ Systems to Run Your Business.
- ◆ On-going, pro-active support.
- ◆ Normal Business Hours.
- ◆ Highest Earnings Potential.
- ◆ Over 100 IT products & services.
- ◆ A High-Growth Marketplace.
- ◆ Best-in-Class Products & Services.
- ◆ Over 12 Categories to Sell.
- ◆ High Demand, Low Cost.
- ◆ Over 12 Websites that Bring in Customers!
- ◆ A Web Services Back-end Portal.
- ◆ In-Demand Offerings at Lower Costs.
- ◆ A Proven Business Model & Systems.
- ◆ Needed Categories Easy to Provide.
- ◆ Each category goes to a website specifically designed to attract new business.



From streamlining your search for small business loans to advising your real estate search to honing standard procedures with face-to-face training, we seek nothing less than our franchisees' complete success.



Mission Overview



The Click IT Store™ opened in 2012 on Main Street in Chagrin Falls, Ohio, providing managed IT services to a small suburban community of just 46,026 residents and 3,170 businesses within a 5-mile radius. Click IT of Chagrin Falls now provides to over 2,000 residents and commercial customers, technical services, products, and solutions in its retail-store setting. In recent years, our focus has been on systematizing Click IT's business operations which now

enables us to offer an easily scalable franchise model. We recently began offering entrepreneurial-minded people a huge opportunity to be in their own highly profitable business, helping their community thrive and prosper securely in this new IT-dependent economy. Our mission is to help customers love their IT, to use it to its fullest advantages while helping to improve their quality of life.



Our Corporate Structure



All the intellectual property of Click IT is licensed and managed by Motherboard, Inc., a wholly owned and independently operating franchise company. Thus, on our legal documents, you will see "Click IT® Franchise by Motherboard, Inc." Click IT Group is the name of all Click



IT associated businesses, categories, divisions and employees sharing offices and all the relations to Click IT's vendors and resources. The main reason this is done is for economies of scale.

Our franchisees serve their local communities in a manner like the “IT Department” inside a large corporation.

As an emerging franchise, Click IT has achieved the following:

- ◆ Received a grade of “A” from Franchise Grade which confirms Click IT’s strengths over any competition.
- ◆ Developed our dynamic and manageable online POS. For example, see: <https://clickitstores.com/ohio-chagrinfalls>.
- ◆ Proved that Click IT has a business model with a better-than-average return on investment*.

• **A Very Unique Business Ownership**

Opportunity: Click IT Franchise provides a unique opportunity to be one’s own boss and benefit from its highly demanded and unique method of offering and delivering IT services. Click IT is the #1 IT franchise on offer today in the Managed IT Services category (see



Vans are not required, but are available.

<https://topitfranchises.com>), and the only brand to offer managed IT-as-a-service to both consumers and small businesses, from a retail store-setting.

- **Striving to Show a Fast Return-On-Investment:** In operating a Click IT Store™, our franchisees enjoy selling at the highest margins, offering the opportunity for a fast return on their investment. In operating a Click IT Store™, one offers over 12 proprietary IT categories proven to earn better returns while satisfying an increasing demand for IT services.
- **Providing Lots of Training & Tools:** To the franchise owner, we provide 20 hours of classroom and 20 hours of on-the-job training to learn our methodology for plotting a course to high and sustainable profits. Franchisees love being the owner of a Click IT Store™ because they have the tool-kit and autonomy to control their own business. Owners work normal business hours, but, ultimately, can arrange a schedule that works best for them.

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The Journey to Owning Your Future

When one completes the journey of discovery and becomes an owner of a Click IT Store™, they join an elite membership to our network of entrepreneurs who likewise are fulfilling their business ownership aspirations and goal of financial freedom.

We grant franchises with care to individuals we believe are well qualified. In our effort, we look to attract those who, no matter how old or the shade of their skin, have personality traits we feel are characteristics of a successful entrepreneur because we believe this tells us if a person will be successful as a Click IT Store™ owner.



As Yogi Bear Would Say, "Smarter than the average boss!"

Do you have an Entrepreneur's Traits and Characteristics?

Get a quick assessment as to whether you possess in our opinion what personality traits you need to have in order to be a successful entrepreneur. It is one of the steps we ask you to take in order for us to consider you for ownership of your very own Click IT Store™.

For a quick assessment, use your phone to read the QR code or in an Internet browser, type:

<https://members.clickitfranchise.com/personality-test-page>.

It is simple. If you pass, the test result will tell you immediately. You will then be encouraged to register and become a member of our discovery portal as a franchise candidate.

Our members portal guides our franchise candidates through our discovery process, where it is self-directing so you can go at your own pace.



Scan this QR Code with your cell phone to go begin your quick assessment.

Our Proprietary Members Discovery Portal:

<https://members.clickitfranchise.com>

Once you've completed the Request for Consideration form, we will invite you to register as a member of our proprietary Members Discovery Portal. Inside there is a ton of information you are given access to as we continue working with you in guiding your discovery process. You'll be given exclusive access to confidential information and as we continue our conversations, you'll see actual figures revealing how much our Store™s actually make their franchise owners and what running a Store™ entail. You'll see that in operating a Click IT Store™, earnings are exceptionally higher than the national average of any franchise.



Frequently Asked Questions



Franchisee’s Million-Dollar Question: How Much Money Can I Make?

Once you’ve registered as a member of our proprietary discovery process portal, you’ll be given access to actual operational figures revealing how much our stores actually make their franchise owners. You’ll see that in operating a Click IT Store™, earnings are exceptionally higher than the national average of any franchise. Additionally, with Click IT, the sky’s the limit. Franchisee’s earnings potential is unlimited. To see all the Click IT Store™ locations currently in operation, visit: <https://clickitstores.com>.

What are the Primary Responsibilities of Franchise Owner?

Click IT owners focus on managing their business. They are primarily responsible for acquiring and developing clients and building a team to deliver premium IT support. These responsibilities are streamlined by Click IT’s world-class sales and service delivery training, and lead generation programs. Click IT Store™ owners manage all financial and operational aspects of their business.

Our members portal has answers to more questions like these. Use this QR



Scan this QR Code to go to more Frequently Asked Questions.

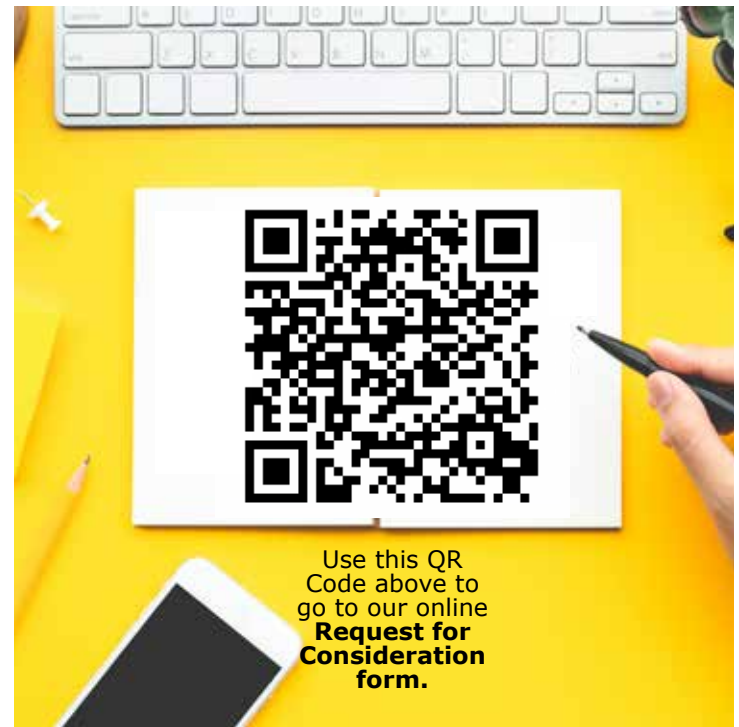
Do Click IT Franchise Owners Need to be Nerds?

No, absolutely not. Here's why: Click IT delivers all its IT through using web services. This means that in order to deliver IT services to customers, a franchise owner just “picks it and clicks it”. This is a unique advantage of Click IT that sets it far apart from any other IT franchise available. At Click IT, we took the major disciplines of IT and broke them down into the major categories, we call divisions because each is a specialty. We then built “pick it and click it” websites that make it easy for our franchise store owners to service customers using our platform to manage Click IT’s products, solutions, and services. Click IT has over 20 websites focused on niches, as described by our division websites.

The key to our franchise owners’ success is therefore not in hiring people with the skill sets necessary to implement and run these divisions. Instead, we have chosen the best-in-class of all our services, and then have created or use web portals and a series of systems to implement and manage these services for our customers. It works and we have been using it in our model corporate store for many years. Our IT staff is trained in managing these systems, so the skill set and knowledge needed are all built into our back-end. This is why we say that you don’t have to be a techie to own a Click IT Franchise. In fact, our franchise owners are not nerds, and we aren’t going anywhere!

What's Next?

You have received this booklet which we hope has answered most of your questions about the Click IT franchise. We hope you have found it very informative and will excite you as much as Click IT excites us. If you haven't already done so, we next invite you to complete and return the **Request for Consideration form**, so our Executive Committee can review information about you and then enrol you into our proprietary process of furthering your discovery, ultimately becoming a Click IT Store™ owner. We encourage you to invite to these discussions your significant other and any business advisor you may decide to include.



Together we will cover the following topics in a series of scheduled phone calls, where at times we might share our computer screen with you so we can view the same information:

1. Concept Compatibility

We check our concept's compatibility with your aspirations and goals, to assure Click IT ignites a passion, excites your interests and fits your personality.

2. Mutual Expectations

We review what you can expect from us and what we will expect from you in return.

3. Start-up Review

We discuss the costs and commitments necessary in acquiring your licenses, training, location, build out materials and generally what it takes to open a Click IT Store™.

4. A Day in the Life

We'd like you to have a discussion to learn what a day in the life of a Click IT Store™ owner and operator is like. You'll hear the daily tasks and work typically fulfilled at a Click IT Store™ manager, typically hosted by our Click IT Store™ Operations Manager.

5. Document Introduction

We will next conduct a review of the important franchise legal documents with you. This review is hosted by Founder and President, A.L. Harlow.

6. Documents Revisited

We will then reconvene for another session with A.L. Harlow, after you have had time to review our legal documents, so he can address any further questions you might have.

7. Discovery Day

Once we have achieved completing our coverage of these topics, you will then be invited to a Discovery Day, during which you will walk through a running and humming Click IT Store™. You will be invited to listen in on personnel discussions, sit in on any meetings going on, have lunch, and enrich your sense of the Click IT brand and the local IT services business. In all, you will solidify your understanding of what an operative Click IT Store™ looks like.



To see all the events scheduled at Click IT Computer in Chagrin Falls, see <https://events.clickitcomputer.com>.

What We Will Cover Our corporate staff offers insights into our industry; brand development from first unit to model location, strategic growth and long-term planning. We will discuss what steps lead to the creation of Click IT as a nationally-recognized brand.

First-hand Experience

Evaluate customers, compare between locations, employee type and architectural design. Marketing and Operations: In-depth discussion of your market and operational questions.

National Brand Development

Discussion of the growth and development of our concept as a soon-to-be nationally-recognized brand and our franchisees roles in this development.

Lunch - Time to enjoy delicious food from one of our local restaurants.

The System

A complete guide to your start-up, including a costs review of your pre-ownership business plan.



Company Culture

OPTIONAL/TIME PERMITTING – Spend some time with team members and discuss company culture and any questions you may have regarding employee and customer satisfaction.

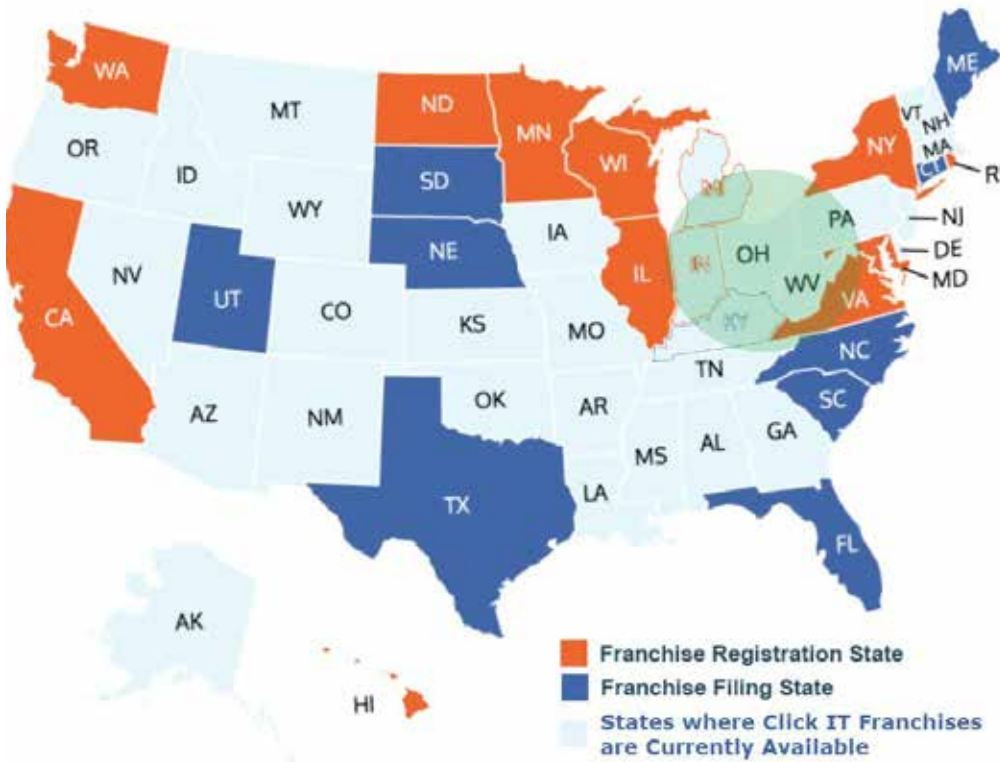


To see what's nearby our headquarters, use your phone to read this QR code.



Available Territories

Below is a list of states noting where protected territories are available. Be sure to check with us regularly as we continue to expand our state registration so Click IT Store™s can be opened in every state.



Use the QR Code above to see the latest list.

- | | | | |
|----------------------|---------------------|------------------------|--|
| Alabama | Indiana | Nebraska | South Dakota |
| Alaska | Iowa | Nevada | Tennessee |
| Arizona | Kansas | New Hampshire | Texas |
| Arkansas | Kentucky | New Jersey | Utah |
| California - Pending | Louisiana | New Mexico | Vermont |
| Colorado | Maine | New York - Pending | Virginia - Pending |
| Connecticut | Maryland - Pending | North Carolina | Washington - Pending |
| Delaware - Pending | Massachusetts | North Dakota - Pending | West Virginia |
| Florida | Michigan | Ohio | Wisconsin - Pending |
| Georgia | Minnesota - Pending | Oklahoma | Wyoming |
| Hawaii | Mississippi | Oregon | Check on-line for latest list. |
| Idaho | Missouri | Pennsylvania | |
| Illinois - Pending | Montana | Rhode Island - Pending | |
| | | South Carolina | |



Conclusion

Investing in yourself is an exciting change, especially when it means becoming your own boss. You have completed an important step by reviewing this information in order to learn more about Click IT, our philosophy, programs and services. You have learned about our process and can share your plans with your family and friends simply by sharing this booklet.

At Click IT we believe in passion, purpose, and making a commitment to exceed our guests' expectations from their visit with us where they learn and engage. Click IT is poised to capitalize and profit from the burgeoning IT services segment of the computer industry.



Use your phone to read this QR code. It will take you to the Request for Consideration form so you can easily complete it on-line.

Now that we've told you about us, before we enter into a business relationship together, we need to get to know you better. So to begin your discovery process, simply complete and submit the Request for Consideration form.

We are excited to expand our network with eager, qualified entrepreneurs, and look forward to continuing our discussion.

Now Let the Journey Truly Begin

If you are serious, passionate and in search of a truly rewarding experience, we invite you to act and take the next step in becoming your own boss by simply completing and returning the **Request for Considering** form found at: <https://members.clickitfranchise.com/request-for-consideration>.



Scan this QR Code to go to our Click IT Store™'s website to see how many stores we have opened thus far.

Or if you have any questions or concerns, feel free to call us toll-free at 1-(800) 368-7416.

LEGAL NOTICE: The information provided is not an offer to sell a franchise. Any offer to sell this franchise will be made by a Franchise Disclosure Document and only following registration by Click IT Franchise in any state requiring registration prior to sale. All competitors' products or services are sold under their mark(s); these marks are independent from any mark owned by Motherboard, Inc., and, any reference to their trademarks does not imply an affiliation nor does it explicitly or implicitly endorse Motherboard's products. This document is also subject to change without notice.

The Click IT Franchise has been registered under the Franchise Investment Law of the States of the United States. Such registration does not constitute approval, recommendation, or endorsement by any governing body such as the Commissioner of Corporations, nor a finding by any Commissioner that the information provided herein is true, complete, and not misleading. See all legal notices at <https://clickitgroup.com/legal>.

Any references in this document (and any Click IT website page) to the financial performance of the company store can, will and should not be understood as any indication of what an independently owned franchise store will perform like.

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