



So You Want to Franchise Your Business

By Harold Kestenbaum; Adina Genn

Entrepreneur Press, 2008. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service!

Summary: "This book is great. Definitely a best seller. It should be the number one consultation reference book for anyone related to the franchise business. Congratulations Harold!" Tomas, Chairman of The Taco Maker in San Juan, PR Turn Your Business Into A Franchise Harold Kestenbaum has worked with more than 100 businesses in their franchising efforts including such household names as Sbarro and Nathan's. A 30-year veteran of franchise law and a board member of four major franchise companies, he and Adina Genn, an award-winning journalist, have joined forces to teach you the secrets to turning your business into a successful franchise. If you're interested in using this profitable strategy to expand your business, you'll get an in-depth look at how to evaluate your business concept, determine if your business is a candidate for franchising, implement the franchise process, and build a thriving franchise. Well-known entrepreneurs who successfully franchised their business, including Subway co-founder Fred DeLuca and CEO of the Dwyer Group Dina Dwyer-Owens, offer detailed, in-the-trenches guidance and information. These experts speak frankly about the tactics you can use to market, sell, and build your franchise while...



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