

# 2017



## Training Calendar

All of the training workshops listed below carry British Franchise Association QFP and Franchise Training Centre Diploma qualifying points.

The workshops have the QFP and Diploma points value indicated.



	QFP CORE	QFP 500 points	QFP 250 points	difm CORE	difm 500 points	difm 250 points
<b>Speed up your Network Growth</b> FTC101 31ST JAN / 1ST FEB 2017 - UNIVERSITY OF WARWICK	✓	✓		✓	✓	
<b>How to Get the Best from Field Visits</b> FTC106 7TH MAR 2017 - UNIVERSITY OF WARWICK			✓	✓		✓
<b>How to Motivate Franchisees</b> FTC105 28TH MAR 2017 - UNIVERSITY OF WARWICK	✓		✓	✓		✓
<b>How to Monitor Franchisees' Performance</b> FTC104 2ND MAY 2017 - UNIVERSITY OF WARWICK	✓		✓	✓		✓
<b>Getting Underperforming Franchisees to 'Raise their Game'</b> FTC112 9TH MAY 2017 - UNIVERSITY OF WARWICK			✓	✓		✓
<b>How to Understand Franchisees' Financial Performance</b> FTC108 6TH / 7TH JUN 2017 - UNIVERSITY OF WARWICK	✓	✓		✓	✓	
<b>How to Avoid the Expense and Damage of Litigation</b> FTC102 20TH JUN 2017 - UNIVERSITY OF WARWICK			✓	✓		✓
<b>Speed Up Your Network Growth</b> FTC101 12TH / 13TH SEP 2017 - UNIVERSITY OF WARWICK	✓	✓		✓	✓	
<b>How to Monitor Franchisees' Performance</b> FTC104 3RD OCT 2017 - UNIVERSITY OF WARWICK	✓		✓	✓		✓
<b>How to Improve Franchisee Engagement</b> FTC113 24TH OCT 2017 - UNIVERSITY OF WARWICK			✓	✓		✓
<b>How to Motivate Franchisees</b> FTC105 7TH NOV 2017 - UNIVERSITY OF WARWICK	✓		✓	✓		✓
<b>Help Your Franchisees to Sell their Business</b> FTC103 21ST NOV 2017 - UNIVERSITY OF WARWICK			✓	✓		✓
<b>How to Understand Franchisees' Financial Performance</b> FTC108 5TH / 6TH DEC 2017 - UNIVERSITY OF WARWICK	✓	✓		✓	✓	

### BOOK NOW!

Call us on 01904 561598 Email [info@thefranchisetrainingcentre.com](mailto:info@thefranchisetrainingcentre.com)

PLEASE NOTE: Masterclasses, which are additional to this programme, are only available to Directors and Executives of Franchisors.