

Extensive seminar programme

Regardless of where you are on your franchising journey, the extensive programme of seminars and workshops will provide essential guidance to help you make a success of your new venture.



Friday 13 October					
	Seminar Theatre 1	Seminar Theatre 2	Seminar Theatre 3	Seminar Theatre 4	Seminar Theatre 5
10:00					
11:00	bfa BFA 10:45 – 11:45 An introduction to franchising David Kerrigan QFP, HSBC (bank); Ayla Karmali, Goldstein Legal (solicitor); Bill Owen, Dream Doors (franchisor); Helen Thompson, bfa (chair)	MCD 10:45 – 12:00 McDonald's Insight Sessions McDonald's	10:30 – 11:00 HOF The 17 starting things that super successful franchise owners do Nick Neill, EweMove Sales & Lettings	10:30 – 11:00 EF 5 steps to finding your perfect franchise Jeff Williams, Jackson Fire & Security	10:30 – 11:15 FYB How to franchise your business successfully Nick Williams, Ashtons Franchise Consulting
11:00			11:15 – 11:45 EF How to leverage your skills for success Chris Allison, Auditel	11:15 – 11:45 EF Why some franchise owners fail but others make a million per year James Vincent, ActionCOACH	11:30 – 12:00 GS Raising funds – the bank's perspective Ken Braddock, HSBC
12:00	bfa BFA 12:00 – 13:00 Essential tips for franchising your business Brian Duckett, The Franchising Centre (consultant); Fiona Boswell, Fraser Brown (solicitor); Jon Asquith, ActionCOACH (franchisor); Samantha Roberts, bfa (chair)	HI 12:15 – 12:45 100 clubs and counting Richard North, Anytime Fitness	12:00 – 12:30 EF Franchise investment – it's all about a safe pair of hands Steve Calvert, NIC Services	12:00 – 12:30 EF Developing children's art Kathryn Harper & Emily Harper, art-K	12:15 – 12:45 EF The new model and supportive brand Piotr Haladus, Promedica24
13:00	13:15 – 13:45 RFS Real Franchise Stories greenmansion auditel rosemary	13:00 – 13:30 HI Maximise your returns with a high-level investment PLATINUM	13:00 – 13:30 EF Choosing a franchise – where do I start? Steve Felmingham, Mathnasium	12:45 – 13:15 EF How to choose the right franchise for you Matt O'Neill, Expense Reduction Analysts	13:00 – 13:30 GYB KEYNOTE: From going first to coming first: how I became a successful entrepreneur Michelle Niziol
14:00	14:15 – 14:45 GYB Borrowing money – hints and tips Kevin Noble, Franchise Finance	13:45 – 15:00 McDonald's Insight Sessions McDonald's	13:45 – 14:15 HI How to earn a lifelong income of £50,000 - £150,000 from your own property portfolio Paul Watson, Platinum Property Partners	13:30 – 14:00 EF Supplementary education – an exploding business opportunity Nigel Mayne, Tutor Doctor	13:45 – 14:15 GS Franchising – the FB guide to the legals you need to know Fiona Boswell, Fraser Brown
15:00	bfa BFA 15:00 – 16:00 Essential tips for investing in a franchise Suki Dehal, Lloyds Bank (bank); James Barrett, Hamilton Pratt (solicitor); Ben Kirby, InXpress (franchisor); Samantha Roberts, bfa (chair)	15:15 – 15:45 RFS Real Franchise Stories Flight of the Eagle InXpress The Acquisition Report	14:30 – 15:00 EF Making money from massage Charlie Thompson, CG Funk & Elliot Walker, The Massage Company	14:15 – 14:45 EF How to build a profitable e-commerce business Mark Greening, Platinum Business Partners	14:30 – 15:00 FYB Franchising your business – what you need to know and the next steps to take Clive Smith, Franchise Intelligence
16:00			15:15 – 15:45 HOF The 17 starting things that super successful franchise owners do Nick Neill, EweMove Sales & Lettings	15:00 – 15:30 EF The importance of a fast start for franchisees Tony Rafferty, GutterPRO	15:15 – 16:00 FYB Essential tips for franchising Chris Davies, Ashtons Franchise Consulting

Key



bfa franchising seminars



Hands-on franchising



Executives in franchising



High-investment franchising



Franchise Resales

Sponsored by:



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Timetable

Event sponsor:



Get to a healthier place.

Saturday 14 October

	Seminar Theatre 1	Seminar Theatre 2	Seminar Theatre 3	Seminar Theatre 4	Seminar Theatre 5
10:00 ▼ 11:00	bfa BFA 10:30 – 11:30 What to consider when choosing a franchise Suki Dehal, Lloyds Bank (bank); Ayla Karmali, Goldstein Legal (solicitor); Zai Rashid, McDonald's (franchisor); Samantha Roberts, bfa (chair)	MCD 10:45 – 12:00 McDonald's Insight Sessions McDonald's	HOF 10:30 – 11:00 The 17 startling things that super successful franchise owners do Nick Neill, EweMove Sales & Lettings	EF 10:30 – 11:00 5 steps to finding your perfect franchise Jeff Williams, Jackson Fire & Security	FYB 10:30 – 11:15 Is my business franchisable? The 12 golden rules Richard Langrick, Ashtons Franchise Consulting
11:00 ▼ 12:00	RFS 11:45 – 12:15 Real Franchise Stories 		EF 11:15 – 11:45 How to leverage your skills for success Chris Allison, Auditel	EF 11:15 – 11:45 Why some franchise owners fail but others make a million per year James Vincent, ActionCOACH	GS 11:30 – 12:00 Ten top tips for franchise success: a franchisee's guide Ayla Karmali, Goldstein Legal
12:00 ▼ 13:00	bfa BFA 12:45 – 13:45 Expanding your business through franchising Nick Williams, Ashtons Franchise Consulting (consultant); John Pratt, Hamilton Pratt (solicitor); Duncan Berry, Bluebird Care (franchisor); Samantha Roberts, bfa (chair)	HI 12:15 – 12:45 Maximise your returns with a high-level investment	EF 12:00 – 12:30 Franchise investment – it's all about a safe pair of hands Steve Calvert, NIC Services	MCD 12:00 – 12:30 KEYNOTE: McDonald's: a progressive burger company Abel Campos	GYB 12:15 – 12:45 KEYNOTE: The pathway to business success Grainne McCoy
13:00 ▼ 14:00	GYB 14:00 – 14:30 Borrowing money – hints and tips Kevin Noble, Franchise Finance	MCD 13:45 – 15:00 McDonald's Insight Sessions McDonald's	HI 13:00 – 13:30 How to earn a lifelong income of £50,000 - £150,000 from your own property portfolio Paul Watson, Platinum Property Partners	EF 12:45 – 13:15 How to choose the right franchise for you Matt O'Neill, Expense Reduction Analysts	EF 13:00 – 13:30 The new model and supportive brand Piotr Haladus, Promedica24
14:00 ▼ 15:00	bfa BFA 14:45 – 15:45 Making franchising your future Johnathan Wall, HSBC (bank); Ayla Karmali, Goldstein Legal (solicitor); Mike Hedgecox, Platinum Property Partners (franchisor); Cassim Gibbs, bfa (chair)	MCD 13:45 – 15:00 McDonald's Insight Sessions McDonald's	HOF 13:45 – 14:15 The 17 startling things that super successful franchise owners do Nick Neill, EweMove Sales & Lettings	EF 13:30 – 14:00 Supplementary education – an exploding business opportunity Nigel Mayne, Tutor Doctor	GYB 13:45 – 14:15 The 3 keys to successfully manage your new franchise's financials Keith Greener, Intuit
15:00 ▼ 16:00		RFS 15:15 – 15:45 Real Franchise Stories	EF 14:30 – 15:00 Choosing a franchise – where do I start? Steve Felmingham, Mathnasium	EF 14:15 – 14:45 The wellness revolution and £1million+ p.a business Charlie Thompson, CG Funk & Elliot Walker, The Massage Company	FYB 14:30 – 15:15 The financial elements of franchising Tony Urwin, Ashtons Franchise Consulting

GYB Growing Your Own Business workshops and seminars

MCD McDonald's Insight Sessions
Hosted by:

FYB Franchising your business
Sponsored by:

RFS Real Franchise Stories

GS Getting started