

1 IN THE MATTER OF DETERMINING  
2 Whether there has been a violation  
3 of the Franchise Investment Protection Act by:

4 Outdoor Lighting Perspectives Franchise Corp.

SDO - 65 - 00

CONSENT ORDER

Case No. 00-03-63

5 INTRODUCTION

6 The Securities Division, Department of Financial Institutions, State of Washington, and respondent,  
7 Outdoor Lighting Perspectives Franchise Corp. (Outdoor Lighting), do hereby agree to this Consent Order in  
8 settlement of the matters alleged herein. Outdoor Lighting neither admits nor denies the Tentative Findings of  
9 Fact and Conclusions of Law as set forth below, except as to the jurisdiction of the Securities Division to enter  
10 this Consent Order.

11 TENTATIVE FINDINGS OF FACT

12 I.

13  
14 Outdoor Lighting, a North Carolina corporation, enters into License Agreements (license  
15 agreements) in which Outdoor Lighting provides licensees with the use of its names, marks and  
16 training regarding the offer, sale and of the Outdoor Lighting design and installation service and sales  
17 business. Outdoor Lighting provides licensees with telephone assistance, its operations manual,  
18 classroom materials, sales and marketing materials, bookkeeping systems, installation techniques and  
19 similar materials. In or about July 1998, Outdoor Lighting entered into at least one license agreement with a  
20 Washington resident. Outdoor Lighting charged the licensee a license fee based on a percentage of the  
21 licensee's monthly gross sales revenue.  
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23  
24  
25 CONSENT ORDER

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DEPARTMENT OF FINANCIAL INSTITUTIONS  
Securities Division  
PO Box 9033  
Olympia, WA 98507-9033  
360-902-8760

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1 II.

2 Outdoor Lighting is not currently registered to offer or sell franchises in the State of Washington and  
3 has not previously been so registered.

4 CONCLUSIONS OF LAW

5 I.

6 The offer and/or sale of the Outdoor Lighting license agreement described above constitutes the offer  
7 and/or sale of a franchise as defined in RCW 19.100.010 (4).  
8

9 II.

10 The offer of such franchise is in violation of RCW 19.100.020 because no registration is on file  
11 with the Administrator of Securities of the State of Washington.

12 ORDER AND CONSENT

13 Based on the premises of the foregoing:

14 Outdoor Lighting agrees to the jurisdiction of the Securities Division to enter this Order.

15 IT IS THEREFORE AGREED AND ORDERED that Outdoor Lighting, its employees and agents each  
16 shall refrain from the offer and sale of unregistered franchises in the State of Washington in violation of  
17 RCW19.100.020.

18 IT IS THEREFORE AGREED AND ORDERED that Outdoor Lighting shall inform all of its  
19 Washington licensees of the existence and contents of this Order within 30 days of the date of entry of this  
20 Order.

21 IT IS THEREFORE AGREED AND ORDERED that Outdoor Lighting shall disclose the existence of  
22 this Order in its offering circular for a period of three years from the date of the entry of this Order.

23 IT IS THEREFORE AGREED AND ORDERED that Outdoor Lighting shall pay \$200 for  
24 reimbursement of investigation costs.

25 CONSENT ORDER

1 IT IS THEREFORE AGREED AND ORDERED that this Order shall remain in force and effect for a  
2 period of three years from the date of entry of this Order.

3  
4 IT IS THEREFORE AGREED that Outdoor Lighting waives its rights to a hearing in this matter.

5 Dated this 24th day of May, 2000.

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8 \_\_\_\_\_  
9 OUTDOOR LIGHTING PERSPECTIVES FRANCHISE CORP. by  
10 \_\_\_\_\_

11  
12 **THIS ORDER ENTERED THIS 6th DAY OF June, 2000 BY:**

13  
14 *SCOTT JARVIS for* \_\_\_\_\_  
15 DEBORAH BORTNER  
16 Securities Administrator

17 Presented by:

18 \_\_\_\_\_  
19 MARTIN CORDELL  
20 Securities Examiner

21 Approved for entry by:

22 \_\_\_\_\_  
23 MICHAEL STEVENSON  
24 Chief of Compliance