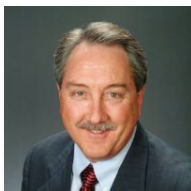


Creating Your Financial Support Systems and Team

By Jack Pearce, Next Level Consultant

1. Building a franchise support infrastructure is the foundation upon which other investors can _____ the success you have achieved.
2. The franchisor must provide a wide variety of support services including new franchisee _____, site selection and _____ negotiations, start-up support, supply contracts and on-going _____ support for your specific industry.
3. The most difficult challenge facing an emerging franchise support organization is the fact that _____ does not fit all, there is no single answer, no specific how-to solution.
4. Most industry resources highly recommend sticking to proven franchise support _____, as well as using common support _____ and _____.
5. The most important franchise support principle is a company culture which promotes _____, a mutual alignment of _____, transparency and two-way _____.

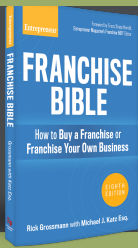


With almost four decades of C-suite experience in a variety of businesses, Jack created Next Level Consultant, specializing in small business and franchise consulting services. He and his team help clients reach their “next level” of success. He’s also a published author and long-time contributor to Franchising World.

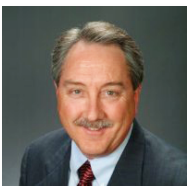
Jack Pearce: 720.482.7889

Jack@NextLevelConsultant.net

NextLevelConsultant.net



6. The most successful franchise organizations in this country believe to their core this value of a _____ and _____ relationship is the fundamental key to success.
7. After all is said and done it is the _____ franchisee who must achieve market penetration and financial stability in order to further the success of the brand.
8. Inherent in the “you win/we win” philosophy is everyone participates at some level to achieve _____ benefits.
9. The franchisor participates by allocating, dispatching and managing an effective team of field _____ who provide a wide variety of _____ services, _____ materials and new franchisee development.
10. In a strong trust relationship, total _____ and the allocation of resources go hand-in-hand.



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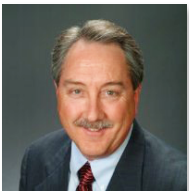
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11. Other basic elements of support include a company department dedicated exclusively to providing _____ support, or a help-desk function for answering franchisee issues over the _____ or the _____.

12. Other common field support techniques deployed by many franchisors may include services such as, _____ selection assistance and _____ management, grand opening support, product or service _____, sales, operations or _____ support and _____ reviews.



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