HOW TO BUY A FRANCHISE



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When you buy a franchise, you may be able to sell goods and services that have instant name recognition, and get training and support that can help you succeed. But purchasing a franchise is like any other investment: there s no guarantee of success.

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If you re working with a young franchise, you may have some bargaining power on your contract. You may be able to remove problematic conditions, such as gag rules that prevent disgruntled franchisees from complaining publicly; stipulations that the franchiser can change its policies unilaterally; and requirements that disputes be arbitrated in the home state of the franchiser.

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