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# 101 Questions To Ask Before You Invest In A Franchise



Dr. John P. Hayes  
Your Personal Franchise Coach



## Synopsis

101 Questions To Ask Before You Invest In A Franchise>>> What's keeping you from buying a franchise? Information! Especially information that you can trust. You know that you want to be in business for yourself, but you can't make that move until you feel confident that it's right for you, and you won't feel confident until you get answers to your questions. >>> The tool you need to begin your franchise exploration Making matters worse, you don't know what questions to ask, or who to ask. But now comes 101 Questions To Ask Before You Invest In A Franchise... and here's the tool you need to begin your franchise exploration. Franchise authority, Dr. John P. Hayes, author of best-selling *Buy "Hot" Franchises Without Getting Burned*, now presents categorized lists of questions that you can ask franchisors, franchisees, professional advisors and others. >>> The best way for you to gather franchise information that you can trust Read 101 Questions To Ask Before You Invest In A Franchise to know what to ask and who to ask, and that's the best way for you to gather franchise information that you can trust. Chances are pretty good that you will buy a franchise if you feel confident about doing so, and 101 Questions To Ask Before You Invest In A Franchise is your first step towards franchise confidence. Scroll up and grab a copy TODAY. Read "101 Questions To Ask Before You Invest In A Franchise" on your PC, Mac, smart phone, tablet or Kindle device.

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## Customer Reviews

Author John Hayes is the only person, so far, who has said something so spot on about the whole franchising business: it all boils down to asking a lot of questions. And indeed, his book, '101 Questions to Ask before you Invest in a Franchise' consists of ALL the helpful questions you need to ask yourself (and your prospective business partners/franchisor) to make sure you're actually making the right decision. Even now, despite the experience of many people, franchising still has that 'halo' of being 'easy'. Many people choose the franchising route when they're engaging in business for the first time, fully believing that it's a more "proven" way to succeed in business. After all, you're franchising an already proven brand name, right? As it turns out, the real hard answers are not written in black and white. While franchising can be relatively easy, it's really not for everyone. And if you've already issued that check to that salesman, then it's probably too late to ask the right questions. But for those who are still trying to decide whether or not to enter the franchising business, Hayes's book will at least lead you to the right direction. I ended up reading this book because of Hayes's other excellent book about franchising, the 'Buy "Hot" Franchises Without Getting Burned', which can greatly complement this one (check it out and also get a copy of it if you're serious about franchising). But on its own, this book contains a lot of actionable information you can use NOW. After all, if there's anyone who can best write a comprehensive book about franchising, it would be none other than Hayes--the very same author who wrote the now-seminal book on the subject about thirty years ago, called 'Franchising: The Inside Story'. This book is your best "pre-franchising" investment--get a copy and avoid making the same regrettable mistakes so many others did. Highly recommended!

This is an excellent book. The author's knowledge is clearly at the expert level, and he is candid, honest, and complete about everything associated with opening a franchise. If you are even toying with the idea of investing your money in any franchise you should start by reading this book from cover to cover.

"101 Questions To Ask Before You Invest In A Franchise" is the must-have book for anyone looking to buy a franchise. The book opens by telling you that questions you THINK you should ask before

buying a franchise are actually irrelevant. Then the author tells you exactly what you actually should ask. The book is organized as a series of checkpoints that you can move through during your decision-making process to evaluate franchise opportunities. One of the things I liked about the book is there are lots of facts and statistics. The book also, in addition to the information contained, has links to many helpful tools and more info online that can help with things such as finding franchise opportunities. A key point of the book is learning when to invest in a franchise. Other helpful topics covered are the break down of royalties and advertising fees and how to borrow money for a franchise. There really is a wealth of information in this book, and it is all presented in a format that is organized and easy to read. If you're considering investing in a franchise, I highly recommend you check out this book.

I stumbled upon this book right when i was looking for inspiration and examples on some potential business idea or change to make a leap in my life. I had heard about franchises but didn't really know what they were really about. Well i solved all my doubts by reading this book and i have to say it's given me many new ideas and some points to start looking into. It's structured as a checklist so there's no risk in missing something as you go step by step following the many questions that will help you get your thoughts straight about franchises. I loved the writing style, clear and straight to the point! If you're in need of a new starting point and some direction in your life ,relating to business this book is for you!

This book was great and is a must read for anyone who is thinking about getting involved with a franchised business opportunity. The book goes into great details that are very specific, about the important details one must consider and contemplate before embarking into the world of Franchise ownership. The book was very enlightening as it brought up subjects that I really had never thought of, and it really made me think. All-in-all, it is a great read and I highly recommend it! 5 stars

I was thinking about setting up my own business and buying a franchise, but I needed to clear out some doubts. I found this book to be the perfect tool to know what to ask and why when thinking of franchising. Now I feel more confident and I will make sure that I ask the right questions!

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