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A Winning Business Needs a Winning Team

"The secret of my success is that we have gone to exceptional lengths to hire the best people in the world," said Steve Jobs, the founder of Apple.

That quote underscores the importance of putting together a team of people who will drive your business to heights you would never believe possible. If you don't have great people working for you, you don't have a winning team, and if you don't have a winning team, you won't be successful.

We all want to be successful, no matter what business we're in or whether we own our own companies or hold executive positions. If the companies we work for or operate don't succeed, neither will we.

The question is this: How can we hire, train, and retain employees who will be great team players? A great first step is to ask your top performers for recommendations when hiring; they can be your best recruiters. You might even give them a monetary reward if you hire the people they recommended.

A critical step when hiring new people is to know what you are looking for, which means developing a very specific job description. This will serve as your road map and help you to identify characteristics you need new hires to have in order to perform well.

Of course, there are certain skills new employees should possess, but skills aren't everything. Attitude is king. It's almost impossible to change attitudes, but it's easy to train people in the skills they need to perform well.

Source: [A Winning Business Needs a Winning Team \(franchising.com\)](https://www.franchising.com)



CarePatrol, the U.S.'s largest senior care solutions organization, announced the opening of its first two franchise locations in Ontario, marking a major milestone in the brand's Canada expansion efforts. This development comes just a year after CarePatrol launched its plans to enter the Canadian market, solidifying the brand's continuous growth and steadfast commitment to providing safer care options to seniors.

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For more than 32 years, Neighborly has been dedicated to helping Veterans transition to small business ownership through its Veterans Transition Franchise Initiative (VetFran) program, offering franchise opportunities and financial incentives to honorably discharged Veterans. With over 5,500 franchise locations, Neighborly operates more than 30 brands. Neighborly's Veteran incentive programs make franchise ownership more accessible, supporting Veterans in their transition to civilian careers.

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End-of-Year Planning: A Strategic Time to Invest in Franchising

As we enter the Q4 of 2024, many entrepreneurs and investors begin focusing on closing out their books and setting new goals for the upcoming year. However, it's also a strategic time to consider long-term growth opportunities—particularly through franchising. The end of the year presents unique advantages for potential franchisees who are looking to make smart investment decisions. Here's why:

- 1. Tax Benefits and Financial Efficiency** Investing in a franchise before the year ends can provide significant tax advantages. You may be able to deduct startup costs, franchise fees, and other business-related expenses, helping reduce your taxable income. This allows you to strategically reinvest any year-end profits or bonuses, making your investment more financially efficient.
- 2. Franchisor Incentives and Discounts** Many franchisors offer year-end promotions and incentives, such as reduced franchise fees or favorable financing terms, to attract new franchisees. Taking advantage of these limited-time offers can lower your initial investment cost, providing a better entry point into the business.
- 3. Time for Planning and a Strong Start in the New Year** By investing in a franchise at the end of the year, you can use the holiday period to set up your business, finalize contracts, secure a location, and prepare for a strong launch. This preparation time ensures you're ready to capitalize on new year market trends and consumer demand, giving you a competitive edge from the outset.

FOR MORE INFORMATION PLEASE CONTACT:

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Referrals are always appreciated! Feel free to share my contact information with others who may be looking into a franchise opportunity.