

So You Want To Franchise Your Business

New York Times bestselling author Donald Miller uses the seven universal elements of powerful stories to teach readers how to dramatically improve how they connect with customers and grow their businesses. Donald Miller's StoryBrand process is a proven solution to the struggle business leaders face when talking about their businesses. This revolutionary method for connecting with customers provides readers with the ultimate competitive advantage, revealing the secret for helping their customers understand the compelling benefits of using their products, ideas, or services. Building a StoryBrand does this by teaching readers the seven universal story points all humans respond to; the real reason customers make purchases; how to simplify a brand message so people understand it; and how to create the most effective messaging for websites, brochures, and social media. Whether you are the marketing director of a multibillion dollar company, the owner of a small business, a politician running for office, or the lead singer of a rock band, Building a StoryBrand will forever transform the way you talk about who you are, what you do, and the unique value you bring to your customers.

Completely revised and updated, *So You Want to Be a Lawyer* takes you through the process of becoming a lawyer, examining each phase in a helpful and easy-to-understand narrative. Find out what practicing law is like before you step into your first law school class. Practice solving legal problems as law students would in law school and lawyers might in an actual courtroom. Find out how to get into law school. And there's much more:

- Advice on how to select a law school, along with names and addresses of American Bar Association (ABA)-approved law schools
- An explanation of the law school admissions process, and ways to improve your chances for getting in
- Practical exercises and advice that will give you a head start over other first-year law students
- Information about career opportunities as a lawyer

Written by three experienced lawyers, this book will help you understand the types of problems facing law students and lawyers on a daily basis. Not only will it prepare you for law school, but it will also become your trusted guide on the path to becoming a successful lawyer.

Discover the secrets of the 1.75 trillion dollar franchise sector. International author, branding expert and media trainer Pete Burdon is joined by New Zealand's top franchise leaders to provide you with the inside secrets to financial freedom in franchising. In this breakthrough book, these experts share their stories and uncover what it takes to have your very own successful business. They reveal the exact techniques they've used to produce millions of dollars of income for themselves and their franchisees. You'll learn:

- how to build and run a billion dollar franchise system - the challenges they faced and how they overcame them - the path they took to franchise leadership - what it takes to become a top franchise leader - how they market their businesses and how this has changed in the current climate - how to choose the right franchisee or franchisor - the common mistakes and traps many make in franchising and how to avoid them

Contributors: David and Karen Dovey (Exceed Franchising) Adam Parore (Small Business Accounting) Jack and Melanie Harper (Driving Miss Daisy) Grant McLauchlan and Rene Mangnus (CrestClean) Scott Jenyns (Fastway Couriers/Aramex) Gill Webb (Active+) Paul Bull (Signature Homes) Brendon Lawry (Liquorland) Andrew and Denise Lane (Night 'n Day) Simon Harkness (Kitchen Studio) Paul Jamieson (Kelly Sport and Kelly Club) Simon McKearney (Helloworld)

This book will help you take immediate control of your financial destiny.

This book is a must-read for anyone who is considering owning a franchise. Business ownership is a life-changing event that must be carefully considered and this book is a great first step. Angie Shaw, *The Entrepreneur's Source* As the American economic landscape shifts, seasoned corporate executives are looking at independent business ownership as a way to secure and control their futures, and franchised businesses are growing in their appeal. But pouring a large amount of money into a franchise does not guarantee success. In this book, you'll find out: How to determine if you can succeed as a franchise owner; What dangerous pitfalls to avoid as a buyer; The potential rewards of owning your own business; Whether or not the numbers make sense; Ways to raise money for your venture; And much more! If you are tired of the corporate world and want to escape the rat race, then let Mitchell York, a successful franchisee and professional certified coach, guide you through the many steps involved in deciding whether or not to buy a franchise and how to do it right. As the former president of LendingTree Inc. and other major companies, he now owns a profitable and growing franchised business, and he's sharing his secrets for success in *Franchise: Freedom or Fantasy?*

I spent several years as a business broker and sold many franchises. I've given advice to franchisors, helped existing franchisees sell their business and helped people buy new franchise locations. There is a myth in the world that buying a franchise is the easy way to business success. This is far from the truth. In this book I share what I've learned over the years. There are stories of real people and real experiences. The book is called *Franchise Warnings* because it is filled with information that you need to know before you invest your money into a franchise business.

The investment required to license a franchise is a substantial sum. The results can be tremendously lucrative, providing both financial and professional independence, but there are also plenty of potential pitfalls. *Better Business Bureau's Buying a Franchise: Insider's Guide to Success* is packed with essential information, including worksheets, checklists, and charts. Experienced entrepreneurs from the Better Business Bureau guide investors from selecting a franchise to negotiating a contract to techniques for managing a profitable business.

The #1 best-seller on franchise development and Amazon #1 best-seller, *Grow to Greatness* has instantly become the must-read, essential guide on how to build a world-class franchise system faster. This breakthrough book delivers advice and proven, step-by-step systems and processes for emerging and established franchisors, as well as for anyone considering franchising their business. The \$29.95 guide has saved existing and potential franchisors thousands of dollars in costly mistakes. -- One hundred+ case examples and checklists reveal how to do it right ... and how not to do it wrong! -- Profit from real "best practices" solutions and proven step-by-step processes -- Endorsed by franchising's top brand executives of KFC, Taco Bell, Dunkin' Donuts, Pinkberry, Molly Maids, Postnet, Checkers, AlphaGraphics, Popeye's, Cartridge World, Express Employment Professionals, the International Franchise Association ... and many more. Each benchmark is described in detail, supported by case studies, industry research and steps taken by franchise leaders from various industries. "Steve's *Grow to Greatness* is the 'Driver's Ed Manual'. It delivers great lessons for startup franchisors and the most seasoned franchise executives. In the words of Bill Rosenberg, founder of Dunkin' Donuts and the International Franchise Association, 'We can avoid failures, if we study success.' Study *Grow to Greatness* and you will be rewarded." John Reynolds, CFE President, IFA Educational Foundation

Take Your Business from Average to Extraordinary The Wealthy Franchisee pulls concepts from cognitive behavioral

therapy, brain science, interviews, and Scott Greenberg's firsthand experience as a franchisee to help readers replicate the mental habits, tactics, and financial results of high-performing franchisees. As a franchising consultant, Scott Greenberg has helped franchise owners and franchisees improve their performance. Readers will learn how to: Explore their own mental responses and become more self-aware Bring out the best in employees and build superstar teams Dazzle customers and increase sales with emotionally satisfying experiences Optimize the human elements of their operation so they can grow into a next-level enterprise and become wealthy

Small business ownership is, in my opinion, the very foundation of the American experience. Liberty and freedom are both the results and causes of capitalism. Without them both working congruently, it would be impossible for our nation and her citizens to survive through the choppy waters of ever-changing economic times. I hope this book will help you on your path towards small business ownership and life choices.

The Franchise Game is THE ultimate guide to understanding the discovery process when reviewing a franchise for potential purchase. "Take Calculate Risks. Act Boldly and Thoughtfully!"- Ray Kroc, McDonalds Inside "The Franchise Game," Colleen L. O'Brien will teach you the 7 strategic moves to buying a winning franchise and the top ways a franchise candidate blows it early in the process when researching a franchise business. So many of us want to have our own business, and many try to purchase a franchise. The sales process for a franchise really is more of a game, with unwritten rules that few people understand. Also, find out if a franchise is the best business format for you to pursue right now. "In my experience in the franchising world, taking a concept to over 700 franchises, I have interacted with numerous franchise experts. The multiple conferences and franchising seminars I have attended are crowded with intelligent people that are savvy in this industry. I can honestly say that although there are many good people in the industry the true professionals are rare. Colleen O'Brien is that rare exception. Her insight and discernment navigating the ocean of candidates coming into and "looking" at franchises is quite remarkable. Her understanding of the entire process is what makes her rare." - Tony Lamb, CEO and Founder of Kona Ice The Franchise Game will allow you to have a better understanding of the following: + Are you really suited to be a business owner? + Will a franchise be a potential good fit for you? + What other options do I have besides a franchise? + Can I find a business within my budget, even if my funds are low? + Discover the one thing that most franchise candidates do incorrectly when searching a franchise, or any other business. + And much more! "Colleen is a MASTER of franchising. She understands what it takes to be successful and is willing to share her years of experience with those willing to listen." - Heidi Morrissey, VP Marketing/Sales - Kitchen Tune-Up Many candidates do not know what a franchise company is looking for in a candidate and the candidate goes about it all wrong....Don't Make This Mistake! Grab a copy of "The Franchise Game" and learn all the right moves so you don't waste your hard earned time and money. Scroll Up, Grab a Copy and Let's Get Started TODAY!

Have you ever thought of starting a franchise business but don't know where to begin? Buying a franchise sounds like a smart shortcut to becoming an entrepreneur, but is it for you? Best-selling author David Busker answers these questions and more in his new book Franchise Vision: Transform Your Future Through Franchise Ownership. In it, you'll learn: How to know if you have an entrepreneurial mindset The types and business models of franchises How the Franchise Continuum helps you define your criteria How to research and buy a franchise Where to focus your research What you'll need to have in place before you start a franchise How to identify and overcome red flags, roadblocks, and obstacles that can derail your efforts How to finance your business investment How to get help from advisors and consultants What to expect after signing a franchise agreement This book is not an inspirational sales call to arms that pretends everyone can and should buy a franchise. It's a comprehensive, down-to-earth examination of the process that starts with the most important question--should you do this? From there, David will take you through the process of researching and buying a franchise step by step with real-world examples to make every step crystal clear. David has been where you are. He made the transition from employee to entrepreneur, so he knows the joys and the pitfalls of this journey. He has lived the life of a multi-unit franchisee and self-employed business owner, so he's been through the process multiple times and learned something each time. "Franchise Vision is a fabulous resource for anyone thinking about getting into their own franchise business. It covers all the important topics involved in conducting a thorough investigation of opportunities and, even more importantly, it also does a wonderful job of explaining the emotional challenges that all of us face when contemplating doing something new. The book's focus on creating a vision of how you want your life to be in the future and then using this vision as a guide to decide which opportunities would be best for you is genius!" - Jeff Elgin, Founder and CEO, FranChoice, Inc. Franchise Vision is a motivational yet practical guide to understanding the path to franchise ownership, with real-world examples and step-by-step explanations to help those considering franchise ownership make decisions and navigate their journey with confidence. If you have ever wondered about how franchising works and how to investigate becoming a franchise owner, this book is for you. With this book you can confidently get started on your franchise journey today. As a nationally renowned franchise consultant, best-selling author, and franchise owner, David Busker has helped hundreds of candidates navigate the transition from employee to entrepreneur. His insights from leading and starting various businesses, as well as a no-nonsense educational approach, have endeared him to candidates seeking franchise ownership. With deep experience in multiple aspects of business as a CEO, CFO, CPA, business owner, startup founder, and multi-unit franchisee, Visualize your future and discover your inner entrepreneur today!

The inside scoop... for when you want more than the official line! So you dream of escaping the 9-to-5 rat race, starting your own business, and becoming your own boss, but you don't have a clue where to start. Opening a franchise-based business can lower your start-up costs and reduce the time, hassle, and risk associated with getting a new business operational. A franchise offers training, support, a proven business model, and the closest thing possible to a turnkey solution for achieving success. There are more than 3,000 different franchise opportunities in more than seventy-five

industries, including packaging and shipping, tax preparation, maid service, fitness, car care, and more. Featuring exclusive, in-depth interviews with a wide range of franchising experts, this book gives you a first-hand perspective plus valuable tips and strategies for success. It provides the guidance you need to choose the right franchise, select a prime location, market your business, and get it up and running efficiently. You'll learn all about financing, essential business skills, hiring and managing employees, working with suppliers, and even preparing for your grand opening. This guide includes: Vital Information on things to look for when evaluating franchise opportunities--and where to look Insider Secrets from successful franchisors, franchisees, and franchise consultants Money-Saving Techniques such as using a franchise attorney to help you review the UFOC (Uniform Franchise Offering Circular) and finalize your Franchise Agreement The Scoop on the latest trends, plus profiles of the top twenty-five franchises in America Handy Worksheets to help you examine your goals and opportunities, evaluate financing options, develop a realistic business plan, and more The secret to owning the right franchise business is no secret if you understand what it takes to succeed. The single most important factor is preparation. This book will help with your preparation. Designed to help busy professionals understand and apply the concepts and methodologies essential to accurate franchise analysis, this workbook enables readers to test their knowledge and comprehension of the tools and techniques described in the *The Franchise MBA* before putting them to use in real world situations. This informative study guide contains carefully constructed exercises with detailed solutions, as well as specific learning outcomes and franchise component overviews. Internationally renowned franchise authority and author Nick Neonakis presents a personal hands-on companion to the landmark book *The Franchise MBA - Mastering the Four Essential Steps to Owning a Franchise*, which has become a guide book for individuals, families, and businesses around the world. The success of his principle-centered philosophy of investigating franchise business is based upon his years of real world franchise experience. Now, with *The Franchise MBA Workbook*, you can further explore and understand this tried-and-true approach to finding the perfect franchise through a wide range of thought provoking exercises. With the same clarity and assurance Neonakis' fans have come to appreciate, this individualized workbook helps readers to fully internalize the 4 Steps approach to finding the ideal franchise through private and thought-provoking exercises, whether they have owned a franchise or not. This workbook offers solutions to both personal and professional questions by promoting and teaching emotional intelligence, integrity, financial honesty, and goal setting. An engaging companion to the renowned classic, *The Franchise MBA Workbook* will help readers set goals, understand franchising, and create a path to self-sufficient independence.

13 Lessons for Couples to Create a Heart-Centered Business Do you want an incredibly rewarding life? You don't have to be born with unlimited resources or a fairy godmother to get it. Let the experts show you how. This comprehensive, straight-talking guide teaches you how to make business and life work for you. Focusing on couples but also relevant to individuals, this book candidly explores the power of faith, family, and franchise and how they will help you succeed. Having walked the walk, handled the business, and been in the grind together, Clint and Deanna bring a wealth of knowledge, as well as years of life, business, entrepreneurship and franchising experience to the table. Now, they want to share everything they know to get you up and running. Get practical wisdom and essential advice on... · Building and running a franchise · How to keep your faith and family intact · Managing the toughest times?including bankruptcy · Franchisee-franchisor relationships · Developing employees · How to find the right franchise and locations · How to succeed in business and life as a couple · Cultivating and sustaining a winning mentality Whether you are thinking about going into business, starting a franchise, looking to be more productive or you have no idea what any of it is all about, this book is for you. It's a win-win. Each real-life lesson is simply designed for you to understand and follow. The scriptural support and exercises will bring clarity of thought and help you navigate the process.

Written by the late Dave Thomas, the widely known founder of Wendy's, and franchising consultant Michael Seid, this is a comprehensive and reliable resource for anyone interested in purchasing a franchise.

This book was written with the would-be franchisor in mind. It delves deeply into such topics as preparing to become a franchisor, the legal repercussions of franchising, how to recruit the right candidates, and how to manage a franchise system. This book will guide you in building a successful team of experts to help you create the stellar franchise brand that you dream of!

WINNER • 2021 PULITZER PRIZE IN HISTORY The "stunning" (David W. Blight) untold history of how fast food became one of the greatest generators of black wealth in America. Just as *The Color of Law* provided a vital understanding of redlining and racial segregation, Marcia Chatelain's *Franchise* investigates the complex interrelationship between black communities and America's largest, most popular fast food chain. Taking us from the first McDonald's drive-in in San Bernardino to the franchise on Florissant Avenue in Ferguson, Missouri, in the summer of 2014, Chatelain shows how fast food is a source of both power—economic and political—and despair for African Americans. As she contends, fast food is, more than ever before, a key battlefield in the fight for racial justice.

Harold Kestenbaum has worked with more than 100 businesses in their franchising efforts including such household names as Sbarro and Nathan's. A 30-year veteran of franchise law and a board member of four major franchise companies, he and Adina Genn, an award-winning journalist, have joined forces to teach you the secrets to turning your business into a successful franchise. If you're interested in using this profitable strategy to expand your business, you'll get an in-depth look at how to evaluate your business concept, determine if your business is a candidate for franchising, implement the franchise process, and build a thriving franchise. Well-known entrepreneurs who successfully franchised their business, including Subway co-founder Fred DeLuca and CEO of the Dwyer Group Dina Dwyer-Owens, offer detailed, in-the-trenches guidance and information. These experts speak frankly about the tactics you can use to market, sell, and build your franchise while offering insider advice to help you avoid the pitfalls of business growth. • **Step-By-Step Guide To The Franchising Process** • **Low-Cost Ways To Grow A Franchise In The Startup Phase** • **Franchise A**

Concept For Less Than \$100,000 • Best Practices From Top Franchisors And Franchisees

The definitive A-to-Z guide to researching, selecting, and starting a viable franchise business With more and more professionals looking for alternatives to traditional corporate employment, *Become a Franchise Owner!* informs would-be franchise owners of the joys and perils of purchasing a franchise. Authored by a trusted, feisty, tell-it-how-it-is independent franchise industry insider, this book offers straightforward, step-by-step tips and advice on how to properly (and carefully) research and select a franchise business. Get tips on how to locate information about franchises, current industry trends, interviews with franchisors, and hot franchise opportunities. Offers a self-evaluation to discover if you are "franchise material" Describes how to choose the right franchise for your specific situation Lists the 40 crucial questions to ask current franchise owners Owning a franchise isn't for everyone; in fact, as Joel Libava says, "it's really not for most people." But if it is for you, this book can guide you in starting your own successful franchise business.

Franchise Your Growth Expert franchise consultant Mark Siebert delivers the ultimate how-to guide to employing the greatest growth strategy ever—franchising. Siebert tells you what to expect, how to move forward, and avoid costly mistakes as he imparts decades of experience, insights, and practical advice to help grow your business exponentially through franchising. Learn how to: Evaluate your existing businesses for franchisability Identify the advantages and disadvantages of franchising Develop a business plan for growth on steroids Evaluate legal risk, obtain necessary documents, and protect intellectual property Create marketing plans, build lead generation, and branding for a new franchise Cultivate the franchisee-franchisor relationship

Buying a franchise may be the road to financial independence but only if you can find a great franchise that is a great 'fit' for you. In the past decade I've spoken with many people who say they no longer want to work for someone else. They're tired of the uncertainty that goes along with corporate jobs and of creating financial rewards for others. These are people who want to be in control of their future. Contrary to the thinking of some, being a successful franchise owner requires a lot more than just plopping down a pile of money and waiting for the profits to roll in. I know many franchise owners; some are extremely successful while others struggle. In most cases the difference between the two groups is not due to the skill or dedication of the owner, but his/her 'fit' with the franchise system. During my years as both an owner and broker of franchised businesses, I'm frequently asked how to find a great 'fitting' franchise. Without realizing it I developed rules that help guide my clients to find that great 'fit'.

The Right Franchise for You helps entrepreneurs get started on a path to a fulfilling and lucrative career as a franchise owner. In *The Right Franchise for You*, Faizun Kamal, renowned franchise coach and former corporate executive, guides entrepreneurs through her proven process of researching and buying a future franchise. *The Right Franchise for You* exponentially increases the probability of success. For those who are serious about finding a better career path, then by the end of *The Right Franchise for You* entrepreneurs will: Learn the proven process to find the best franchise Uncover the pitfalls to avoid making a costly mistake Determine the best way to fund a franchise Discover the key to making a franchise search a successful one

This proven, popular reference has been completely updated to better guide readers through the current franchise environment. Real-life examples of both service- and product-oriented franchises and useful checklists prevent mistakes and save time and money. Contact information for state and federal franchising regulatory agencies and a listing of useful publications guide new franchisees to the resources they need.

Every year thousands of people just like you decide to start their own franchise business, this guide will help you make the right decision for you and your family. It's just become easier and more profitable for you. From cover to cover, *SYWtBaF?* offers you insight honed by multiple years of experience from the authors, Alan Guinn and Chris Gibson. Guinn, from the USA, and Gibson, from the UK, cover franchise guidelines and expectations on both sides of the Atlantic, with excellent tips and ideas. They communicate a unique and sometimes comic understanding about the process, what to look for in your own potential franchise purchase, and demonstrate how to create a business that is uniquely yours. From legal guidelines to anecdotal examples, both Guinn and Gibson share how Franchising creates bottom line opportunities for anyone interested in creating their own business. One must fully understand all the implications of purchase of a Franchise, including the operation of the business according to the Franchisor's guidelines. Guinn and Gibson recognize the uniquely human elements of decision-making that must go into the process of purchasing, start-up, and operating of a Franchise business, and offer both helpful and time and money saving tips they've discovered in their multiple years as Franchisors, Franchisor Representatives, and as Franchisees, themselves.

"*The Definitive Guide To Franchise Research*" includes everything you need to know about researching a franchise. Buy this guide so you can learn how to get all the facts you need about the franchises you're interested in. That way you'll be able to make a smart decision on a franchise to buy. Everything I know about researching franchise opportunities is in this instantly* available guide. Including: A huge list of the right questions to ask franchise salespeople, so you can get specific (and sometimes hidden) details about the franchises you're investigating Easy-to-use techniques that will enable you to get real information on your potential earnings as a franchisee, so you get a clear picture about what life could be like when you make your decision Never-before revealed online franchise research techniques you can use immediately to obtain information on any franchise opportunity that's currently being offered. Specific information on when and how to contact franchisees, including a powerful, one-of-a-kind technique that will enable you to find out how much money they're making in their franchise business without looking foolish. A massive list of questions to ask franchisees when you contact them by phone or pay them a visit, that will practically force them to tell you everything they know. Specific ways to find unhappy franchisees, so you can find out some of the negative aspects of the business you may be about to invest a lot of your money in. And a lot more!

Franchising is a popular way for many people, disillusioned with their corporate work/life balance to leave the rat race and start their own business. And yet, for many, the reality fails to live up to the expectation and for some, the businesses fail. In this book, lifelong accountant, author and former franchise owner, Richard Edwards, will take you through the whole process. Through this book (inspired by his own experiences), you will learn: -The fundamentals of franchising, -The pitfalls as well as the possibilities-What you should look out for before you spend your life savings-How to assess the cost of a franchise, -Advantages and disadvantages of buying a new franchise, compared to a second-hand franchise, -How to calculate your gross margin and why it's important to do so, And much more. If you're considering buying a franchise, buy this book first. Richard Edwards is an accountant with more than 28 years of experience, qualifying ACCA in the UK in the year 2000. He has worked in a variety of industries in a variety of countries. In 2014 he and his wife bought a business. In 2016 he and his wife bought a franchise. This is the book they both wish they had read before they bought their franchise.

So You Want To Franchise Your Business? Entrepreneur Press

There is nothing more expensive than ignorance – let *The Educated Franchisee* serve as your guide for selecting a franchise that meets your

needs!

Buying a franchise can be a handy shortcut to the American dream of owning your own business. But there are dangerous pitfalls--and possible drawbacks to even the best franchise deals. Here, for every prospective franchisee, is authoritative advice from a trustworthy source. The experts of Franchise Times offer their picks of the top 200 franchises and 100 up-and-comers, complete with contact information, financial requirements, fees, and more. There are practical tips on everything from hiring and marketing to financing your franchise, leasing a retail space (or setting up a home office), and deciding if you should buy or run a franchise with your spouse. With anecdotes and advice from current franchisees and franchisors, this is a book every would-be entrepreneur should read before signing a contract.

Learn what it takes to find, buy, and run a franchise — and enjoy the rewards of being your own boss If you've ever visited a chain restaurant and thought, "I'd like to run one of these," you're among countless would-be entrepreneurs eager to be their own boss. Franchise Management For Dummies is a hands-on guide that provides clear and concise information on the issues involved in finding, buying, operating, and ultimately growing a successful franchise business. Geared toward both novices and experts in franchising, it's an essential guide to help prospective franchisees know what to look for in a great franchisor, and to show existing franchisees what great franchisors are providing their franchisees. Both emerging and experienced franchisors will gain an understanding about the proper methods of structuring, managing, and expanding their franchise systems. Social impact investors, donors, and NGOs can learn how franchising techniques can transform how they look at providing products and services at the base of the pyramid. Inside you'll discover: How to find a franchise that's right for you and the ideal location for it Where to find quality franchisors and understand the qualities franchisors look for How to gather information from franchisees A franchisor's mandatory legal obligations to prospective franchisees, the franchise disclosure document (FDD), and working with franchise professionals How to take a realistic look at your finances and what capital you'll need to buy and launch a franchise Develop strategic advertising and marketing plans How to find, hire, and train talented employees who will help make your franchise a success How to make sure your franchise makes money How to grow your business with multiple franchises And more! Additionally, Franchise Management For Dummies includes a glossary of common franchise-related terms, ten keys to franchisee success, and the questions to ask before becoming a franchisor. Get a copy today and find out if owning and operating a franchise is the right business move for you.

For anyone considering buying a franchise or becoming an entrepreneur, this is the book you need to read. So You Want to Own a Subway Franchise? - or any other sort of franchise - is a book that describes acquiring, developing, and selling three different Subway franchises over a decade. Dylan and Shayne Randall have been there. Read their story describing the pros and cons of franchise life, while alerting readers to the dangers and the pitfalls. The authors describe the daily operations of a Subway restaurant between the years 1999 to 2009. They also offer humorous anecdotes involving both customers and employees, which capture the environment of a Subway franchise. The book details the relationship between franchisees and the corporate structure, and its also useful as a handbook for the financial genesis of any franchise. Watch out So You Want to Own a Subway Franchise? is a cautionary tale for prospective franchisees. If you are considering business ownership there are three options available to you. Start your own business from scratch, buy an existing business or buy the rights to a franchise in your local market. This 144 page guide is for those who are considering buying a franchise. The processes can be very confusing and demanding trying to work out the many variables such as which franchise to buy, what franchises are available, what is the initial cost, how much are the royalties and any other ongoing costs and which legal entity to use. It also looks at getting a loan, what the Franchisor provides, your role, how much and what sort of support you get. This guide covers all these questions and many more. If you are serious about buying a franchise this guide will walk you through the steps and provide the answers for you from the initial steps to opening the doors of your business while answering all your questions so you do things from a position of strength. For more information visit: <http://www.businesstransactionbooks.com>

Is Franchising Right For You? Why start a business from scratch when you can have a piece of the greatest expansion strategy ever conceived? Franchising is BIG and getting bigger in every sector—from restaurants and coffee chains to pet care and insurance. There is a franchise for everything and everyone. As a potential franchise owner, you can be in charge of your own success while being supported by a known brand. Franchising gives you that ability, along with the satisfaction that comes only with building something that can last a lifetime and beyond. And, if you are successful, you eventually stop sweating the details and have the freedom to enjoy your life in a way that most around you cannot. In The Franchisee Handbook, franchise expert Mark Siebert walks you through the process of vetting and buying a franchise, helps you ask the right questions of franchisors and yourself, and gives you the resources you need to decide if franchising is right for you. Siebert shows you how to do your homework before making what could be the greatest financial decision of your life. You will learn how to: Accurately assess the risks of buying a franchise Determine if a franchise is a good fit for your personal goals Research and vet potential franchise opportunities Create a startup plan that meets your business goals Prepare your franchise for success Why dream about owning a franchise when you can take concrete steps to make it happen today? With The Franchisee Handbook as your guide, you have the power in your hands to start your own franchise journey right now.

[Copyright: 9ca1eb910d1bc465e394804ac233a49c](http://www.businesstransactionbooks.com)