

Looking to grow your business through franchising?

HAMILTON PRATT
Business and Franchise Solicitors



HSBC 

FRANCHISING MASTER CLASS

Come and meet five franchise Industry experts

PROGRAMME

- 9.30am Registration and coffee
- 10.00am Welcome
Alan Gibson, TFDC (The Franchise Development Centre)
- 10.15am What is the best way to franchise my business?
Steve Felmingham, TFDC
- 11.00am How do I grow the franchise network?
Jat Mann, PC Pal
- 11.30am Coffee
- 11.50am Raising finance in the current climate
Ken Braddock, HSBC
- 12.20pm Legal pitfalls to avoid
John Pratt, Hamilton Pratt LLP
- 12.50pm The next step in franchising your business
Alan Gibson, TFDC
- 1.00pm Questions
- 1.30pm Lunch
- 2.00pm One-to-one consultations

Book your own FREE consultation.

Starting at 2.00 pm, should you wish to discuss the possibility of franchising your business in more detail, there will be an opportunity to have free one-to-one consultations with Steve Felmingham, Alan Gibson, John Pratt and Ken Braddock. To book a free one-to-one consultation, please specify your preference when reserving your place.

Places are limited and allocated on a first-come first-served basis.
This is a free event with refreshments and a light lunch is provided.

Thursday 8th March 2012

Hamilton Pratt LLP, Franchise House, 3A Tournament Court, Tournament Fields, Warwick, CV34 6LG Tel: 01926 838 900

To reserve your place call **01904 561598** or
email **info@thefranchisedevelopmentcentre.co.uk**



Speakers Biographies



Alan Gibson – The Franchise Development Centre

With a passion for finding, recruiting, coaching and developing Franchisees Alan is proud to have given a lots of individuals, couples and families the opportunity to achieve their dreams of setting up their own profitable and rewarding Franchise business in partnership with nationally recognised and respected brands. Alan has a comprehensive track record of guiding business owners through the complexities of the Franchising system from concept development to exit planning utilising his hands on experience of a wide range of Franchise models. He is a dedicated advocate of the Franchising concept and the significant benefits it brings to the UK and Global economy.



Steve Felmingham – The Franchise Development Centre

With over 18 years experience in franchising Steve has worked both as a franchisor and a franchisee, launching and managing several UK and International franchises in Europe, USA, Canada, South America and Australia. During his career Steve has worked with many new-start companies as well as multi-billion dollar organisations, and was previously a main board director of a highly successful publishing and distribution franchise with over 28,000 outlets worldwide. Steve now heads up the team of UK consultants for the Franchise Development Centre, and was one of the first consultants in the industry to achieve the status of Qualified Franchise Professional.



Jat Mann – PC Pal

Jat Mann is the Founder and Managing Director of PC PAL, the UK's leading Computer Support Franchise. Jat originally qualified as a Chartered Management Accountant and progressed to be one of the youngest Heads of Finance in his industry. Having recognised a growing need for friendly and reliable computer support, Jat founded PC PAL in 2004, with the goal in mind to become the leading PC repair and support brand in the UK, offering customers an unrivalled level of service. Jat is also currently the youngest ever and first ethnic member of the Board at the British Franchise Association.



Kendall Braddock – HSBC

As Senior Franchise Manager, HSBC Bank plc Kens role is focused on developing the relationship between HSBC Franchisors and industry professionals. His key objective is to generate banking opportunities for HSBC and provide banking facilities to Franchisees and Franchisors alike. HSBC's strength and success in franchising is linked to how it works, with the Franchisor making sure it understand the business model, requirements and their Franchisees needs. HSBC sees the Franchising industry as an effective means of growing its customer base within the SME arena. Ken has been with HSBC since 1984 and his experience includes managerial positions in Marketing, Credit and Risk and Regional Sales Manager with HSBC.



John H Pratt – Hamilton Pratt LLP

John is the immediate past Legal Advisor to the British Franchise Association and a past Chair of the International Bar Association's International Franchise Committee. He is the current Director of the American Bar Association's International Franchising Division. He has written "Franchising: Law & Practice", "The Franchisor's Handbook" and contributed to a number of franchise publications. John obtained his law degree from Oxford University and completed a doctorate course in Comparative Law at the Université d'Aix-Marseille. He is a past President of Birmingham Chamber and Honorary French Consul. He is a Director of the NEC – Europe's largest exhibition company.

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