

FRANCHISING & LICENSING

Second Edition

**Two Ways to Build
Your Business**

ANDREW J. SHERMAN

Franchising And Licensing Two Ways To Build Your Business

Entrepreneur Press



Franchising And Licensing Two Ways To Build Your Business:

Franchising & Licensing Andrew J. Sherman, 2004 Annotation For more than a decade this book has been the definitive guide to franchises and licensing programs In this third edition author and prominent attorney Andrew J Sherman expands his in depth coverage to include international franchising initiatives In addition every chapter has been thoroughly updated to reflect new information on market responsiveness compliance and other key issues The result is a truly global reference that will prove indispensable to companies and entrepreneurs alike If you re involved in any aspect of franchising and licensing you can t afford to be without the latest edition of this book It became the industry standard immediately upon its original publication opening up enticing opportunities for entrepreneurs as well as presenting new strategic options for corporations Now the third edition gives it truly global reach Expanded to include international as well as domestic U S franchising and licensing it comprehensively covers the strategic legal financial and operational aspects of these complex but highly profitable business structures

Franchising and Licensing Andrew J. Sherman, 1999 This is a comprehensive guide to setting up and running a franchise or licensing operation with particular emphasis on how to use these two techniques as powerful business growth strategies

Franchising and Licensing Andrew Sherman, 2011-04-13 Comprehensive and applicable to domestic and international franchising initiatives alike this go to guide remains the industry standard for insights on expanding your business As an experienced corporate and transaction lawyer author Andrew Sherman offers insider insights into unique opportunities for business growth specifically leveraging your intellectual capital through franchising and licensing By helping you understand what intellectual capital is what revenue your company is entitled to and how to manage these intangible assets he provides knowledge and tools to keep your business not only operating but growing in any economy Filled with examples stories from the field and forms for drafting franchising agreements and licensing programs Franchising create market responsive sales marketing and globalization strategies establish quality control and compliance measures and assess opportunities for mergers and acquisitions joint ventures and other alternatives to franchising This book also incorporates up to the minute information on regulations best practices web strategies branding techniques and global trademark laws the new FDD disclosure format and the latest franchising trends

An Introduction to Franchising Robert Webber, 2017-09-16 An Introduction to Franchising is a concise yet comprehensive guide to the world of franchising Looking at the field from the perspectives of the franchisor and the franchisee the book offers a good balance between the theories behind good franchising practise and hands on practical guidance Applied theory is evident in the broad range of real life case studies included in the book With many of the world s leading companies operating franchise models this book will offer readers a genuine insight into the potential advantages and disadvantages of franchising The book also examines the financial legal and ethical implications of franchising whilst anticipating future concerns and challenges for the franchising model An Introduction to Franchising is an essential guide for

all students of franchising entrepreneurship and marketing It is also a must read for anyone wishing to start their own franchise business *Franchising* Stephen Spinelli,Robert Rosenberg,Sue Birley,2004 Hundreds of potential entrepreneurs investigate franchising every year but this enormous business opportunity remains hugely misunderstood Franchising Pathway to Wealth Creation delivers that guidance from start to finish [The Handbook of Small Business Organization and Management](#) James M. Thompson,2006-12-29 THE HANDBOOK OF SMALL BUSINESS ORGANIZATION AND MANAGEMENT is an easy to read practical guide that covers the major errors made by small businesspersons as well as the major problems of small business organization and management Written by Dr James M Thompson whose training and experience covers a broad area including small business ownership law manufacturing and college teaching Dr Thompson received the Ph D degree from the University of Delaware in chemistry He has organized and managed two successful businesses has served with the judiciary for New Castle County Delaware worked as a manufacturing chemist and is presently serving as a college professor The author has sought to combine under one cover a variety of diverse information all essential to organizing and successfully managing a small business and written in a fashion digestible to the entrepreneur In writing THE HANDBOOK OF SMALL BUSINESS ORGANIZATON AND MANAGEMENT the author has focused upon the small manufacturer but the contents are not limited to this area Much of the information is applicable to any small business operation THE HANDBOOK OF SMALL BUSINESS ORGANIZATION AND MANAGEMENT is recommended for persons contemplating small business ownership as well as those already in business Also the book could serve as introductory text for a course in small business ownership THE HANDBOOK OF SMALL BUSINESS ORGANIZATION AND MANAGEMENT contains over 250 pages and 18 major chapters Among them include Why Businesses Fail Proprietorship Partnership or Corporation How to Incorporate How to Prepare the Business Proposal Profiling and Surveying the Industry Franchising How to Finance the Business Finding Sources of Equipment Materials and Services for the Small Manufacturer Selecting the Right Industrial Site Business Taxes Cost Analysis Controlling Production and Inventory Selling the Product Collecting Bad Debts How to Obtain a Trademark The Uniform Product Code UPC The Accounting Procedure The Accounting Records Also Included are A Standard Set of Corporation By laws A Standard Certificate of Incorporation An Agreement of Sales Representation The Consignment Contract The Corporation as a Tax Shelter Sample Minutes of the First Meeting of the Corporation A Sample Partnership Agreement Sources of Good Business Ventures Actual Cost Studies Names and Addressees of Active Venture Capital Companies Sample Business Profiles Shipping Procedures Business Check List Tax Computation Procedures and much more *Strategic Brand Licensing* Maria Cristina Longo,Pete Canalicchio,2024-04-30 This book presents a roadmap for a brand licensing strategy to enable companies to leverage brand value and expand into other product categories or into different markets Readers will understand both the risks and the benefits of partnerships how to make the most of a brand s potential in the digital platform and how to extend a product portfolio through established

brands Brand licensing can be of interest to many stakeholders including large companies entrepreneurs retailers agencies and even celebrities This is also a relevant strategy for small and medium sized enterprises that want to expand their business abroad reconciling their limited size with their flexibility Examples of long standing partnerships are presented and analyzed with detailed consideration of what has made them so successful Through the presentation of case studies in the sectors particularly interested in brand licensing including the art character entertainment fashion jewelry sports and toys sectors this book aims to highlight opportunities limits and challenges from both the licensor and licensee s perspectives In particular these case studies represent an effective basis for comparing different experiences and brand licensing strategies allowing readers to understand both best practices and pitfalls to avoid when building an effective and enduring licensing program Chapter objectives summaries key learning points and discussion questions reinforce understanding and aid reflection Practical yet theoretically grounded this book is particularly suitable for postgraduate MBA and executive education students interested in strategic brand management licensing strategy and brand expansion This book can also serve as a valuable guide for professionals interested in expanding their brand portfolio This book provides effective tools to evaluate the strategic side of brand licensing and the selection of the appropriate company to be a licensee Online resources include PowerPoint slides a test bank of exam questions a case list and discussion questions

The Young Entrepreneur's Guide to Starting and Running a Business Steve Mariotti,2000 Describes the characteristics of a successful entrepreneur explains how to start and run a business and offers tips on costs investment market research and negotiation

Franchise Opportunities Handbook ,1994 This is a directory of companies that grant franchises with detailed information for each listed franchise

Organizing the Extended Enterprise Paul Schönsleben,Alfred Büchel,2013-06-05 For many years production management has no longer been confined to individual production facilities Intensive cooperation with suppliers has become an integral part of production management In recent years two further developments have gained ground On the one hand enterprises have been specialising and concentrating on their core competencies with outsourcing as a consequence on the other hand globalization has intensified the range of choice among suppliers Increased dependence on suppliers called for new forms of cooperative ventures Strategic and legal issues had to be considered and production management had to include sophisticated logistic chain management These developments have led to the concept of Extended Enterprise Among many other topics this book discusses co operation between companies supply chain management agile and virtual management integration of the logistic chain and production and logistical strategies The book comprises the proceedings of the Working Conference on Organizing the Extended Enterprise sponsored by the International Federation for Information Processing IFIP which was held in Ascona Switzerland in September 1997 It will be of great importance to researchers managers and consultants in production logistics and information and other areas of organizational development

Start Your Own Office and Administrative Support Service Entrepreneur

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What if you could achieve better faster and more meaningful outcomes at work and in your career The way we work now is based on industrial age thinking back when waste was measured by the scrap pile at the end of the assembly line Today s waste is often invisible but it s just as fatal for companies and careers Seventy percent of all projects fail And big companies no longer beat small ones Fast companies beat slow ones and their velocity comes from getting the right people engaged at the right time in the right way By redefining teamwork for the 21st century The Velocity Advantage will help you achieve better and faster results with less effort and aggravation The former CIO of Coca Cola and founder of Brand Velocity and Consequent consulting Jack Bergstrand s revolutionary ideas are based on 35 years of research and experience across a wide range of companies and industries Gain valuable insights about your personality type and learn how you can work with others in a new way with more impact energy and personal engagement Success is not about speed or direction It requires speed and direction This book shows how to achieve both Break free of industrial age thinking Make sense of cross functional chaos Discover a better way to work with The Velocity Advantage The Free Agent Marketing Guide Douglas Florzak,Thom Singer,2004 Presents a clear road map for starting and maintaining a successful consulting business Whether you are already a consultant or thinking about becoming one this guide has everything you need This book shows you how to Create a business plan Set your rate Select the legal form of your business Set up retirement funding Choose appropriate insurance Market on the Internet Understand basic record keeping Also included is a recommended resource list and sample worksheets to help you start and maintain your consulting business If you are an experienced professional at a crossroads in your career this book can point you in the right direction *Riches in Niches (Volume 2 of 2) (EasyRead Super Large 20pt Edition)* , *Entrepreneur Magazine's Guide to Starting Your Own Business* ,1999 *Managing Sports Organizations* Daniel Covell,Sharianne Walker,Peter Hess,Julie Siciliano,2012-06-25 Managing Sport Organizations second edition is a newly updated and comprehensive introduction to the themes and elements surrounding sport management The book teaches management theory and principles in a coherent manner helping to reinforce these concepts for students in schools of business and serving to introduce them to students in other school settings kinesiology exercise science sport science The features of this book include Important industry segment information is introduced chapter by chapter allowing students to wed theory and application throughout Effectively weaves sport industry issues with fundamental management theories and practices Provides informative introductions to all fundamental aspects of sport management Leadership Information Technology Media Facility management HR and much more With an online Instructor s Manual and a Test Bank available as well this book is an essential tool for students and teachers of sport management *Mergers and Acquisitions from A to Z* Andrew J. Sherman,1998 A business lawyer demystifies mergers and acquisitions MandA and shows both buyers and sellers how to succeed in this complicated transaction He explains each step of the MandA process in jargon free language calling attention to potential pitfalls and obstacles and dealing with both sides needs and objectives Topics include methods for

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