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This title is of value to businesses from all sectors which are considering their re-engineering and restructuring options, as well as those that

are reviewing both their approach to international expansion, and whether there are other ways to penetrate domestic markets which their typical expansion model does not allow them to address. This first edition of **Alternative Corporate Re-engineering** will be of great assistance to corporations and their counsel, providing valuable insights and guidance to these complicated processes. Learn how to effectively expand your business system and reap the benefits of growth. If you have a proven business system and are wishing to expand, franchising is a strong option. It provides a quick route to growth and uses other people's money and enthusiasm to open individual offices, shops, restaurants, salons, surgeries, units, van rounds, or service centres. This book provides practical advice on how franchising works from two authors with years of experience. As well as being for potential franchisors, this book is also invaluable to owners of existing branch

networks, practising franchisors and their management teams, and candidates for the Diploma in Franchise Management. It will show you how to: - Decide whether your business should and could be franchised - Understand the franchisor/franchisee relationship - Structure the business so it works for both franchisor and franchisee - Prove the concept with pilot operations - Market your franchise and recruit franchisees - Motivate franchisees and monitor their performance - Franchise your business internationally - Prepare your network for sale - or buy an existing franchised network Contents: Acknowledgements; Preface; SECTION I - THE BASICS; 1. Introduction; 2. Business format franchising - a growth option for your business?; 3. The franchised network development plan; 4. The franchisor/franchisee relationship; 5. Pilot operations; 6. Building the franchisor management team;

7. The franchise operations manual; 8. The franchise agreement; 9. International franchising; SECTION 2 - PRACTICAL FRANCHISE; MANAGEMENT; 10. How to market a franchise; 11. How to recruit franchisees; 12. How to get the best results from franchise exhibitions; 13. How to help franchisees prepare and review their business plans; 14. How to write the franchise operations manual; 15. How to develop and deliver a franchise training programme; 16. How to monitor franchisees' performance; 17. How to motivate franchisees; 18. How to get the best from field visits; 19. How to manage franchise unit resales; 20. How to monitor your performance as a franchisor; 21. How to avoid legal problems for you and your franchisees; SECTION 3 - ADVANCED FRANCHISING; 22. Becoming an international franchisor; 23. Becoming a master franchisee; 24. Meeting your international match; 25. Negotiating the international arrangements; 26. Buying or

selling an existing franchised network; Appendices; Index Including chapters on the areas of disclosure, good faith, and intellectual property, Buberis takes a comprehensive approach in exploring the Australian Franchising Code of Conduct's development through its consideration and enforcement by the Regulator and the courts. Who will imagine that the business that will propel the world economy to greater heights in 2022 and probably beyond that will be the franchising business? The overwhelming success of the franchise business became legendary since McDonald started doing it in 1953. There lots of businesses who became very successful when took the franchising route. Imagine this, in the Philippines alone there are more than 500 franchise brands from products ranging from French fries, milk tea, coffee, pizza, hamburgers and many others. And almost everyday, a new franchise brand is launched all over the world. That's how resilient franchise business is. During

the time of the pandemic, majority of the franchise businesses were affected, however, they were able to adapt and pivot and now they roaring to go back to the pre-pandemic level. Its a common knowledge that the products and services being offered by the franchisors are not really new. What they did was to transform these products and services into new packaging and re-branding them to make them more appealing to the intended customers. The nature of the franchise business is not that complicated. It adheres to the same set of principles commonly employed by all businessmen. It may have some variations but still the business fundamentals are similar. When starting a franchise business, it is imperative that the important aspects of franchising will be attended to in order to attain business success. This book will give you the basics that will help you if you are planning to go into franchising, either as franchisor or franchisee.

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 Streetwise is devoted exclusively to business topics. From writing business plans, to financing, to building Web site traffic, these books provide everything ambitious business professionals need. Business happens in the real world, not the classroom. Streetwise recognises this and delivers the goods - fast. No fluff. No wasted time. Just cutting-edge information managers and small business entrepreneurs need to run their business successfully. Franchise Manual Welcome to Corporate Life. The NEW Employee Manual is not your Dad's or Mom's employee manual. It's the new playbook for corporate survival, fitting today's realities and the

challenges facing employees who join or work in large, seemingly successful companies. Those companies already issued very specific and detailed employee manuals covering everything under the sun except how to compete well in our brave new world. The NEW Employee Manual will help you navigate the Corporate (with a capital C) labyrinth. Where Corporate's manual shapes you into a dutiful cog for the good of the machine, ours helps you enhance your career for the good of, well, you ... and your company. The NEW Employee Manual should make you feel skeptical: skeptical of empty slogans, obsolete rituals, obsessive pursuits, and bigwigs' playbooks that no longer work. That alone should be worth this book's price. Skepticism, you see, is a good thing, because it is only the skeptic, only the free-thinker, only the maverick, who asks new questions and finds useful answers. So, are you a maverick or a cog? Start A Profitable Tutoring Business

Today! The Advanced Tutoring Systems: Tutoring Operations Franchise Manual is a comprehensive, easy-to-follow guide to establishing a one-on-one, home-based tutoring business. This is an actual franchise with NO ROYALTIES!!!! This manual contains secrets to every aspect of creating a successful tutoring business. The ATS Tutoring Operations Manual is not a vague 'how-to' book that suggests how to run a business; it is a living, breathing operations manual that shows VERBATIM how to run a successful tutoring business. 100+ ready-to-use document templates as hard copy are included. The ATS Tutoring Operations Manual provides all the tools you need to get started and rapidly grow your business; all you need to do is choose your company name! 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

produced by GTDT provides practitioners with an extremely useful resource when seeking an overview of key areas of law and policy in practice areas or jurisdictions which they may otherwise be unfamiliar with. " Gareth Webster, Centrica Energy E&P The Insider's Guide to Buying a Franchise or Franchising Your Business In this easy-to-read guide, franchise expert Rick Grossmann and franchise attorney Michael J. Katz impart decades-worth of insight and advice on what it takes to make your franchise operation successful. Grossmann and Katz share expert tutorials, tricks of the trade, and access to sample franchise documents, checklists, and questionnaires designed to get you organized, support you through the process and get your new franchise off the ground. If you're thinking of buying a franchise, you'll learn how to: Determine if running a franchise is right for you Navigate franchise disclosure documents and agreements Identify the signs of a good

franchise opportunity If you're thinking of franchising your existing business, you'll learn how to: Pick the best method for expanding your business Understand the keys to establishing a successful franchise system Evaluate potential franchisees and grow your franchise Whether you want to buy a franchise or franchise your own business you'll learn what to expect, how to move forward, and how to avoid costly mistakes--making Franchise Bible required reading. This is a directory of companies that grant franchises with detailed information for each listed franchise. Reliable advice to help hospitality managers prevent legal problems and avoid litigation. Is an unhappy restaurant guest legally entitled to a refund for food she ate? Is a hotel required to replace money that a guest claims was taken from his room? Can a hospital food and beverage director legally accept a holiday gift from a vendor without threatening her employment status? Hospitality

Law, Second Edition provides readers with answers to these questions and more. Packed with interactive exercises as well as up-to-date legal information specific to the hospitality industry, Hospitality Law benefits students by emphasizing preventive legal management and effective decision-making. This Second Edition gives students and managers background on safety and security requirements, disputes with customers, hiring and firing employees, liabilities associated with serving alcohol, and much more, including: New coverage of legal issues in travel and tourism, including those associated with transportation, travel agents, tour operators, gaming, mixed-use, and timeshare properties Newly added real-world legal case summaries that illustrate the practical application of hospitality laws in actual hospitality operations. Each case summary features a "Message to Management" that gives the reader a clear

explanation of the impact of the decision on best practices, as well as preventative measures managers can take to limit exposure New coverage of legal issues related to amusement parks and the Internet booking phenomenon New "International Snapshots" offering insights from practicing attorneys and other professionals regarding differences between U.S. and international laws related to hospitality Updated Web exercises and guidance for researching on the Internet Encouraging readers to think critically about legal concepts related to hospitality, Hospitality Law, Second Edition is an indispensable part of every hospitality manager's education. "For lawyers new to franchise law with explanations of how franchise disputes arise and how they are addressed by experienced practitioners"-- Annotation. For more than a decade, this book has been the definitive guide to franchises and licensing programs. In this third edition, author and prominent attorney Andrew J.

Sherman expands his in-depth coverage to include international franchising initiatives. In addition, every chapter has been thoroughly updated to reflect new information on market responsiveness, compliance, and other key issues. The result is a truly global reference that will prove indispensable to companies and entrepreneurs alike. If you're involved in any aspect of franchising and licensing, you can't afford to be without the latest edition of this book. It became the industry standard immediately upon its original publication, opening up enticing opportunities for entrepreneurs as well as presenting new strategic options for corporations. Now the third edition gives it truly global reach. Expanded to include international as well as domestic (U.S.) franchising and licensing, it comprehensively covers the strategic, legal, financial, and operational aspects of these complex but highly profitable business structures. In general,

companies decide to begin franchising for one of three reasons; lack of money, people or time. Opening your own franchise business is a BIG step for those who choose the venture and it can be somewhat intimidating. The franchise marketplace is filled with innumerable franchise systems over a vast range of industries. This book looks at giving anyone taking on the challenge and adventure that comes with opening a franchise business a step-by-step overview of the major stages along the way. Everything you need to know to start a market research company. 15 Simple Steps to Success! This is the follow-up to the highly successful *The Educated Franchisee: The How-to Book for Choosing a Winning Franchise*. Provides agreements and completed pre-sale disclosure statements. It includes the transition from the former FTC pre-sale disclosure regulations to the new FTC Franchise Rule and NASAA Guidelines. "The third edition of the Franchise Law

Compliance Manual continues the tradition of providing a "practical, comprehensive guide to establishing and maintaining a successful corporate compliance program."-- This is a directory of companies that grant franchises with detailed information for each listed franchise. Franchising is one of the major engines of business expansion and job creation globally. The Handbook of Research on Franchising offers new insights into entrepreneurial behavior, organizational forms, regulation, internationalization, and other contemporary issues relating to this dynamic business strategy. The Handbook challenges both practitioners and scholars to give attention to the conclusions of scholarly research on this business model. Practitioners can benefit from the results of high quality scientific research, and scholars can find exciting opportunities for contributing to the body of knowledge of a subject that has not received

sufficient attention in educational institutions. Franchizing doubled in South Africa between 1990 and 1997, with estimates suggesting further growth into the 21st century. This title suggests how entrepreneurs of limited capital may obtain what is necessary to grow and expand. Most small business books focus on what it takes to start a small business, and not what it takes to start a franchise. At best, these books might allocate a single chapter to the concept of franchising, and at worst the author presumes that franchises are the same as any other business start-up. The world of franchising has its own nuances, and advice that works for 99% of start-ups would not apply to franchising. In fact, well-meaning advice can often be detrimental to potential franchisees. This book is focused on making sure that potential franchisees are aware of the specific journey ahead of them. As franchising is a two-way business arrangement, it includes exactly what franchisors are

looking for, what can or cannot be negotiated with a franchisor, and how best to present yourself to ensure that you win the franchise you want. 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

"Canadian Edition" (includes references to content

and additional Canadian resources available online)

**Note: The print version of the manual has hyperlinked content that is only available in the digital (Kindle) version. This 'Do-it-Yourself' (DIY) manual outlines the basic steps and components needed to name, register, build and market your business online. The Innovate Vancouver business model follows the philosophy of open source systems. The operations manual, when followed, represents your primary training and development tool. It will help you register your company, name it, create your business accounts with the government, market your value proposition, navigate the regulatory framework, implement best practices to maintain compliance, and grow your business model. The manual is organized based on information that we considered would be the most useful for someone starting a new business. This includes information in registration, naming your business, paying

taxes, labour law and managing personnel, and operations. Each section of the operations manual includes links to additional resources available online. Explore these resources in depth to better understand your obligations as an entrepreneur and franchisee. When this manual is purchased with a Full Franchise Package, it comes with additional coaching and support on all of the subjects in this operations manual. When information is available online through other Government or authoritative sources, it is shared herein to support each franchisee to conduct additional research and topic exploration as it pertains to their unique situation. Building upon existing evidence-based practices, the Innovate Vancouver business model pursues opportunities to enhance scalability, value, and sustainability for its stakeholders. The operations manual includes resources and links to explore additional information online. Purchase of the print publication comes

with the option to purchase a \$0.99 digital Kindle version with active hyperlinks for exploring additional content online. Contents: * Introduction to the Manual * Introduction to Your Franchise System * History of the Company * Overview of Available Services Provided to Franchises* Trademarks * Overview of Your Responsibilities * Pre-Opening Procedures * Liability Protection * Income Taxation * Where to Form Your Entity * Naming Your Entity * Licenses & Permits * Taxes * Bank Accounts * Personnel * Code of Conduct * Training * Grand Opening * Daily Operating Procedures * Safety Procedures * Marketing * Public Sector Bid Process * Example SoW * Example Skills Matrix * Example Project Approach * Example: Full Request for Proposal * Additional Resources

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