



Beyond  
Development  
Group.

# Franchise Development Consultancy

Superior Real Estate Development  
Consulting for **Growth Conscious**  
Multi-Unit Franchisors & Franchisees



## Due Diligence

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Once you've determined broad terms of an agreement when purchasing a portfolio of retail/restaurant units, the due diligence process is absolutely critical. Your Due Diligence allows you to truly understand the value of the business and the resources you'll need to employ to drive the return of investment you're looking for. BDG performs the development element of this painstaking process to ensure a full understanding of the potential real estate opportunities and challenges involved.

800 | 549 | 6617

[info@beyonddevgroup.com](mailto:info@beyonddevgroup.com)

## Our Approach

The Due Diligence service includes Market Planning alongside the Collection and Collation of Asset Information.

### Market Planning

There are a plethora of elements impacting the current and future success or failure of a retail or restaurant unit. BDG absorbs and analyzes all available data and provides guidance to optimize both sales and capital expenditure.

#### AREA VIABILITY

Through an analysis of geographical & consumer data compared to the brand's core and target consumers, BDG helps you make the determination on the viability of the currently serviced area.

#### SITE LIMITATIONS

Each brand has a set of site characteristics believed necessary to optimize sales. BDG evaluates each site against your brand's needs, often including characteristics such as, accessibility, visibility, parking, traffic flow and generators.

#### CURRENT SPACE CHALLENGES

Working hand in hand to gain a clear understanding of your business requirements, BDG analyzes your current square footage, image, and occupancy rates to advise on the type and timing of potential capital expenditure.

#### SALES & PROFITABILITY EXPECTATIONS

Operations has a direct impact on your sales and profitability and can improve or blunt your asset efforts. Using the data available, BDG highlights any operational factors that could be impacting performance.

#### OPTIMAL ACTIONS & TIMING

Determining the final recommendations and timing for execution is a complex dance. The goal is to make the requirements and limitations come to life in a way that has the most positive impact to your bottom line. Remodel, Relocation, Rebuild and Closure are not small decisions and have lots of moving parts. BDG guides you from inception through the evaluation and decision making to the completion of a plan you feel confident in.

### Collection & Collation of Asset Information

The documentation and data for each asset is not always easily available from purchasers. BDG ensures you are fully armed with all the information you need to assess your purchase and allow you to hit the ground running upon closing.

- Collation of all leases into a single platform
- Summary reports providing key details and extracts for each lease
- Interior and exterior photos of each asset
- Details of key equipment & hardware in each asset (make, model)

## Project Variables

While most of the Market Planning exercise can be completed remotely, travel is often necessary to gain a full understanding of some areas and units. Collection of Asset Information will require the engagement and approval of the seller. Due Diligence costing excludes any charges related to travel.

#### Mailing Address—

Beyond Development Group, Inc.  
8745 Gary Burns Dr. Ste 160-141  
Frisco, TX 75034

#### On the Web—

<https://www.beyonddevgroup.com>  
<https://www.linkedin.com/company/beyond-development-group>

