

# BSB40707 Certificate IV in Franchising



## Your Franchise Qualification

Global Training Institute fits in with Your Franchise Operation so that training is customised to your system and is very practical.

Options include

- ✓ Freecall number for help
- ✓ Practical workshops
- ✓ Comprehensive learning material
- ✓ Self paced audio and visual material
- ✓ Recognition of your current and prior experience and learning
- ✓ No exams
- ✓ As a guide, qualification can be completed within 8 months

Our Trainers have a wealth of franchise and business experience.

They are all successful business owners and have been members of different franchising groups in the past. They have a wealth of business coaching with different franchise groups. They are members of the Australian Institute of Management.

Our Trainers are very 'hands-on' and 'practical', providing you with 'Real Solutions that give Real Results'.



Shane Botting –  
National Training Manager



Call 1800 998 500  
Australia Wide



## Better Franchising - for New & Existing Franchisees...

### Franchisors...

Allow your Franchisees to discover and implement the practical strategies that will make a REAL difference.

Understanding the technical aspects of your Franchise System will get your new Franchisees started, but making sure they have the right business skills will sustain their long term growth and prosperity. And don't forget your existing Franchisees that often need to learn new business skills

Franchisors who have had their Franchisees (new and existing) participate in this course, are now reaping the benefits, including:

- ✓ More motivated, happier Franchisees making more profits
- ✓ Higher performances, with struggling 'ees' now blossoming
- ✓ More time to induct new 'ees' into 'the system'
- ✓ Franchisees committed to and investing in further business skills training and coaching
- ✓ With the extra business skills training offered access to a wider pool of potential Franchisees
- ✓ With more success from Franchisees increased referrals and good PR

### Designed For

New franchisees, existing franchisees, 'below best' franchisees, and those who would like to obtain a formal qualification in franchising.

The three day program can also be used as a standalone induction program which can be accredited towards a Cert IV at a later date.

### Program Structure and Assessment

This program is designed as a 3 day face to face workshop with follow up tailored individual mentoring to assist franchisees to succeed and complete their qualification.

### In-company Delivery

This program can also be designed around your franchise system and delivered just you're your group.

**Duration** - Initially 3 day workshop and then 6 months of e-mentoring.

### Units Covered

- BSBFRA402B Establish a franchise
- BSBFRA403B Manage relationship with franchisor
- BSBFRA401B Manage compliance with franchisee obligations and legislative requirements
- BSBMKG414A Undertake marketing activities
- BSBMKG413A Promote products and services
- BSBCUS401A Coordinate implementation of customer service strategies
- BSBFIA402A Report on financial activity
- BSBSMB402A Plan small business finances
- BSBLED401A Develop teams and individuals
- BSBCRT501A Originate and Develop Concepts (Strategic Thinking)

### What Clients have said after completing our Better Franchise Workshops...

*"I must say that the training you provided was excellent and to the point. I am finding myself referring back to it every day (both with Boab & Eglo). It has opened my eyes to so many areas I had previously missed or did not even know needed attention. It has changed my focus and has made me confident that I have the knowledge to build a solid business. I feel everybody in the group should have the opportunity to attend this workshop."*

*I feel very luck to have the opportunity to do this training. It was a pleasure.*

*Thanks Again Warwick. Hope to see you at the Sanctuary Boat Show!"* Alyson, Boab Boat Hire

*"Excellent workshops! Great reminder to set goals and times to complete them. Allows you to focus on your business. It reassured me in the importance of systemisation. I will instigate some more procedure manuals for administration. Other Franchisees should definitely do this course."* Branko, GoGecko

### Availability

Workshops available in Sydney, Brisbane and Melbourne subject to enrolments and are open to all franchisees. Ring to confirm dates.

### For Applications and enrolment

Call Anne on 1800 998 500.