**The Founder Movie Questions**

1. What does Ray Kroc sell to restaurants at the beginning of the movie?
2. How many milkshake machines does McDonald’s order from Ray Kroc?
3. When Ray Kroc went to McDonald’s for the first time, how much did his hamburger, french fries and drink cost?
4. What was the purpose of drawing out the new design of the kitchen on the tennis courts?
5. What did Ray Kroc suggest to the McDonald’s brothers to grow their business?
6. Why did the McDonald’s brothers not want to franchise their business?
7. Why does Ray Kroc want to renegotiate his contract with the McDonald’s brothers?
8. What does Joan suggest as an idea to lower the cost of the electric bill for the freezers?
9. What does Harry Sonneborn suggest Ray Kroc do to change his business model?
10. Contracts are like hearts, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
11. According to Ray Kroc, what is the one thing that makes McDonald’s special?
12. Where does Ray Kroc open the new McDonald’s location in San Bernardino?
13. What were some entrepreneurial characteristics that made Ray Kroc so successful? *List and describe when and how he demonstrated these characteristics. Minimum of* ***three*** *characteristics!*

*A.*

*B.*

*C.*

1. What are some takeaways or lessons learned that you can utilize if you wanted to invest in a franchise?
2. Do you think the McDonald’s brothers did the right thing by selling out to Ray Kroc?
3. Did Ray Kroc give the brothers a good deal?
4. Does this change your view of the franchise McDonald’s?
5. What are your overall thoughts of the movie?