

BUSINESS OR TO CONTINUE THE BUSINESS UNDER THE FRANCHISE AGREEMENT;

(8) THE PURCHASE OR LEASE, AT THE FAIR MARKET VALUE, OF REAL PROPERTY, OR AGREEMENT TO PURCHASE OR LEASE REAL PROPERTY, NECESSARY TO ENTER INTO THE BUSINESS OR TO CONTINUE THE BUSINESS UNDER THE FRANCHISE AGREEMENT;

(9) AMOUNTS PAID FOR THE PURCHASE OF SALES DEMONSTRATION MATERIAL AND EQUIPMENT, SOLD AT NO PROFIT BY THE SELLER, WHICH ARE FOR USE IN MAKING A SALE AND NOT INTENDED FOR RESALE.

(K) "PERSON" MEANS AN INDIVIDUAL, CORPORATION, PARTNERSHIP, JOINT VENTURE, ASSOCIATION, JOINT STOCK COMPANY, TRUST OR UNINCORPORATED ORGANIZATION.

(L) "SALE" OR "SELL" MEANS EVERY CONTRACT OR AGREEMENT OF SALE OF, CONTRACT TO SELL, OR DISPOSITION OF, A FRANCHISE OR INTEREST IN A FRANCHISE FOR VALUE.

(M) "OFFER" OR "OFFER TO SELL" INCLUDES EVERY ATTEMPT TO OFFER TO DISPOSE OF, OR SOLICITATION OF AN OFFER TO BUY, A FRANCHISE OR INTEREST IN A FRANCHISE FOR VALUE, BUT DOES NOT INCLUDE THE RENEWAL OR EXTENSION OF AN EXISTING FRANCHISE IF THERE IS NO INTERRUPTION IN THE OPERATION OF THE FRANCHISED BUSINESS BY THE FRANCHISEE.

(1) AN OFFER TO SELL IS NOT MADE IN THIS STATE BECAUSE THE FRANCHISOR CIRCULATES OR THERE IS CIRCULATED ON HIS BEHALF IN MARYLAND AN ADVERTISEMENT IN (I) A BONA FIDE NEWSPAPER OR OTHER PUBLICATION OF GENERAL, REGULAR AND PAID CIRCULATION WHICH HAS HAD TWO-THIRDS OF ITS CIRCULATION OUTSIDE THIS STATE DURING THE PAST 12 MONTHS; AND (II) A RADIO OR TELEVISION BROADCAST ORIGINATING OUTSIDE THIS STATE WHICH IS RECEIVED IN MARYLAND.

(2) THIS SUBTITLE APPLIES TO AN OFFER OR A FRANCHISE IF:

(I) THE OFFEREE OR FRANCHISEE IS A MARYLAND RESIDENT; OR

(II) THE FRANCHISED BUSINESS CONTEMPLATED BY THE OFFER OR FRANCHISE WILL BE OR IS OPERATED IN MARYLAND.

(N) "PUBLISH" MEANS, PUBLICITY TO ISSUE OR CIRCULATE BY NEWSPAPER, MAIL, RADIO, OR TELEVISION, OR OTHERWISE TO DISSEMINATE TO OR PLACE BEFORE THE PUBLIC.

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(A) THE GENERAL ASSEMBLY FINDS AND DECLARES THAT THE WIDESPREAD SALE OF FRANCHISES AND DISTRIBUTORSHIPS IS A RELATIVELY NEW FORM OF BUSINESS WHICH HAS CREATED