



yourself a better future

The National Franchise Exhibition
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Understanding of how the concept works and what it means for the individual franchisee. Described as a franchise guide for beginners, the exhibition's Franchise Starting Point feature, as the name suggests, is the ideal place to begin. It's an opportunity to meet a number of industry experts, franchise consultants, banking and legal experts and franchisors for some preliminary one-to-one advice and for answers to your questions before you set off around the NEC. They can point you in the right direction of the franchises and states that are likely to be most relevant to you.

Deliver

The conference programme featuring experts from the British Franchise Association (bfa), the legal and finance professions and business advisers will deliver the basic information you need to search for the right franchise. Topics include high-level franchise investment, on-franchising and executives in franchising, or those who already own successful businesses and are looking to expand, there is also how to franchise your business. Keynote speakers include some of the UK's most innovative entrepreneurs who'll be sharing the secrets of their business success. If you are making a fresh start after

many years of working in the same job, the prospect of starting again can seem daunting. However, one of the biggest benefits of attending the National Franchise Exhibition is the opportunity you have to speak to the experts who can offer you practical advice and information.

If you need help deciding whether franchising is right for you, and if so which particular franchise would suit you best, book your place at the exhibition's Career Clinic where careers consultants will be able to discuss your career plans, assess your skills and experience and help you narrow down your franchise options.

For practical advice on the financial aspects of buying a franchise and putting together a sound business plan in order to approach your bank for business funding, be sure to make an appointment with the Business Plan Clinic and the finance team from NatWest.

If you want to know what life will really be like as a franchise owner, you mustn't miss the Franchisee Panels, which take place on both days. One of the most popular features of the exhibition, these are hosted by franchisees from across a range of businesses who will happily answer your questions and describe their own experiences.

The exhibition will also be attended by representatives from the bfa, the lead body for ethical franchising in the UK. Representatives of the major banks can advise on all matters of funding and those of law firms can answer your questions on all the legal aspects of becoming a franchisee.

● To register for the National Franchise Exhibition call 0844 257 8668 or visit www.franchiseinfo.co.uk Daily Express readers can gain free entry by entering the code DEE20.

FIND US AT STAND A10

Oscar reward

FOR Wilf Hallam, redundancy proved to be the ideal opportunity to revive a long-term desire to work for himself.

With a house full of German shorthaired pointers and an Oscar franchise resale business becoming available in his area of Nottinghamshire, he felt his future was positive.

He said: "I'm an engineer by trade and the fact that I'm now working with animals is really down to my wife and daughter.

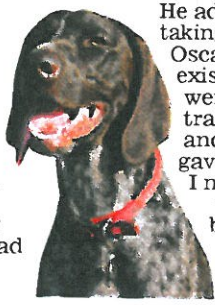
"We started with one dog and before we knew it we had 10, so being surrounded by dogs it seemed that my

future was already planned when I was faced with redundancy."

Mr Hallam began to explore franchising and recognised the advantages it offered, including good business prospects and added security.

He added: "The transition of taking over a ready-made Oscar business with an existing customer base went smoothly and the training and support and the Oscar product gave me all the confidence I needed.

"Finally, I have my own business."



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