

Looking to grow your business through franchising?

LLOYDS
BANKING
GROUP



Field Fisher Waterhouse

FRANCHISING MASTER CLASS

Come and meet five franchise Industry experts

PROGRAMME

- 9.30am Registration and coffee
- 10.00am Welcome
Simon Mills, TFDC (The Franchise Development Centre)
- 10.20am What is the best way to franchise my business?
Simon Mills, TFDC
- 10.50am Putting theory into practice - Creating a franchise and making it work
Alistair Wiggins, Pirtek UK Ltd
- 11.20am Coffee
- 11.40am Raising finance in the current climate
Richard Holden, Lloyds Banking Group
- 12.10pm Legal pitfalls to avoid
Graeme Payne, Field Fisher Waterhouse
- 12.40pm Franchise network accountancy -
the essential control system for your network
Carl Reader, Dennis & Turnbull Accountants
- 13.10pm The next step in franchising your business
Simon Mills, TFDC
- 13.30pm 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 Simon Mills, Graeme Payne, Richard Holden and Carl Reader. 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.

Tuesday 24th January 2012

Field Fisher Waterhouse - 35 Vine street, London EC3N 2PX

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



Speakers Biographies



Simon Mills QFP– The Franchise Development Centre

Simon has worked in franchising since 1991, as a franchisee, and as a UK franchisor, which has more than 200 franchisees in 11 countries. Simon relocated to America for 3 years to launch a division of this established brand. He joined the board as a director in 2001 and was appointed as Managing Director latterly. Simon's skills include franchise start ups, recruitment, training, management, and international expansion, having worked in 22 countries. His approach is hands on, practical and designed to give immediate impact to the new, growing and established franchisor.



Alistair Wiggins – Pirtek UK Ltd

Alistair Wiggins is the Business Development and Marketing Director for Pirtek and has over 20 years experience in franchising both as a franchisee and franchisor. His knowledge and experience covers all aspects of the franchising model from operations, systems and compliance through to recruitment and marketing. Pirtek are the European leader in onsite Hydraulic Hose replacement and operate 160 franchised centres and 500 mobile service vans across the UK, Ireland, Germany, Belgium and Holland.



Richard Holden – Lloyds TSB Bank plc

Richard Holden has nearly 30 years banking experience and heads up the Lloyds Banking Group's franchise team. He is an expert speaker at franchise seminars and exhibitions and is a regular contributor in trade and national press. Lloyds Banking Group provides banking and financial support to both franchisors and franchisees and promotes the growth of ethical franchising in the UK. Franchising is a key market for Lloyds Banking Group and Richard's team is on hand to offer expert guidance and support to people looking at franchising as a route to develop their business. Lloyds TSB are affiliate members of the British Franchise Association.



Graeme Payne – Field Fisher Waterhouse

Graeme is a partner in Field Fisher Waterhouse's Franchising & Intellectual Property Group and has over nine years' domestic and international franchising experience. He co-leads Field Fisher Waterhouse's UK franchise initiatives 'Helping Hand' and 'Incubator' for start up and small to medium sized UK based franchisors. These two initiatives provide structural and commercial franchise advice to individual and small to medium sized companies at an affordable fixed fee cost. Clients range from individual entrepreneurs to large multi-national Fortune 500 companies including LighterLife, NicenStripy, Reiss, YO! Sushi, Blockbuster, Monsoon and hob salons. Professional memberships include the British Franchise Association, the International Bar Association, the American Bar Association and the International Franchise Association.



Carl Reader – Dennis & Turnbull

Carl Reader is a partner and head of franchising at Dennis & Turnbull, a leading firm of BFA Affiliated Chartered Accountants, and has worked in the franchise industry for a number of years, helping franchise networks of all sizes across the UK. Dennis & Turnbull effectively provide an in-house accounting practice for franchisors to offer their franchisees. The online accounting solutions for networks across the UK give franchisees a low cost, fixed fee service whilst providing franchisor with a free of charge control system. Carl is a regular speaker at franchise events, and a regular contributor to the franchise press.

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