

FRANCHISING

THE DEFINITIVE FRANCHISE HANDBOOK

DEMYSTIFIED

REVISED & UPDATED SECOND EDITION

WAYNE MAILLET

*HOW YOU CAN ACQUIRE, OPERATE
AND BE SUCCESSFUL WITH A FRANCHISE!*

Franchising Demystified The Definitive Franchise Handbook

Andrew J. Sherman



Franchising Demystified The Definitive Franchise Handbook:

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franchisor franchisee relationship franchisee advisory councils developing sales and marketing plans advertising and public relations using trade shows to market the franchise structuring the franchise agreement building a compliance system resolving conflicts between franchisors and franchisees trademark registration and protection negotiating commercial leases raising capital equipment leasing programs financial and tax reporting developing a fee structure franchising and the Americans with Disabilities Act women and minorities in franchising multiarea development and expansion strategies trends and developments in international franchising and trends in franchising education Franchising has become a powerful economic force both internationally and domestically In 1990 alone this ever expanding market accounted for over 750 billion in the United States But as editor Andrew Sherman warns After over twenty five years of rapid growth franchisors must take a look at their management and financial structures to ensure that they are properly positioned for another twenty five years of unbridled success The Franchising Handbook contains everything franchising executives must know to ensure their economic vitality well into the next century

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kremkau is emeritus professor of radiologic sciences at wake forest university school of