



Overview of Answers

Thank you for completing this application process.

Personal Details

[Modify Answer](#)

First Name	Pooja	How long have you lived at your current address?	4 years
Last Name	Sivakumar	What country are you a citizen of?	Australia
Date of Birth	12-12-1998	Home phone	
Gender	Female	Work phone	61 424014300
Address	13 Elmtree Crescent	Mobile phone	0424014300
Suburb or Town	Clyde North	E-mail Address	poojasivakumar98@
State	VIC	Best way to contact you	Mobile phone
Postcode or Zipcode	3978	Your marital status	Single
Country	Australia		

Additional personal details

[Modify Answer](#)

How many children do you have (if any)?	0	Have you ever been convicted of something other than a minor traffic violation?	No
Do you have a current driver's licence?	Yes		

Preferred franchise area

[Modify Answer](#)

Are you applying for a new or an existing franchise?

Existing

Preferred Location 1

Officer

Why do you prefer this location?

Since it is a new centre I will be able to establish and grow along with the centre.

Preferred Location 2

No response given

Preferred Location 3

No response given

What in particular has attracted you to a Kumon franchise?

I have worked in Kumon for 4 years and I am passionate about teaching.

What experience or skills do you have that you think will help you to succeed with this type of business?

The experience I have gained from Kumon, my cadetship and my degree in Bachelor of Commerce will help me succeed in Kumon.

Specifically what type of assistance do you expect us, as your franchisor, provide you with?

- Admin training - Marketing - Pilot studies

Listed below, in no particular order, six possible reasons for choosing this franchise. Please rank these from 1 (most important) to 6 (least important).

- 2 To have more flexibility in how I spend my time
- 4 To have more control and independence
- 3 To be able to work with my family
- 6 To build more personal wealth
- 5 To have more security and stability
- 1 To achieve a personal challenge

Education and qualifications[Modify Answer](#)**Last high school attended**

Lyndale Secondary College

Highest grade completed

12

Other formal qualifications

Yes

Type of qualification/degree obtained

Bachelor of Commerce
(Double major in
Management studies and
Accounting)

Name of Institute

Monash University
(Clayton campus)

Did you graduate?

Yes

Graduation year

2020

Do you have any other significant expertise

DOXA Cadetship

Have you ever owned your own business?

No

Your business[Modify Answer](#)

Have you been an employee in the last 7 years?

Yes

Your employment history[Modify Answer](#)**Your recent job role**

Kumon Floor Manager

Organisation

Kumon Narre Warren and Berwick South

When were you in this role?

From 2017 to 2021

Who was your supervisor?

Asha Venkatraman

Your main responsibilities?

- Managing 7A-A section - Student training and motivation activities - Staff recruitment and training - Parent communication - Monitoring student progress and goal setting

Starting salary (per annum)

\$ 15,000

Ending salary (per annum)

\$ 22,000

What you most liked about this role?

- Job satisfaction - Flexibility - Passion I have built on teaching

What you liked least about this role?
N/A

Other significant roles held in the years

Company	Role	Duration
DOXA	Cadet	3 y

Apart from the above roles, have you ever owned or worked in a business similar to Kumon?

No

Your health[Modify Answer](#)**Your current physical health**

Excellent

Physical limitations

No

Health problems

No

Emotional distress

No

Your experience[Modify Answer](#)

Which best describes your level of experience in the following areas:

	None	A Little	Some	Quite a bit	Ext
Selling products or services	.	.	.	.	
Working with financial information and business reports	.	.	.	.	
Working with computers and different types of software	.	.	.	.	
Supervising the performance of other people	.	.	.	.	
Servicing customer needs	.	.	.	.	
Planning or conducting marketing and promotional programs	.	.	.	.	
Working in a retail environment	.	.	.	.	
Working in a business to business environment	.	.	.	.	
Working in office administration	.	.	.	.	

How much time would you intend to devote yourself to running a Kumon franchise?

8 hours a day, 6 days a week

Do you have any other business involvements?

No

Do you have any other significant personal or work commitments that require your time?

No

What would people who know you well, say are your strengths relevant to running a business?

- Communication skill - Ability to attract customers -
Great interpersonal skills - High business acumen

What would people who know you well, say are your weaknesses relevant to running a business?

- Perfectionist

What is your strongest language?

English

How would you rate your ability to read and write in English?

Excellent

How would you rate your ability to speak clearly in English?

Excellent

Your current average monthly income for the family

Salaries, wages and commissions	\$ 7,000
Dividends or interest	\$ 0
Real estate income from rental properties	\$ 2,000
Other income	\$ 0
Total average monthly income	\$ 9

Total average monthly living expenses

\$ 600

How much money in total you hope to get from this business?

Year 1	\$ 45,000
Year 2	\$ 55,000
Year 3	\$ 70,000

If you proceeded with this franchise, what things would you hope to achieve? (In other words, what are your goals?)

1. Personal Satisfaction 2. Career Growth

What could hold you back from achieving your goals?

N/A

Who will you be relying on for advice in running this franchise? (optional)

Name ASHA VENKAT
Nature of relationship MANAGER

Name SIVAKUMAR F
Nature of relationship FATHER

Name None specified
Nature of relationship None specified

Is there anything else relevant to running this business that you think we should know about?

None specified

Referees/References[Modify Answer](#)

Referees/References**Name**

ASHA VENKATRAMAN

MIKE EJIGU

Relationship with you

MANAGER

PREVIOUS MANAGER

Contact phone

61 479098012

61 430125853

Financial Referee/Reference

No financial referees/references were specified

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