



Are you franchise material?

As a franchise consultant, one of the questions I get asked often is “do I have what it takes to be a franchise owner?” There is no easy or quick answer to that – until we get to know each other a little better. Of course, I’d like to think that every person could succeed at franchising, given the right match. But, in truth, there are a few things that generally make someone better “franchise material” than others.

What makes someone good “franchising material?”

Ability to Follow a System

Franchisors are looking for team players, for people who recognize they have purchased a system, and are willing and wanting to follow it.

Emotional Maturity

How do you handle problems? When problems occur in your life, are you able to pick yourself up, and move forward, or lose valuable time feeling sorry for yourself? Are you a natural leader or follower?

Positive Attitude – And Ability to Leverage It

Individuals with a “positive attitude” get out and about letting everyone know they are in business and ready to do business. It isn’t about being able to “sell” – it’s about ensuring that positive relationships can be made.

Knowing When to Be Humble

A very wise leader once said “you can be right all of the time” or you can be liked”. Business requires a bit of both – so look inside yourself and decide if this is something you think you can do.

Belief in Calculated Risk

If you are all about taking huge leaps, and big risks—because what you LOVE is the big potential payout, then what you really seek is being a real entrepreneur, and franchising may not be the right choice for you. Franchising begins with a more proven business model – and expands from there – so your risk is more likely to vary from “moderate” to “low”.

Source: Franchise Resource Corp.

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Maaco Collision Repair & Auto Painting encourages veterans to become business owners

Veterans ready for a new start as an entrepreneur will find significant special ownership incentives and a strong franchise partner in Maaco Collision Repair and Auto Painting—America's top body shop.

Maaco is offering any new franchisee, who qualifies as a veteran, 75 percent off the initial franchise fee, and a 4 percent reduction on royalty fees during the first two years of operations, per the brand’s 2019 franchise disclosure document (FDD). [Read more!](#)



Are you prepared for the unexpected?

Imagine getting a call that changes the trajectory of your life and business. The patriarch of the family has passed without any warning whatsoever. A morbid subject to be writing about, but one that is real and a scenario that happens all too often states Kendall Rawls. As business owners, we owe it to our families, our employees, and all those that touch our lives and business to ensure we have the proper protections in place. [Read more!](#)



Finding Time to Give Back

written by Natalie Barnes, president of Business Alliance, Inc.

What will be YOUR story? How will you be described by others? Will you be an employee, a business owner, an amazing parent, a great friend, and/or a provider for your family? And when you look back, what will be those memorable moments, those experiences you will share, or the events that made a difference for others?

I can bet they will be related to your children, your family, your friends, and how you “gave back”. The beauty of business ownership is the control, and often time, with how you choose to give back. A franchise business makes a difference with their family and their community! How that business owner gives back can shape their future AND their story!

The International Franchise Association has a “Franchising Gives Back” division. It began with an idea of like-minded individuals with an idea to do some type of charity at the annual convention. It grew to individual franchise owners across the country, and the world, giving back in their communities. They make a difference! Their purpose is relevant! And we all know that giving back is SO much more than a little extra time or money! And their mission: “Franchising Gives Back recognizes and encourages the charitable acts and exemplary leadership demonstrated by franchisors, franchisees and suppliers in their local communities.”

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