

Our method ensures you **A-S-K** the right questions during Due Diligence

This 9 step programme is designed to give the potential franchisee clarity and guidance during their due diligence process. It helps them to know what they need to know when buying a franchised business either new or existing.

At the completion of these nine steps they will have peace of mind that the business they are entering into is going to work, that the figures stack up, that they can work with the franchisor and that they have the skills required to run a franchised business. They can be sure that their franchising journey will be a rewarding one.

The 9 steps over three stages teach franchisees to ASK their business, or:

APPRAISE

The franchisor and their systems and processes; the profitability of the business offer on the table and the skills and abilities of YOU the potential franchisee.

SEEK

Information about the franchise agreement, the disclosure documents and code of conduct from your lawyer; company set-up and employment legislation from your accountant; opinions from fellow and former franchisees of the system, financing options from a broker; and business management skills for yourself.

KNOW

What it takes to be a successful franchisee; the ins and outs of the system you are entering into and what goals and targets you have to meet to make being a franchisee rewarding;

