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The operations manual outlines the specific tasks that are required to run the franchise. In putting these sets of manuals together you will be able to specify the exact performance requirements and business procedures that you wish your franchisees to adhere to. Click here to view a sample of the Operation Manual.

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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

Learn favorite techniques from this group of twenty-two Excel MVPs. The Excel MVPs are friends and competitors who each pulled out their favorite tricks to impress you and their fellow MVPs.

Franchising is one of the fastest and most popular means of business expansion. At the core of franchising is the licensing of intellectual property rights. Packed with examples and tips, this practical guide for business people outlines different types of franchise and takes you through the franchising process, identifying the key issues to consider at each stage.

"The franchise agreement is the document that establishes the franchise relationship. This business relationship is characterized by a franchisor granting a franchisee a temporary or time- limited right to use the franchisor's system and trademarks to conduct business. Because there is no 'one size fits all' template for drafting a franchise agreement, this must-have resource provides proven guidance on the core issues covered by a well-drafted agreement and how to carefully analyze the many considerations involved."--

This book is the only up-to-date book of its kind that will provide an introduction to franchising, its pros and cons, and other aspects pertinent to restaurant franchises. It is the only

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guide to franchising written exclusively for food service professionals and is an indispensable resource for anyone wishing to break into one of today's most dynamic service industries. Since the late 1800s, when the idea was first conceived, the restaurant franchise has become a worldwide phenomenon. Opportunities abound for restaurateurs and food service professionals with the know-how to dive into and stay afloat in the growing, ever-changing sea of franchise operations. With the help of vignettes and case histories, this completely updated new edition to Restaurant Franchising explains operate a successful franchise, from developing a winning franchise concept to demystifying the legal intricacies of franchise agreements. Topics include: What is franchising? Franchising pros and cons Selecting the franchise that fits your style and goals Finding financial backing Understanding franchise agreements State franchise rules and regulations Developing healthy franchisor/franchisee relationships International franchising Unconventional franchises This book is suitable for classroom use, and an accompanying online instructor's manual is available as a teaching resource for instructors. It includes a template of a syllabus to fit one semester within an academic calendar, and each chapter's contents are highlighted starting with the chapter's objectives. Objectives are designed so that after reading and studying each chapter, the student should be able to complete specific knowledge components. Key teaching elements and points are listed for each chapter, with special emphasis on definitions and terminology. References and other sources for further information are also provided. At the end of each chapter within this book, there is a case study, for which discussion questions are listed. Possible topics for class assignments and field studies are suggested in the instructor's manual. In addition, almost 200 PowerPoint slides are provided for each chapter. Overall this manual is



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designed to provide teaching aids that will help in making lectures a more productive, interactive, and interesting learning experience for students. Readers will get practical, first-hand information that will be extremely useful to hospitality academicians and students, as well as corporations that are franchisors and other related restaurant corporations. It will be a valuable book for entrepreneurs and those interested in owning a franchise.

Discover BIM: A better way to build better buildings Building Information Modeling (BIM) offers a novel approach to design, construction, and facility management in which a digital representation of the building product and process is used to facilitate the exchange and interoperability of information in digital format. BIM is beginning to change the way buildings look, the way they function, and the ways in which they are designed and built. The BIM Handbook, Third Edition provides an in-depth understanding of BIM technologies, the business and organizational issues associated with its implementation, and the profound advantages that effective use of BIM can provide to all members of a project team. Updates to this edition include: Information on the ways in which professionals should use BIM to gain maximum value New topics such as collaborative working, national and major construction clients, BIM standards and guides A discussion on how various professional roles have expanded through the widespread use and the new avenues of BIM practices and services A wealth of new case studies that clearly illustrate exactly how BIM is applied in a wide variety of conditions Painting a colorful and thorough picture of the state of the art in building information modeling, the BIM Handbook, Third Edition guides readers to successful implementations, helping them to avoid needless frustration and costs and take full advantage of this paradigm-shifting approach to construct

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better buildings that consume fewer materials and require less time, labor, and capital resources.

For more than forty years, animal health professionals have turned to the Merck Veterinary Manual for integrated, concise and reliable veterinary information. Now this manual covering the diagnosis, treatment, and prevention of diseases of companion, food and zoo animals is available on an easy-to-use, fully searchable CD-ROM. The CD includes the full text of The Merck Veterinary Manual 8/e and has been enhanced with picture links featuring original anatomical artwork and numerous clinical and diagnostic illustrations, table links and quick search links that provide quick access to cross referenced text.

McDonalds, Sonic, Subway, Dairy Queen, Circle K, Piggly Wiggly—all well-known franchises in America and beyond. You've probably sometimes wondered how so many of them could exist, how they manage to stay in business, and how they continue to thrive. Maybe you've even thought about running one of your own, but didn't know where to begin. Well, now you do, thanks to *Running a Franchise For Dummies*. Pick the perfect franchise for you Create marketing plans and branding for your new franchise Understand all of the complex legal issues surrounding the ownership of a franchise Uncover the secrets to continued success and future expansion *Running a Franchise for Dummies* is a clear and concise guide for anyone who wants to be their own boss and stand on the shoulders of franchise giants both big and small.

What's the secret to sales success? If you're like most business leaders, you'd say it's fundamentally about relationships—and you'd be wrong. The best salespeople don't

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just build relationships with customers. They challenge them. The need to understand what top-performing reps are doing that their average performing colleagues are not drove Matthew Dixon, Brent Adamson, and their colleagues at Corporate Executive Board to investigate the skills, behaviors, knowledge, and attitudes that matter most for high performance. And what they discovered may be the biggest shock to conventional sales wisdom in decades. Based on an exhaustive study of thousands of sales reps across multiple industries and geographies, *The Challenger Sale* argues that classic relationship building is a losing approach, especially when it comes to selling complex, large-scale business-to-business solutions. The authors' study found that every sales rep in the world falls into one of five distinct profiles, and while all of these types of reps can deliver average sales performance, only one—the Challenger—delivers consistently high performance. Instead of bludgeoning customers with endless facts and features about their company and products, Challengers approach customers with unique insights about how they can save or make money. They tailor their sales message to the customer's specific needs and objectives. Rather than acquiescing to the customer's every demand or objection, they are assertive, pushing back when necessary and taking control of the sale. The things that make Challengers unique are replicable and teachable to the average sales rep. Once you understand how to identify the Challengers in your organization, you can model their approach and embed it throughout your sales force. The authors explain how almost any average-performing rep, once equipped with the right tools, can successfully reframe customers' expectations and deliver a distinctive purchase experience that drives higher levels of customer loyalty and, ultimately, greater growth.

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Cleanlots has been described as “America’s Simplest Business” and “almost as simple as a walk in the park”. Entrepreneur magazine said parking lot litter cleanup is “a simple, inexpensive and potentially lucrative business to get into, and the market is growing”. The Cleanlots book is an operations manual on how to start and operate a parking lot litter cleanup business. Each book purchase includes FREE email and telephone support from the author. Since 1981, author Brian Winch has made a six-figure annual income cleaning up litter from parking lots, and he'll teach you to do the same. It's an excellent way to take control over your life and income; you can start this business with very little money, without a college education or advanced computer skills. It's an ideal business for anyone who likes to work outside, who's responsible and can pay attention to detail. You can also operate this business part-time, as a side hustle until you're ready to go full-time.

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