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International Franchising 2016: Legal and Business Considerations is a comprehensive reference guide for lawyers, business people and academics to use in navigating the legal and business issues impacting franchise arrangements throughout the world. This new volume covers Africa, the Americas, Asia and the Middle East. The 590-page book, published by LexNoir Foundation, highlights issues encountered when drafting international franchise agreements, and covers local law governing franchise arrangements in 41 jurisdictions. In those chapters devoted to a specific country, a legal expert in the designated jurisdiction addresses the basic issues that a franchise lawyer must know to competently advise a client in expanding its franchise system to that particular country. Many of the guidelines provided by local, foreign counsel are more broadly applicable to other types of cross-border agreements and transactions. The books covers the following jurisdictions: AFRICA: Angola, Botswana, Burundi, Cape Verde, Democratic Republic of the Congo, Egypt, Ethiopia, Ghana, Kenya, Mozambique, Nigeria, Rwanda, South Africa, Tunisia, Zambia, Zimbabwe; THE AMERICAS: Argentina, The Bahamas, Brazil, Canada, Cuba, El Salvador, Haiti, Mexico, the United States; ASIA: Bangladesh, China, Hong Kong, India, Indonesia, Japan, Kazakhstan, Malaysia, Nepal, Philippines, South Korea, Taiwan, Tajikistan, Thailand, Vietnam; and THE MIDDLE EAST: Kuwait

Looking to start a business and turn a profit in a very short time? Then becoming a freight broker is likely for you! The experts at Entrepreneur lay out a step-by-step approach to starting a freight brokerage business, showing aspiring entrepreneurs how to establish a business, define services, find reliable carriers, set rates, and more. Requiring no special training or knowledge of the shipping industry, this guide provides real life examples, sound business advice, and priceless tips on creating a successful company in this billion-dollar industry.

The best country-by-country assessment of human rights. The human rights records of more than ninety countries and territories are put into perspective in Human Rights Watch's signature yearly report. Reflecting extensive investigative work undertaken by Human Rights Watch staff, in close partnership with domestic human rights activists, the annual World Report is an invaluable resource for journalists, diplomats, and citizens, and is a must-read for anyone interested in the fight to protect human rights in every corner of the globe.

Written specifically to help lawyers and non-lawyers brush up on franchise law, this respected publication - now in its fourth edition - is charged with useful definitions, practical tips, and expert advice from experienced franchise law practitioners. This practical guide examines franchise law from a wide-range of experiences and viewpoints. Each chapter is written by two experienced practitioners to provide a well-rounded guide to the fundamentals of franchise law and key issues in the practice, including trademark law; structuring the franchise relationship; disclosure issues; registration; franchise relationship laws; antitrust law; counseling franchisees; and more.

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

Franchising is one of the fastest and most popular means of business expansion. At the core of franchising is the licensing of intellectual property rights. Packed with examples and tips, this practical guide for business people outlines different types of franchise and takes you through the franchising process, identifying the key issues to consider at each stage.

THE INSIDER'S GUIDE TO BUYING, OWNING AND OPERATING A FRANCHISE. Prepping you for what it takes to succeed in franchising, franchise experts Joe Mathews, Don DeBolt and Deb Percival deliver an insider's view of how franchising works, imparting real-world tactics and strategies, and empowering you to decide if franchising is for you. Street Smart Franchising is the kind of book I wish every one of our current and prospective franchisees would take the time to read. It beautifully captures the challenges of owning and operating a franchise business along with practical guidance on how to make it work. Anyone considering a franchise investment will make a better investment decision by reading this down-to-earth self help book. Don't miss it!" -- David McKinnon, chairman/CEO, Service Brands International: Molly Maid, 1-800 Dryclean, Mr. Handyman, Ductz "Twenty-five years ago when I became a franchisee of the Great American Cookie Company, this book would have saved me a world of grief. Street Smart Franchising lays it out. No sugar coating. It's a realistic guide on how to make one the most important decisions of your life." -- Lawrence (Doc) Cohen, past chairman, International Franchise Association, franchisee of 21 units - Great American Cookie Company, Pretzel Time, and Coffee Beanery. "At the International Franchise Association, we were privy to all the fine books on franchising. What's truly unique about Street Smart Franchising is the carefully crafted treatment of how emotions and behavior influence success. It's another must read for any prospective franchisee--good stuff for folks who have been in the business a while too." -- Matt Shay, past president, International Franchise Association Joe Mathews has held management roles with such national chains as Subway, Blimpie, Motophoto and the Entrepreneur's Source. Don DeBolt is a former president of the International Franchise Association. Deb Percival works in franchise development.

An Introduction to Franchising is a concise yet comprehensive guide to the world of franchising. Looking at the field from the perspectives of the franchisor and the franchisee, the book offers a good balance between the theories behind good franchising practise, and hands-on practical guidance. Applied theory is evident in the broad range of real-life case studies included in the book. With many of the world's leading companies operating franchise models, this book will offer readers a genuine insight into the potential advantages and disadvantages of franchising. The book also examines the financial, legal and ethical implications of franchising, whilst anticipating future concerns and challenges for the franchising model. An Introduction to Franchising is an essential guide for all students of franchising, entrepreneurship and marketing. It is also a must-read for anyone wishing to start their own franchise business.

This book is essential reading for anyone thinking about taking over an existing business. Tony Wilson will help you choose a franchise that's right for you, understand your franchise agreement inside and out, and negotiate the best deal. This book will give you a better understanding of the legal issues and help you to spot problem areas. In an easy-to-understand manner, the author shows you how to negotiate an agreement with a franchisor and develop a profitable relationship. The author takes you step-by-step through a franchise agreement so you can spot the potential benefits and drawbacks. Tony Wilson is a franchise lawyer and considered one of the foremost experts on franchising in Canada. He has written this book in a manner that offers you practical and common-sense advice you can use. The book contains many real-life examples taken from the author's experiences representing franchisees. It will answer your questions about franchising, saving you time and money in lawyer's fees. The book answers the following questions: * What parts of a franchise agreement are negotiable? How protected is a "protected" territory? * How can you discover the status of the franchisor's trade-marks? * Who will control the lease for the franchised location? * How easy will it be for the franchisee to resell or renew the franchised business?

As business schools expand their entrepreneurship programs and organizations seek people with entrepreneurial skills, it has become clear that the skills and mindset of an entrepreneur are highly valued in all business contexts. This latest edition of

Entrepreneurial New Venture Skills continues to focus on helping students develop entrepreneurial skills, whether they seek to become entrepreneurs or employees. Focusing on the entrepreneurial start-up process, the third edition of Entrepreneurial New Venture Skills takes the reader through the steps of selecting, planning, financing, and controlling the new venture. The authors cover multiple forms of new ventures, as well as ways to utilize entrepreneurial skills in other contexts, encouraging students to engage with the material and apply it to their lives in ways that make sense for them. Skill development features include: Entrepreneurial profiles of small business owners Personal applications for students to apply questions to their new venture or a current business Global and domestic cases Elevator pitch assignments, which put students in the venture capitalist position Application exercises and situations covering specific text concepts Business plan prompts to help students construct a business plan over the course of a semester Featuring pedagogical tools like review questions and learning outcomes, and a full companion website that expands upon skill development and offers instructor resources, the third edition of Entrepreneurial New Venture Skills is the perfect resource for instructors and students of entrepreneurship.

Michael E. Gerber, author of the #1 most successful business book ever, *The E-Myth*, calls *Take the Fear Out of Franchising* a "great book" that is "a must for any prospective franchisee or franchisor." Written by one of the world's foremost authorities on franchising, Dr. John P. Hayes, *Take the Fear Out of Franchising* gets right to the nub of what's really important about buying, owning and operating a franchise. Many people who consider buying a franchise never do because they get stuck in the process. That's fear! Sadly, people often get stuck over points of little or no consequence, says Dr. Hayes, and that's because they fall into the trap of investigating franchising as an industry. He says that process forces people to concentrate on the wrong points of information and it is mostly a waste of time. It creates more fear and ultimately immobilizes people. Dr. Hayes introduces readers to five franchise tenets that explain why franchising works. He points out that while franchising is a fabulous methodology that has created countless millionaires, it's not foolproof, and it will not work for everyone. He then shows readers how to know if franchising will work for them, and he teaches readers how to investigate franchise opportunities by looking at the only data that really matters! Franchise executive Joe Caruso says *Take the Fear Out of Franchising* is a "serious guide" to selecting a franchise. Tony Foley, vice president of Global Sales for United Franchise Group, says the book is a "step-by-step realistic guide on how to make one of the most important decisions of your life." And Joe Mancuso, founder of CEO Clubs International, says, "Rather than fear franchising, just read the book." Dr. Hayes is the Titus Chair for Franchise Leadership at Palm Beach Atlantic University in West Palm Beach, Florida. He directs the Titus Center for Franchise Studies and teaches the franchise curriculum in the Rinker School of Business.

4LTR Press solutions give students the option to choose the format that best suits their learning preferences. This option is perfect for those students who focus on the textbook as their main course resource. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

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.

Discover the business law book you'll actually enjoy reading. Time after time, readers like you have commented that this is the most interesting introduction to law they've ever read. *ESSENTIALS OF BUSINESS LAW, 6th EDITION* is packed with current examples and real scenarios that bring law to life for today's business learner or professional. Extremely reader-friendly, this engaging presentation uses conversational writing to explain complex topics in easy-to-understand language. Memorable real-world stories help the authors illustrate how legal concepts apply to everyday business practice. This edition emphasizes the digital landscape with new information on privacy and intellectual property. An updated ethics chapter offers a practical approach, using the latest research to explain why people make unethical decisions. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

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

Using a series of case studies from five industries, Dicke analyzes franchising, a marketing system that combines large and small firms into a single administrative unit, strengthening both in the process. He studies the franchise industry from the 1840s to the 1980s, closely examining the rights and obligations of both the parent company and the franchise owner. Originally published in 1992. A UNC Press Enduring Edition -- UNC Press Enduring Editions use the latest in digital technology to make available again books from our distinguished backlist that were previously out of print. These editions are published unaltered from the original, and are presented in affordable paperback formats, bringing readers both historical and cultural value.

The author has temporarily unpublished this book for updates.

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. This book is written for students of franchising as well as franchisors, franchisees or prospective franchisees. A three part perspective is developed throughout the book concerning the franchisor-franchisee relationship: first, a franchisor and franchisee are independent business people who must manage their separate business affairs; second, the franchisor and franchisee are dependent upon each other in order to be successful in business; and third, the franchisor-franchisee relationship brings with it an interdependent contractual obligation that is legally binding upon both parties.

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.

Discover the business law book you'll actually enjoy reading. Time after time, readers like you have commented that this is the most interesting introduction to law they've ever read. **BUSINESS LAW AND THE LEGAL ENVIRONMENT, STANDARD EDITION, 8E** is packed with current examples and real scenarios that bring law to life for today's business learner or professional. Extremely reader-friendly, this engaging presentation uses conversational writing to explain complex topics in easy-to-understand language. Memorable real-world stories help the authors illustrate how legal concepts apply to everyday business practice. This edition emphasizes the digital landscape with new information on privacy and intellectual property. An updated ethics chapter offers a practical approach, using the latest research to explain why people make unethical decisions. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Food Law and Policy surveys the elements of modern food law. It broadens the coverage of traditional food and drug law topics of safety, marketing, and nutrition, and includes law governing environment, international trade, and other legal aspects of the modern food system. The result is the first casebook that provides a comprehensive treatment of food law as a unique discipline. Key Features: Draws together cases with other regulatory materials such as rulemaking documents and agency requests for proposals for grant funding. Focuses on federal law and includes discussion of innovations in food law happening at the municipal, state and federal level. Covers the latest developments in food law.

Realize your dream for small business success with this market-leading book. **SMALL BUSINESS MANAGEMENT: LAUNCHING AND GROWING ENTREPRENEURIAL VENTURES, 17E** provides the practical concepts, entrepreneurial insights, and comprehensive resources you'll find essential both now and throughout your management future. **SMALL BUSINESS MANAGEMENT** delivers solid coverage of the fundamentals of business management as it teaches you not only how to start a business, but also how to manage, grow, and harvest a business. This market leading text places you in the role of decision maker, allowing you to immediately apply what you've learned to current challenges in today's small businesses. The book's thorough emphasis on building business plans ensures that you can effectively create, manage, and analyze a plan for your own venture. Unforgettable examples, exciting video cases, and coverage of the most current developments in business management today keep this engaging text as current and practical now as it was when it led the market in its first edition 50 years ago. Each edition builds upon past strengths with new innovations and breakthrough developments. **SMALL BUSINESS MANAGEMENT: LAUNCHING AND GROWING ENTREPRENEURIAL VENTURES, 17E** offers the insights and practical principles that you'll reference again and again throughout your business career. Available with InfoTrac Student Collections <http://gocengage.com/infotrac>.

Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version. Now with SAGE Publishing, Timothy S. Hatten's Seventh Edition of *Small Business Management* equips students with the tools they need to navigate the important financial, legal, marketing, managerial, and operational decisions to help them create and maintain a sustainable competitive advantage in small business. Strong emphasis is placed on application with Experiential Learning Activities and application of technology and social media throughout. New cases, real-world examples, and illuminating features spotlight the diverse, innovative contributions of small business owners to the economy. Whether students dream of launching a new venture, purchasing a franchise, managing a lifestyle business, or joining the family company, they will learn important best practices for competing in the modern business world. This title is accompanied by a complete teaching and learning package. Contact your SAGE representative to request a demo. Digital Option / Courseware SAGE Vantage is an intuitive digital platform that delivers this text's content and course materials in a learning experience that offers auto-graded assignments and interactive multimedia tools, all carefully designed to ignite student engagement and drive critical thinking. Built with you and your students in mind, it offers simple course set-up and enables students to better prepare for class. Learn more. Assignable Video with Assessment Assignable video (available with SAGE Vantage) is tied to learning objectives and curated exclusively for this text to bring concepts to life. Watch a sample video on advice for new business owners. LMS Cartridge Import this title's instructor resources into your school's learning management system (LMS) and save time. Don't use an LMS? You can still access all of the same online resources for this title via the password-protected Instructor Resource Site. Learn more.

In *Pour Your Heart Into It*, former CEO and now chairman emeritus Howard Schultz illustrates the principles that have shaped the Starbucks phenomenon, sharing the wisdom he has gained from his quest to make great coffee part of the American experience. The success of Starbucks Coffee Company is one of the most amazing business stories in decades. What started as a single store on Seattle's waterfront has grown into the largest coffee chain on the planet. Just as remarkable as this incredible growth is the fact that Starbucks has managed to maintain its renowned commitment to product excellence and employee satisfaction. Marketers, managers, and aspiring entrepreneurs will discover how to turn passion into profit in this definitive chronicle of the company that "has changed everything... from our tastes to our language to the face of Main Street" (Fortune).

Begin your small business success today as you transform your business idea into a powerful, functional business plan with Hidue/Ryan's **SMALL BUSINESS: AN ENTREPRENEUR'S BUSINESS PLAN, 9E**. This indispensable guide to small business takes a practical action-step approach to help you sharpen your business talents and focus your business ownership dreams. You learn to identify business opportunities, market needs, and target customers as you develop an actual working business plan from the ground up. Timely business tools and ongoing links to the latest small business information available on the Internet keep the information you're using focused on the future. Throughout the book, you gain firsthand glimpses into the challenges and successes that other passionate entrepreneurs face. Whether you plan to build your own business, pursue a franchise, or purchase an existing business, in **SMALL BUSINESS: AN ENTREPRENEUR'S BUSINESS PLAN, 9E**, you'll find the timely advice, powerful skills, and effective plans you need for success. Make the grade with CourseMate + LivePlan! This interactive website helps you make the most of your study time by accessing everything you need to succeed in one convenient place. This version of CourseMate includes LivePlan from Palo Alto Software; a proven web-based business plan software that allows you to produce a professional-grade business plan through software used by real entrepreneurs. **MANAGEMENT CourseMate** also provides an interactive eBook, dynamic flashcards, interactive quizzes, videos, games, and more to help you master today's management concepts. Available with InfoTrac Student Collections <http://gocengage.com/infotrac>. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

This two-volume set is a broad compendium of the law, policies, and legal influences that affect the food on our plates today. * Alphabetically arranged entries describe topics related to the intersection of law and food * An appendix offers examples of legislation, court cases, regulations, and international treaties related to food * A timeline shows the development of the law of food in the United States * A bibliography lists additional materials for reference

Distribution Law of the United States has extensive discussions of the various methods for distribution and applicable laws, including locating and recruiting distributors, UCC Article 2, product liability, product warranties, trade regulation, antitrust considerations, the intellectual property laws -- patent, trade secret, and copyright -- which have varying degrees of importance in product distribution, and an extensive treatment of trademark law and labeling, which are almost always important in product distribution. The text also has brief discussions of

other areas of law that are relevant to product distribution, including United States import regulation. Sample forms are provided in the Appendix.

This book sheds light on all aspects of earnings claims, including defining what an earnings claim really is, the origins of its regulation under the franchise disclosure laws, how a franchisor should prepare an earnings claim, how a franchisee should use an earnings claim, how a franchisee may attack lawful and unlawful earnings claims, how a franchisor may defend against such attacks, and how the government franchise enforcement authorities, investigate unlawful earnings claim activity.

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>

The expanded and revised edition of Dare to Serve answers the question How do you transform an ailing company into an industry darling? Adopt servant leadership! In this updated edition of Dare to Serve, former Popeyes CEO Cheryl Bachelder shows that leading by serving is a rigorous and tough-minded approach that yields the best results. When she was named CEO of Popeyes in 2007, the stock price had slipped from \$34 in 2002 to \$13. The brand was stagnant, the team was discouraged, and the franchisees were just plain angry. Nine years later, restaurant sales were up 45 percent, restaurant profits had doubled, and the stock price was over \$61. Servant leadership is sometimes derided as soft or ineffective, but this book confirms that challenging people to reach a daring destination, while treating them with dignity, creates the conditions for superior performance. The second edition of this bestselling book includes Bachelder's post-Popeyes observations and new examples of how you can switch your leadership from self to serve. Ever engaging and inspirational, Bachelder takes you firsthand through the transformation of Popeyes and shows how anyone, at any level can become a Dare-to-Serve leader.

Students today realize becoming a business owner is a career option. ENTREPRENEURSHIP: IDEAS IN ACTION 5E provides students with the knowledge needed to realistically evaluate their potential as a business owner. This text encourages students to examine all the major steps involved in starting a new business: Ownership, Strategy, Finance, and Marketing. As students complete the chapters, they develop a business plan and learn what it takes to get an entrepreneurial venture off to a good start. Market research, budgeting, selecting a business location, and financing the business are covered using real-life examples that students can relate to. Information on online research, including online business planning, is also included. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Introduction to Business covers the scope and sequence of most introductory business courses. The book provides detailed explanations in the context of core themes such as customer satisfaction, ethics, entrepreneurship, global business, and managing change. Introduction to Business includes hundreds of current business examples from a range of industries and geographic locations, which feature a variety of individuals. The outcome is a balanced approach to the theory and application of business concepts, with attention to the knowledge and skills necessary for student success in this course and beyond.

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