

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	Dia 10:45 – 11:45 An introduction to franchising David Kerrigan QFP, HSBC (bank);	M. MCD	HOF 10:30 – 11:00 The 17 startling things that super successful franchise owners do Nick Neill, EweMove Sales & Lettings	10:30 – 11:00 EF 10:30 – 11:00 5 steps to finding your perfect franchise Jeff Williams, Jackson Fire & Security	TO:30 – 11:15 How to franchise your business successfully Nick Williams, Ashtons Franchise Consulting
11:00 ▼ 12:00	Ayla Karmaii, Goldstein Legal (solicition), Bill Owen, Dream Doors (franchisor); Helen Thompson, bfa (chair)	10:45 – 12:00 McDonald's Insight Sessions McDonald's	So oudited T1:15 - 11:45 How to leverage your skills for success Chris Allison, Audited	11:15 – 11:45 Why some franchise owners fail but others make a million per year James Vincent, ActionCOACH	HSBC C 11:30 – 12:00 Raising funds – the bank's perspective Ken Braddock, HSBC
12:00	bra 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);	HI 12:15 – 12:45 100 clubs and counting Richard North, Anytime Fitness	Fanchise investment – it's all about a safe pair of hands Steve Calvert, NIC Services	EF 12:00 - 12:30 Developing children's art Kathryn Harper & Emily Harper, art-K	The new model and supportive brand Piotr Haladus, Promedica24
13:00	Samantha Roberts, bfa (chair) 13:15 – 13:45 Real Franchise Stories	HI 13:00 – 13:30 Maximise your returns with a high-level investment	13:00 – 13:30 Choosing a franchise – where do I start? Steve Felmingham, Mathnasium	Weight Markets 12:45 – 13:15 How to choose the right franchise for you Matt O'Neill, Expense Reduction Analysts	From going first to coming first: how became a successful entrepreneur Michelle Niziol
13:00 ▼ 14:00	Geenmanan & sudite! = Commany	М	HI How to earn a lifelong income of £50,000 - £150,000 from your own property portfolio	13:30 – 14:00 Supplementary education – an exploding business opportunity Nigel Mayne, Tutor Doctor	FRASERRECTION 13:45 – 14:15 Franchising – the FB guide to the legals you need to know Fiona Boswell, Fraser Brown
14:00 ▼ 15:00	Franchise France GYB 14:15 – 14:45 Borrowing money – hints and tips Kevin Noble, Franchise Finance	13:45 – 15:00 McDonald's Insight Sessions McDonald's	Paul Watson, Platinum Property Partners 14:30 – 15:00 Making money from massage Charlie Thompson, CG Funk & Elliot Walker, The Massage Company	How to build a profitable e-commerce business Mark Greening, Platinum Business Partners	FYB Franchising your business - what you need to know and the next steps to take Clive Smith, Franchise Intelligence
15:00 ▼ 16:00	BFA 15:00 – 16:00 Essential tips for investing in a franchise Suki Dehal, Loyds Bank (bank); James Barrett, Hamilton Pratt (solicitor); Ben Kirby, InXpress (franchisor); Samantha Roberts, bfa (chair)	15:15 – 15:45 Real Franchise Stories There is a second se	15:15 – 15:45 The I7 startling that super successful franchise owners do Nick Neill, EweMove Sales & Lettings	The importance of a fast start for franchisees Tony Rafferty, GutterPRO	FYB 15:15 – 16:00 Essential tips for franchising Chris Davies, Ashtons Franchise Consulting



Key BFA bfa franchising seminars Sponsored by:

⊘ bfa

HOF Hands-on franchising EF Executives in franchising

High-investment franchising Platinum sponsor:

HI

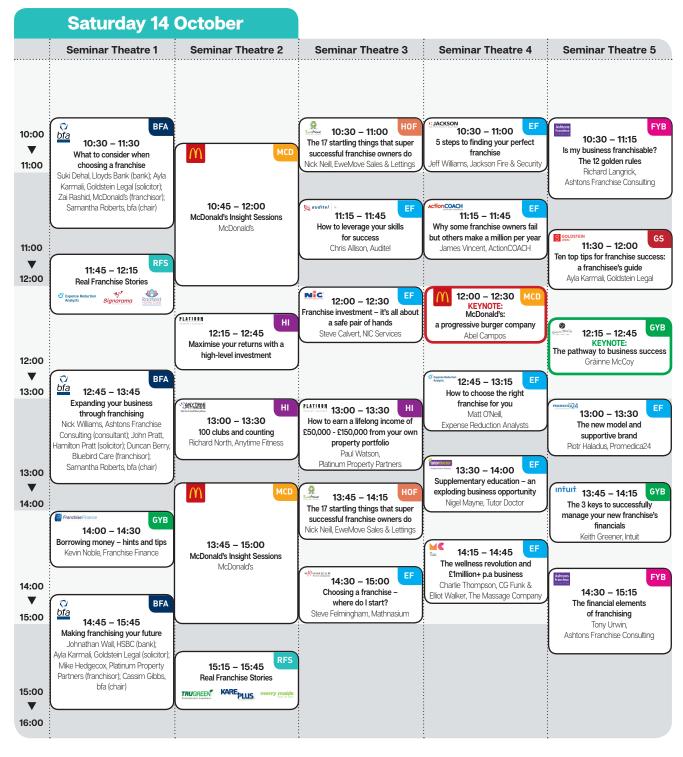
FR Franchise Resales

PLATINUM



Timetable





GYB Grow Busin

Growing Your Own Business workshops and seminars McDonald's Insight Sessions Hosted by:

M

Franchising your business

RFS Real Franchise Stories

Getting started