



MAKE MEETINGS COUNT

How to get the best from field visits

When you arrange visits to franchisees do you sometimes get the feeling they are really thinking "Oh here they come to drink my coffee and waste my time again"?

Are there some franchisees that you know you will struggle to find some common ground with and that the meeting will not be the highlight of your week?

Field visits shouldn't be like that should they? Well, all too often they are – but what a waste of a great opportunity for two parties who have mutual business goals to really help each other.

This workshop explains how with better communication and a little planning field visits can become a powerful and central tool for both you and your franchisees to successfully develop your businesses.

To book your place now or for more information **email us at info@thefranchisetrainingcentre.com or call us on 0870 4586682.**

Objectives:

By the end of the session the delegates will:-

- Have considered the function of the Field Visit
- Have reviewed their role as a member of the Franchise Support team
- Have considered the various elements of franchisee support
- Have discussed the structure of the visit
- Have developed a strategy for enhancing their support to their franchisees
- Have completed a personal action plan to implement that strategy

Course Outline:

- What do Franchisees / Franchisors want from Field Visits?
- The key elements of the Support Staff role
- The structure of the Field Visit
- Preparing for and following up Field Visits

100% MONEY BACK GUARANTEE – Having run these seminars for over 10 years now and been told by delegates time and again how much value they have taken from them, we happily offer all attendees a 100% money back guarantee if you feel you gain nothing from the day.

THIS WORKSHOP IS FREE if you use our other services. After attending the workshop, you will receive a voucher equal to the cost of the workshop which you can redeem against any new work undertaken with one of The Franchising Centre's group of companies. (Conditions apply – ask for details.)

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