

## Agenda

**Franchise Open Event | Meriden Hall | Thursday 14<sup>th</sup> May**

We are delighted to be joined by some of UK's leading franchise experts along with Tom King, a leading trainer in Executive Search methodology and Paul Hanke, MD of Network Healthcare who will speak of why the provision of healthcare in the UK is booming.

- 14:45 Registration and afternoon tea
- 15:00 Welcome to Meriden - Tim Watts, Chairman of Pertemps Investments
- 15:15 What is franchising?  
Presenter : Pip Wilkins of the British Franchise Association  
*What you should look for from a franchisor and what are the qualities required of a successful franchisee. What support can you expect from your franchisor. How to evaluate them.*
- 15:45 Raising Finance  
Presenter: Lorna Smith, Senior Franchise Manager of HSBC Bank plc  
*A guide to sources of finance, costs involved and the financial decisions you'll need to make. What do banks look for when lending and how do you prepare yourself. Why do banks like franchising.*
- 16:15 Healthcare in the UK - why is it a booming market?  
Presenter: Paul Hanke, MD Network Health and Social Care  
*Why is the provision of quality healthcare in the UK such a lucrative business? What qualities do you need to be successful and what support do you receive to achieve this?*
- 16:45 Coffee
- 17:00 Franchise opportunities in the UK  
Presenter: Debbie Smith, MD of Network Brand Partnerships  
*Full details of both Network Health and Social Care and CNA Executive Search business models - our unique 'Business in a Box' approach offered and backed by one of the UK's largest recruitment specialists*
- 17:30 CNA Executive Search  
Presenter: Tom King, trainer, mentor and specialist in Executive Search.  
*Methodology unravels the secrets of creating wealth and choosing your lifestyle. What strengths do you need to be a success.*
- 17:45 Franchisees View Point  
Presenter: BFA member franchisee Nick Thompson  
*Nick explains why he chose franchising and what due diligence he undertook before joining his franchisor. What are the benefits and disadvantages of franchising from someone who knows.*

The event is scheduled to finish around 18:30 when there will time to network with the presenters further should you wish.



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