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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

Writing this almost one year after the purchase, our franchise hit break on schedule so I am updating all the resources I used that helped make this possible. We were looking to take the plunge into franchising so I read this easy to read book from cover to cover. It was impartial and had great explanations and points, like everyone really needs to heed the section on "is franchising for you". I felt a lot more confident in our decision and did not use a franchise consultant. I was now really comfortable with the franchise concept for us and the company we selected because it was as if they read the same book and made sure their offering was gotcha free. If you are considering a franchise, often requiring a big loan or investing life savings, you owe it to yourself to read as much as you can and this is a great one to begin with. (One piece of advice I will give, if you think you are going to start a franchise, sit back and let the checks roll in, skip buying this book and the franchise. It's a lot of work, 60+ hours / week initially and likely you will be doing some of the grunt work. But if you want it to succeed, you have to be hands-on and committed. If you can do that, read the entire book, pick smart, spend frugally, work hard and best of luck!)

"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.

John's book a hundred and one questions is a real confidence builder when pursuing a franchise concept. I highly recommend this book to someone that would be concerned they wouldn't have enough due diligence to be confident to make a substantial investment in time and money to opening a new business. Avoiding failure means spending enough time with the right questions which John gives you in this book to execute.

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

Dr. Hayes, author of 101 Questions to Ask Before You Invest in a Franchise, recommends that franchise prospects ask the franchisor, "How do you spend my franchise fee?" In other words, "What do you do with my money?" "Those are reasonable questions," continues Dr. Hayes, "and no good franchisor will shy away from answering the questions honestly."

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!

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!

I found this book to be extremely helpful in trying to establish the right criteria for evaluating franchises and determining what questions to ask of whom. The writing style makes it enjoyable and easy to read while being very informative.

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