



EVENT GUIDE

MAY 30-JUNE 1, 2019

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David Barr,
Chair, International
Franchise Association

Welcome to the International Franchise Expo

The International Franchise Expo, sponsored by the International Franchise Association, features some of the most interesting and exciting brands that are franchised.

The 2012 debut of IFE's popular trade show in New York City was well attended and this year's show is expected to attract even more attendees.

During the Expo, you will learn more about one of the fastest growing segments of the global economy: franchising.

Franchising Works. It has made the dream of small-business ownership come true for thousands of entrepreneurs. It has become one of the best ways to be in business for yourself, but not by yourself.

Franchising Means Jobs. Studies show that in the United States alone, more than 733,000 franchise establishments support nearly 7.6 million direct jobs and \$674 billion of economic output for the economy.

IFA members include franchise companies in more than 300 different categories of business, individual franchisees and companies that support the industry in marketing, law and business development. These businesses range from hotels and home improvement to assisted living, restaurants and wellness.

At the International Franchise Expo, there is something for everyone interested in owning their own business.

Seminars being conducted in conjunction with the Expo include: "Franchising 101: Exploring the Franchise Business Model for Aspiring Entrepreneurs, Veterans and Diverse Communities," "Are You a Perfect Fit for Franchising," and "Franchising at 50! Because Life Is Still Good!."

Franchising can be a very rewarding career path, but like any business, it requires hard work and careful attention to details. To learn more, visit the IFA booth to speak with our experts about how franchising might work for you.

Enjoy the International Franchise Expo and we wish you great success!

Sincerely,

David Barr
IFA Chair

Managing Director and Partner, Franworth



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Stop by **BOOTH 521** to talk to Lucas or Kevin about getting your
brand into the spotlight! lwagner@franchisetimes.com
or kpietsch@franchisetimes.com



James Mastandrea,
Vice President,
MFV Expositions

Welcome to the 28th Annual International Franchise Expo!

Congratulations on taking the next step on the road to business ownership by attending the International Franchise Expo (IFE).

Franchising has become one of the fastest and most lucrative routes to business ownership. The IFE, sponsored by the International Franchise Association, is where you can explore hundreds of proven franchise brands and many exciting, emerging concepts.

How do you find the perfect fit? Attend in-depth workshops and seminars moderated by industry experts who will give you the tools you need to make an informed decision and find the franchise that's right for you.

Be sure to visit the SCORE NYC booth and attend their sessions in the SCORE Theater on the show floor. SCORE, an organization of retired business executives from all different industries, volunteer their time and expertise to help entrepreneurs start or grow their current business by counseling on management, legal, HR, financing and other topics.

Enjoy the expo, and we look forward to hearing your business ownership success stories!

Sincerely,

A handwritten signature in black ink that reads "James Mastandrea". The signature is written in a cursive, flowing style.

James Mastandrea,
Vice President



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Show Dates:

May 30 – June 1

Show Hours:

Thursday - Friday: 10:00 a.m. - 5:00 p.m.

Saturday: 10:00 a.m. - 4:00 p.m.

Admission:

US \$20

(Accompanied children under the age of 18 are admitted free)

Business Services:

The Business Center is located in the Crystal Palace. The Business Center can provide limited copying, faxing and small parcel mailings. Fees vary depending on services.

First Aid & Medical Treatment:

An EMT will be available at the Convention Center during open show hours. Ask any security guard for assistance. In case of emergency, notify Show Management.

Food Concessions:

Located on the Expo Floor and Level 1

International Business Center:

Located on the show floor in front of Aisle 1100

International Franchise Association:

Located on the show floor in Booth #305

Soliciting/Canvassing:

Canvassing or soliciting is strictly prohibited. The display or distribution of handbills, flyers, or other articles, with the exception of exhibitors in their booth is strictly prohibited. Solicitors will be escorted off the show floor.

Show Management Office:

Located on the show floor in Booth #488

Workshops & Free Seminars:

All seminars and workshops take place in meeting rooms located on the first floor and on the show floor. (See pages 12-35 for details.)

Show Management International Franchise Expo

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In-Depth Workshops

**Get The Education You Need To Succeed
From the People Who Know It Best**

The **International Franchise Expo** provides a comprehensive learning program led by the foremost experts in the franchising industry. Workshop Sessions are an in-depth look at the issues facing franchising today, and are offered for current and prospective franchisees and franchisors.



We are proud to offer 10 Certified Franchise Executive™ (CFE) accredited workshops.

Global Franchise Expansion: Strategies for Lucrative and Planned Growth

Thursday, May 30 • 10:00 AM - 1:00 PM • Room: 1C04

Moderated by: Philip Zeidman, Senior Partner, DLA Piper US LLP

Panelists: Catherine Monson, Chief Executive Officer, FASTSIGNS International, Inc. and William Edwards, CFE, CEO and Founder, Edwards Global Services, Inc.

This program is directed both to U.S. based franchisors planning to expand abroad and to franchise companies based outside the U.S. Some of the most promising markets for franchising are outside the U.S. The topics

will address the most common business and legal problems affecting international franchising.

(Separate Fee Required)



Credits Available

Franchising Your Business

Thursday, May 30 • 10:30 AM - 1:00 PM • Room: 1C03

Presented by: Steve Beagelman, CFE, CEO and Founder, SMB Franchise Advisors and Adam Siegelheim, Attorney, Stark & Stark

This workshop is ideal for business owners interested in franchising or those simply looking to determine if franchising is the right growth option. It will help business owners understand whether they have a business that is franchisable and the components necessary for a successful business to franchise. Attendees will also gain a thorough understanding

of the process of franchising, including necessary resources, costs, and personnel needs. Discussions will include the advantages and disadvantages of franchising and will provide a framework for business owners to understand whether franchising is the best strategy to reach a company's future expansion goals.

(Separate Fee Required)



Credits Available

Strategies for Penetrating the U.S. Market for Overseas Franchisors

Thursday, May 30 • 1:30 PM - 4:30 PM • Room: 1CO3

Presented by: Andrew Sherman, Partner, Seyfarth Shaw LLP

This workshop will explore business planning topics, featuring a panel of franchising experts, professionals and executives of overseas franchisors who have successfully developed franchising programs in the

Unites States. Our focus will be on pragmatic and truly useful information with an emphasis on war stories and case studies.

(Separate Fee Required)



Credits Available

5 Habits of the Highly Successful Franchise System

Thursday, May 30 • 2:00 PM - 5:00 PM • Room: 1CO4

Presented by: Brian Schnell, Partner, Faegre Baker Daniels

Most franchisors have implemented a number of best practices that make them successful. But what habits make a franchisor HIGHLY successful. Undying devotion to the brand, knowing and balancing the interests of the franchisor, franchisee and franchise system as a whole, and empowering franchisees are just a few highlights that will help a franchisor take their system to the next level. In today's economy, most franchisors

do not have hundreds of thousands of dollars to invest in new strategies or initiatives. This dynamic session will identify best practices that franchisors can apply - without significant financial investment - to achieve a powerful impact in the near future and over the long haul.

(Separate Fee Required)



Credits Available

The A to Zs of Buying a Franchise

Friday, May 31 • 9:00 AM - 11:30 AM • Room: 1CO3

Presented by: John P. Hayes, PhD, Titus Franchise Chair, HowToBuyAFranchise.com

If you're looking for no-nonsense, cut-to-the-quick, show me how to evaluate franchises so that I can buy one that's right for me information . . . this is the workshop you need. This is the perfect workshop for

people who are just getting started with their research, as well as those who are close to making a decision to buy a franchise.

(Separate Fee Required)

Structures and Operational Strategies for Successful Expansion within the USA

Friday, May 31 • 10:00 AM - 1:00 PM • Room: 1C04

Presented by: Rick Morey, Partner, DLA Piper US LLP

Whether franchisors are in a start-up mode or are gearing up for expansion beyond their original markets there is much to learn about successful franchising. This

workshop will explore a wide range of subjects bearing on the successful expansion of a franchise network.

(Separate Fee Required)



Credits Available

Franchising Your Business

Friday, May 31 • 1:00 PM - 3:30 PM • Room: 1B04

Presented by: Michael Seid, Managing Director, MSA Worldwide and Kay Marie Ainsley, Managing Director, MSA Worldwide

The IFA has acknowledged MSA Worldwide as the leading strategic and tactical advisory firm in franchising. This symposium will explore the basics of franchise system, design, development & expansion, franchise law, and will provide an understanding of the

timing and cost to become a franchisor. Each attendee will receive a copy of Franchise Management for dummies, authored by Michael Seid.

(Separate Fee Required)



Credits Available

Web 2.0: Social Networking + Data in Franchising

Friday, May 31 • 1:00 PM - 4:30 PM • Room: 1C03

Presented by: Lee Plave, Partner, Plave Koch PLC; Marisa Faunce, Partner, Plave Koch PLC; Theresa Huszka, CFE, Senior Consultant, MSA Worldwide

This session will delve into how franchisors and franchisees can protect their brand while making the best use of social networking sites. Among other things, this session will explore some of the do's and don'ts of setting up social networking sites for an entire system, addressing rogue franchisees and licensees who set up their own sites, and establish a system-wide strategy

and policy for social networking and social media.

This session will also explore data collection, use, and protection in franchise companies. Finally, this session will address using online tools to manage and enhance your company's online franchise development efforts.

(Separate Fee Required)



Credits Available

International Expansion: Master Franchising and Other Structures

Friday, May 31 • 2:00 PM - 5:00 PM • Room: 1C04

Presented by: Rick Morey, Partner, DLA Piper US LLP and Tao Xu, Partner, DLA Piper US LLP

Panelists: Mark Whittle, CFE, Chief Development Officer, Hooters of America, LLC

When does master franchising make sense? For the franchisor? For the franchisee? What are the pros and cons for each? How does it operate? What are the rights and responsibilities of each party? How do you analyze the economics? How does the franchisor find and select a master franchise partner, and how can a candidate satisfy himself as to the franchisor? What

are the principal negotiating points? What are the principal pitfalls, and how can they be avoided? Finally, how are all of these issues handled differently in the international context? This workshop will address these challenging issues and draw upon the diverse experience of our panelists, all veterans of franchising.

(Separate Fee Required)



Credits Available

The A to Zs of Buying a Franchise

Saturday, June 1 • 9:00 AM - 11:30 AM • Room: 1C03

Presented by: John P. Hayes, PhD, Titus Franchise Chair, HowToBuyAFranchise.com

If you're looking for no-nonsense, cut-to-the-quick, show me how to evaluate franchises so that I can buy one that's right for me information . . . this is the workshop you need. This is the perfect workshop for

people who are just getting started with their research, as well as those who are close to making a decision to buy a franchise.

(Separate Fee Required)

Operations Manuals: The Foundation to Consistent Execution

Saturday, June 1 • 1:00 PM - 3:30 PM • Room: 1C04

Presented by: Marla Rosner, Senior Learning and Development Consultant, MSA Worldwide

Documentation of your business' processes and procedures is the foundation to consistent execution of your franchise concept. In this workshop, learn how to

create a user-friendly Operations Manual as well as key content that should be included.

(Separate Fee Required)



Credits Available

Franchising Your Business

Saturday, June 1 • 1:30 PM - 4:00 PM • Room: 1CO3

Presented by: Mark Siebert, CEO, iFranchise Group and Barry Falcon, Senior Advisor, iFranchise Group

This workshop is ideal for business owners interested in franchising or those trying to determine if franchising is a legitimate growth option. It will help business owners understand whether their business is franchisable,

franchising versus alternative growth strategies, the process of franchising, legal requirements, quality control, franchise best practices, costs, and potential returns.

(Separate Fee Required)



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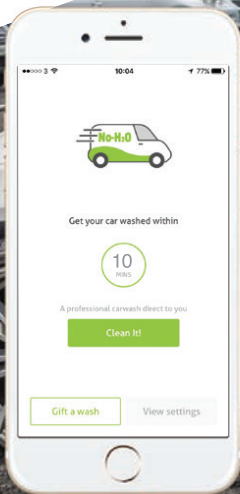
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UNITED FRANCHISE GROUP



SPECIALTY SEMINAR: Thursday, May 30**Chinese World Journal Presentation:
How to Become a Successful
Entrepreneur in the US**

3:30 PM - 4:30 PM

Room: Theater Two

MODERATED BY: Thomas Chen, Chairman,
Crystal Window & Door Systems, Ltd.

Overcome cultural barriers and challenges, strengthen your relationships with employees, partners and clients to help grow your business. Learn the importance of building and expanding your network with local communities. This session will also discuss successful sales, marketing and operational strategies.

SPECIALTY SEMINARS: Saturday, June 1

K-Food is on the rise. Ryan Son shares his accomplishments & journey to franchise owner of hot spots in the hearts of K-Town and throughout Los Angeles including sushi, KBBQ, egg sandwich restaurants and bars. Starting from serving to cleaning, in a span of just four years, he currently runs six successful restaurants and is opening another in May 2019. Come and hear his lessons and tips at this special Korean Seminar.

**A Korean Special Seminar:
All About Franchising
(Separate Fee Required)**

10:00 AM - 11:30 AM

Room: 1B01

PRESENTED BY: Ryan Son, MulDaePo BBQ,
Sushi Hon, Shuto Izakaya, and JJan Gastropub**Tapping into the \$5 Trillion Global
Halal Marketplace Hungry For
Ethical Franchises**

(Separate Fee Required)

1:30 PM - 2:30 PM

Room: 1C05

PRESENTED BY: Usman Waheed, Founder
HalalFranchise.com & President Sepco
Ventures, HalalFranchise.com

In the U.S., Muslim Americans spend over \$120 billion annually despite having almost no access to Halal Franchises. This has led to over 100% growth in one year for the only food franchise who's taken advantage of this opportunity. The Halal marketplace is valued at over \$5 trillion and trending to be over \$10 trillion by 2025. Learn more about the value and opportunities that lie in serving this growing demand and how best to position yourself.

Attention

U.S. Exhibitors and International Visitors

Maximize your Business Opportunities at the International Business Center (IBC) located on the IFE Exhibiting Show Floor (**Front of the 1100 aisle**, located on Level 1, Hall Entrance 1-B)

The International Franchise Expo, assisted by the U.S. Department of Commerce and Global Franchise Team, offers the International Business Center an opportunity for U.S. Exhibitors and International Visitors to meet, greet, and interact.

Complimentary Services:

- Directory of 2019 IFE Exhibitors interested in International Markets
- Trade Counseling for U.S. Exhibitors
- International Visitor Networking
- Meeting Rooms



IBC Hours of Operations

Thursday, May 30, 2019

10:00 am - 5:00 pm

Friday, May 31, 2019

10:00 am - 5:00 pm

Saturday, June 1, 2019

10:00 am - 4:00 pm



Educational Programs

Free Unless Otherwise Noted

THURSDAY, MAY 30

Workshop: Global Franchise Expansion: Strategies for Lucrative and Planned Growth

10:00 AM - 1:00 PM • Room: 1C04 (Separate Fee Required)

Moderated by: Philip Zeidman, Senior Partner, DLA Piper US LLP

Panelists: Catherine Monson, Chief Executive Officer, FASTSIGNS International, Inc. and William Edwards, CFE, CEO and Founder, Edwards Global Services, Inc.

This program is directed both to U.S. based franchisors planning to expand abroad and to franchise companies based outside the U.S. Some of the most promising markets for franchising are outside the U.S. The topics will address the most common business and legal problems affecting international franchising.

An Overview of Key U.S. Trends and Regulatory Issues for International Franchisors

10:00 AM - 11:30 AM • Room: 1B04

Presented by: Andrew Sherman, Partner, Seyfarth Shaw LLP

This seminar will provide guidance and insights for overseas franchisors entering the U.S. for the first time and will dispel myths. We will cover topics such as: understanding the role of franchising in the U. S. economy; key trends affecting the growth of franchising in the next millennium; basic research tools to understand the U.S. market and evaluate the competition; challenges and hurdles to franchising in the U.S., overview of the legal and regulatory issues.

Private Equity Investing and Franchising

10:00 AM - 11:30 AM • Room: 1B05

Moderated by: Gary Occhiogrosso, Managing Partner, Franchise Growth Solutions

Panelists: Grant Marcks, Vice President, Head of Business Development, Atlantic Street Capital; Jeremy Holland, Managing Partner, Origination, The Riverside Company; Michael Iannuzzi, Citrin Cooperman; Scott Porter, Brightwood Capital Advisors

This session will consist of a panel discussion covering how to position your franchise company for Private Equity investment and what PE firms look for in a Franchisor acquisition or strategic partnership. In addition, there will be plenty of “networking” time for both Franchisors and Private Equity attendees to meet & network. This is a great opportunity for Investors and Franchisors to meet face to face and discuss current and future opportunities.

Negotiating Your First International Franchise: Achieving Success by Avoiding the Big Mistakes

10:00 AM - 11:30 AM • Room: 1C05

Presented by: Gaylen Knack, Principal, Gray Plant Mooty and Max Schott, Principal, Gray Plant Mooty

A systematic approach to franchising in a foreign market is essential. Experienced professionals will discuss practices that work when expanding to foreign markets. Topics will include trademark protection, determining the right franchise partner, complying with foreign disclosures and laws, and collecting fees and payments. They also will explore important issues such as appropriate territory size, development schedules, and formats to use in a master franchise arrangement.

Marketing for Franchise Sales

10:30 AM - 11:30 AM • Room: 1B02

Presented by: Mark Siebert, CEO, iFranchise Group and Matthew Jonas, President, TopFire Media

Franchise lead generation is essential to successful franchise sales. This seminar will teach you how to improve your franchise marketing efforts by leveraging digital age marketing. Topics will include improving lead generation through public relations, social media publishing, search engine optimization, Pay-Per-Click advertising, website design, and inbound marketing.

Workshop: Franchising Your Business

10:30 AM - 1:00 PM • Room: 1C03 (Separate Fee Required)

Presented by: Steve Beagelman, CFE, CEO and Founder, SMB Franchise Advisors and Adam Siegelheim, Attorney, Stark & Stark

This workshop is ideal for business owners interested in franchising or determining if franchising is the right growth option. Attendees will also gain an understanding of the process of franchising, including necessary resources, costs, and personnel needs. Discussions include the advantages and disadvantages of franchising and will provide a framework to understand whether franchising is the best strategy to reach a company's future expansion goals.

Increase your number of potential customers, Get a page 1 ranking on Google.

10:45 AM - 11:30 AM • Room: 1B03

Presented by: Maisha Walker, Message Medium and The Internet Strategist, Inc. Magazine

If you have a great website but your prospect visits are low, you might need to improve your "findability." Improving your search engine optimization can make your website rank higher in search results and can be the single most important factor in increasing the number of potential customers who discover you.

Latest Trends in Franchising?

11:00 AM - 12:30 PM • Room: SCORE Theater

Presented by: Tom DuFore, CEO, Big Sky Franchise Team

Every year, new startups appear on the scene while others lose franchise-trends traction. As an entrepreneur, you need to know what's growing, which trends are real and which are fads. Changes in the population, the economy, technology and consumer behavior have all affected franchising in new and exciting ways. Find out which new categories are emerging and tracking for growth so that you can either seize them or turn a passing trend into long-term success for your business.

How to Find Your First Franchisees

12:00 PM - 1:00 PM • Room: 1B04

Presented by: Charles Dobyns, CFE, CEO, Franchise Dynamics

Finding your initial franchisees is often harder than it appears – finding the right franchisees for your system is harder still. Great franchise systems are built by great franchisees. Learn how to generate leads to attract and successfully motivate the best franchisees to joining your early stage to mid-sized franchise company.

Who Has All the Money? Understanding investment strategies from private equity, venture capital, private placement and more.

12:00 PM - 1:30 PM • Room: 1B05

Presented by: Mary Ann O'Connell, CFE, President, FranWise® and Amy Cheng, Partner, Cheng Cohen

Not all money is the same. Do you want to sell out right sell a portion of the equity to reach your professional and personal goals? Are you looking for seed money? Are you looking for someone to handle the details? This seminar will explain the differences, what each group is looking for and how they apply to your franchise goals.

The Advantages of Buying an Existing Franchise

12:00 PM - 1:00 PM • Room: Theater Two

Moderated by: Johnny Sellyn, Head, Franchisesales.com

Panelists: Ralph Yarusso, CFE, Chief Development Officer, Grease Monkey International

Exiting franchisees are part of the life cycle of franchising. Buying an established franchise means that everything is in place and you can hit the ground running with a mature business which has a significant cash flow in place, building from there. You will be benefiting from someone else's hard work and using it as your own starting point to develop the business further.

Embracing the New Business Culture:

A Journey Onward and Upward

12:00 PM - 12:45 PM • Room: 1B03

Presented by: George Adriopoulos, CEO,
Launchpad Five One Six

Business moves at the speed of a brand new sports car full throttle on the Audubon, but if you're still driving an '02 Taurus then you just don't get it. The culture that is Business 2019 is smart, sympathetic, efficient, and oh...did I mention in the cloud? Join management consultant and speaker George Adriopoulos as he journeys through the landscape of business from yesterday through tomorrow and offers his actionable insights on how to scale your business using the gift of the new business culture as your primary tool.

Establishing a U.S. Franchise System: An Overview of Franchise and Distribution Business and Legal Issues for Franchisors Entering the U.S. Franchise Market

12:00 PM - 1:00 PM • Room: 1B02

Presented by: David W. Oppenheim, Shareholder,
Greenberg Traurig, LLP

The presenters will address the primary legal and business issues that a franchisor must consider as it establishes a United States franchise system. The program will address laws governing franchising and distribution in the United States, how to structure the franchise relationship and multiple business and legal issues that domestic and international franchisors must consider before franchising in the United States.

Simple/Free SEO Hacks and Tools for Better Search Results

12:30 PM - 1:45 PM • Room: SCORE Theater

Presented by: Mary Tan, Women in Business

Learn simple but effective tactics to geo-target, capture and grow your local customer base through critical digital marketing strategies.

The Franchisor-Franchisee Relationship:

Striking the Perfect Balance

12:30 PM - 1:30 PM • Room: 1C05

Moderated by: Lane Fisher, Esquire, Fisher Zucker LLC

The franchisor-franchisee relationship is a delicate balance that when managed correctly can result in both parties thriving. With access to capital difficult to obtain, it is more important than ever for franchisors to support franchisees on everything from real estate, construction, food sourcing, labor management and IT to marketing. This panel will include both franchisors and franchisees and discuss how they should work together to create a successful brand.

Franchising at 50! Because Life Is Still Good!

1:00 PM - 2:00 PM • Room: Theater One

Presented by: Elayne McClaine, Regional Director,
NJSBDC-Rutgers University-New Brunswick

Those who are considering a second career, buying a franchise might be right choice. Buying into a franchise affords a glimpse of the company's operations, competition, and future profit potential. Franchising is a proven way to invest and get started in an entrepreneurship without starting from scratch. Join us and learn how to find a franchise that fits your skillset and wallet, and how franchising can be the best entrepreneurial investment. SBA and SBDC support programs will be discussed.

Hypergrowth

1:15 PM - 2:00 PM • Room: 1B03

Presented by: Carl Gould, President,
7 Stage Advisors & Author

Is your company growing – are your profits growing faster than the competition? How to turbocharge your sales. How to position your company properly in the market – up, down and sideways strategies. How to determine your customer's buying habits. Increase your profit without making additional capital investment.

Workshop: Strategies for Penetrating the U.S. Market for Overseas Franchisors

1:30 PM - 4:30 PM • Room: 1C03 (Separate Fee Required)

Presented by: Andrew Sherman, Partner,
Seyfarth Shaw LLP

This workshop will explore business planning topics, featuring a panel of franchising experts, professionals and executives of overseas franchisors who have successfully developed franchising programs in the United States. Our focus will be on pragmatic and truly useful information with an emphasis on war stories and case studies.

Navigating the Buying Process: What to Know Before You Invest

1:30 PM - 2:30 PM • Room: Theater Two

Presented by: Evan Goldman, Partner, A.Y. Strauss LLC

Prospective franchisees will learn the ins and outs of buying a franchise. Attendees will learn what to think about when buying a franchise, what to look for in an FDD, how to prep for life as a franchisee and the overall how to survive the franchise relationship.

Understanding How Key Provisions of the Franchise Agreement Impact Your Business Decisions

1:30 PM - 2:30 PM • Room: 1B02

Presented by: Barry Heller, Partner, DLA Piper US LLP

The provisions of the Franchise Agreement have a substantial impact on business decisions. The provision governing exclusivity will determine what the franchisor can and can't do, and what other businesses the franchisor can operate. The provisions relating to the operations manual will affect what changes can be made. Provisions regarding pricing will determine what influence/control the franchisor may have. The royalty provisions will affect what payments the franchisor can require. Other franchise agreement provisions will also be discussed.

How to Keep Your Customers Coming Back

2:00 PM - 3:15 PM • Room: SCORE Theater

Presented by: Harry Dannenberg, Score NYC

Why do people "like" a place and want to return time and again? It's about going beyond customer satisfaction to overdelivering and creating meaningful relationships.

Springboard Event for Emerging Franchisors Sneak Preview: Franchisor Founders and Senior Execs Tell the Secrets and Shortest Path to Emerge

2:00 PM - 3:00 PM • Room: 1C05

Moderated by: Lane Fisher, Esquire, Fisher Zucker LLC

Why do some Franchisors take off faster than others? How do some accomplish everything with few so employees? How do you build a culture around your core values with little resources? What do you do with international leads? How do you generate PR and buzz? How do you get products to distant franchisees? Single or multi unit development agreements? These days, a lot of things need to come together to launch and grow a franchise brand. In typical Springboard format, hear how founders and execs from successful brands navigated those early days.

Should I Franchise My Business?

2:00 PM - 3:00 PM • Room: 1B04

Presented by: Steve Beagelman, CFE, CEO and Founder, SMB Franchise Advisors and Adam Siegelheim, Attorney, Stark & Stark

Learn about the pros and cons of opening another corporate unit vs. franchising your brand for your future growth strategy.

Workshop: 5 Habits of the Highly Successful Franchise System (Separate Fee Required)

2:00 PM - 5:00 PM • Room: 1C04 (Separate Fee Required)

Presented by: Brian Schnell, Partner, Faegre Baker Daniels

What habits make a franchisor HIGHLY successful? Undying devotion to the brand, knowing and balancing the interests of the franchisor, franchisee and system, and empowering franchisees are just a few that will help take the system to the next level. Most franchisors do not have hundreds of thousands of dollars to invest in new strategies or initiatives. This dynamic session will identify best practices that franchisors can apply - without significant financial investment - to achieve an impact in the near future and over the long haul.

Best in Class for the Best ROI - How to Build a Brand that is Attractive to Investors.

2:00 PM - 3:30 PM • Room: 1B05

Presented by: Mary Ann O'Connell, CFE, President, FranWise® and Amy Cheng, Partner, Cheng Cohen

Building a great system is critical, and important when establishing the company's value and worth. This session will analyze systems, compliance, infrastructure, documentation, and more. Each Franchisor should leave with at least three take aways for improving their systems and the investors will have an insider's look into what is important in a brand.

Marketing Strategies for Your Business

2:30 PM - 3:30 PM • Room: Theater One

Moderated by: Man-Li Kuo Lin, Economic Development Specialist, U.S. Small Business Administration - New York

Learn about the essentials of a marketing plan: measuring performance, strategies, social media, and blogging. Also covered: how to identify target markets, pricing strategies, promotion, distribution, Competition, budgeting and more.

You Built it, Customers Love it – Learn how to protect your Dream Now

2:30 PM - 3:15 PM • Room: 1B03

Presented by: Carl Mazzanti, President,
Emazzanti Technologies

Hackers and natural disasters pose real threats to business survival. Learn how an effective cyber-defense and high availability keep you in business even when others are trying to take you down.

Franchise Exit Strategies

3:00 PM - 4:00 PM • Room: 1B02

Moderated by: Bret Lowell, Partner, DLA Piper US LLP

Panelists: Burt Yarkin, Managing Director, McLean Group

Owners of franchise companies all dream of the day when they sell their business. They may also wish to sell partial equity to raise growth capital. For those ready to sell, or to take in an investor, the knowledge you gain in this session will guide you through the business and legal steps. For those who will sell or seek investment down the line, this will help you to manage the business in the meantime in ways that will maximize your exit opportunities. Learn what every franchise owner needs to know about selling.

Chinese World Journal:

How to Become a Successful Entrepreneur in the US

3:30pm – 4:30pm • Theater Two

Moderated by: Thomas Chen, Chairman, Crystal Window & Door Systems, Ltd.

Overcome cultural barriers and challenges, strengthen your relationships with employees, partners and clients to help grow your business. Learn the importance of building and expanding your network with local communities. This session will also discuss successful sales, marketing and operational strategies.

Negotiation Strategies That Get You to Yes

3:30 PM - 4:45 PM • Room: SCORE Theater

Presented by: Harry Dannenberg, SCORE NYC

Learn four essential steps to successful negotiations - preparation, tactics, closing, and evaluation.

Going International – Moving Intelligently into International Expansion

3:30 PM - 5:00 PM • Room: 1B04

Presented by: Kay Marie Ainsley, Managing Director,
MSA Worldwide

Are you ready for international expansion? How do you put together a pro-active plan? What support needs to be in place? Where should you go first and what results can you expect? This and so much more will be discussed in this lively session.

Using People Data to Make Smarter Hires, Increase Retention, and Inspire Performance

3:45 PM – 4:30 PM • Room: 1B03

Presented by: Steve Lowisz, President,
Qualigence International

For decades, we've relied on gut feel and guesswork to assess whether someone will succeed in a given role. Whether we're hiring or making internal talent decisions, we often struggle to predict whether they have what it takes to succeed in a position.

Using Your Digital Assets to Sell Franchises

4:00 PM - 5:00 PM • Room: 1B05

Presented by: Gary Occhiogrosso, Managing Partner,
Franchise Growth Solutions

Panelists: George Lanzaro - Internet Pioneer & Founder
Parmamagoo MediA, Miguel Dominguez - CEO Cheffy,
Zach Fishman - Sales Director for FranFunnel & Nick
Powills - Founder of NoLimitAgency

In this seminar you'll learn how to maximize and optimize digital assets to increase your franchise recruitment. The panel will share insights and best practices on how everything from the Websites to Facebook to Google Ads.

A Franchisee's Guide to Reading and Using the FDD

4:00 PM - 5:00 PM • Room: Theater One

Presented by: Richard Bayer, Partner, Einbinder & Dunn,
LLP and Mackenzie Dimitri, Litigation Associate, Einbinder
& Dunn, LLP

The FDD may seem intimidating to read and even more challenging to understand. But it does not have to be. In this presentation, we will summarize the information contained within the FDD, identify potential red flags and give you tips on what to consider when negotiating a deal with the franchisor.

FRIDAY, MAY 31

Workshop: The A to Zs of Buying a Franchise

9:00 AM - 11:30 AM • Room: 1C03 (Separate Fee Required)

Presented by: John P. Hayes, PhD, Titus Franchise Chair, HowToBuyAFranchise.com

If you're looking for no-nonsense, cut-to-the-quick, show me how to evaluate franchises so that I can buy one that's right for me information... this is the workshop you need. This is the perfect workshop for people who are just getting started with their research, as well as those who are close to making a decision to buy a franchise.

Personal Marketing Techniques That Can Double your Business Revenues

9:30 AM - 10:15 AM • Room: 1B03

Presented by: Gary Laney, Co-Founder & CEO of Trustegrity

Come learn what you can do to enhance your personal marketing approach and how to get an increased response from potential prospects, clients and co-marketing partners.

How to have explosive franchise growth by leveraging technology

10:00 AM - 11:30 AM • Room: 1B02

Presented by: Peter Maxwell Sessions, Founder and CEO, FewerHats

The marketplace of potential franchisees is experiencing a shift to a younger demographic. As you're developing your system, you need to pay attention to how you're leveraging technology. Antiquated systems will deter future franchise acquisitions as the business world relies more heavily on tech. By utilizing the tips and tricks presented, a brand can properly leverage technology to streamline their efficiency, enter the franchise industry, and accelerate their growth.

Workshop: Structures and Operational Strategies for Successful Expansion within the USA

10:00 AM - 1:00 PM • Room: 1C04 (Separate Fee Required)

Presented by: Rick Morey, Partner, DLA Piper US LLP

Whether franchisors are in a start-up mode or are gearing up for expansion beyond their original markets there is much to learn about successful franchising. This workshop will explore a wide range of subjects bearing on the successful expansion of a franchise network.

10 Commandments of Franchise Sales

10:00 AM - 11:00 AM • Room: 1B05

Presented by: Gaylen Knack, Principal, Gray Plant Mooty; Max J. Schott, Principal, Gray Plant Mooty; Ryan Palmer, Principal, Gray Plant Mooty

The legal issues related to selling/awarding franchises should not be a mystery. A franchisor should be able to meet its sales goals with complete confidence that it did so in full compliance with the law. This session will help every franchisor understand the legal aspects of franchise sales with a focus on ten simple and common sense rules to implement as part of your sales compliance program.

Look Before You Leap: A Perspective from Two State Franchise Regulators and a Consultant with over 30 Years in the Industry

10:30 AM - 12:00 PM • Room: Theater One

Presented by: Shery Christopher, Managing Director, Shery Christopher Consulting

Panelists: Joseph J. Punturo, Assistant Attorney General, Investor Protection Bureau, Office of the New York State Attorney General and Dale E. Cantone, Assistant Attorney General - Franchise Unit Chief, Maryland Attorney General's Office

Before you buy that franchise, what due diligence should you do? What questions should you ask not only of yourself but the franchisor and the franchisees? What are your rights according to federal and state laws? Two Veteran Assistant Attorneys General who supervise State Franchise Units and a Franchise Consultant with over 30 years in the industry discuss important considerations that prospective franchisees should consider before buying a franchise.

Should You Expand by Franchising?

10:30 AM - 11:30 AM • Room: 1C05

Presented by: Mark Siebert, CEO, iFranchise Group

Are you ready to grow your business but don't know which strategy is best for you? This seminar will help you understand various growth alternatives and whether franchising should be a part of your long term plan. Alternatives examined will include company-owned growth, business opportunities and licensing, joint ventures, dealers and distributorships, and franchising.

Filling Your Sales Funnel Using LinkedIn

10:45 AM - 11:30 AM • Room: 1B03

Presented by: Beth Granger, President,
Beth Granger Consulting

Are you using LinkedIn as a prospecting and sales tool or just a place to connect-and-forget? LinkedIn is like the online version of in person networking. You can find and engage with your prospects and referrers. Learn the secrets to do this well and keep your sales funnel full of ideal prospects.

How to Book the Business in 5 Easy Steps

10:45 AM - 11:30 AM • Room: 1B01

Presented by: Beth Granger, President,
Beth Granger Consulting

Are you finding it hard to stand out from your competitors? Are you frustrated by price shoppers? Worried that you aren't closing enough business? Attend this interactive presentation to learn how to: Differentiate your business from the competition; Build trust and rapport quickly; Ask questions the right way; Make powerful recommendations; Overcome objections; Book the business

1st Time Franchise Buyer's Guide, What's Right for Me?

11:00 AM - 12:15 PM • Room: SCORE Theater

Moderated by: Tom DuFore, CEO, Big Sky Franchise Team

You want to be your own boss and build a business. But first make sure you are asking the right questions about your personal goals, the role you want to play, and whether you are suited for the life of a franchisee. What is your investment budget and how will your initial investment measure up against expected returns, income, lifestyle, wealth and equity (ILWE) goals? This informative session is perfect for the first-time attendee and helpful to those who have been shopping.

Structuring and Creating Item 19 Financial Performance Representations

11:30 AM - 12:30 PM • Room: 1B04

Presented by: Adam Siegelheim, Attorney, Stark & Stark

Each year, more and more franchise companies are including Item 19 Financial Performance Representations in their Franchise Disclosure Document. This seminar will explore the types of information and different structures you can employ when structuring and creating your earnings claim. It will also discuss strategies you can employ during the sales process if you do not have an Item 19.

New Techniques for Franchisee Financing

11:30 AM - 1:230 PM • Room: 1B05

Moderated by: Bret Lowell, Partner, DLA Piper US LLP

Panelists: Anthony Padulo, Chief Development Officer,
School of Rock

Learn about the different approaches to financing, including franchisor-sponsored and non-sponsored financing. The session will explore the use of tri-party agreements, the types of direct financing available, how to choose between lenders and lender products, the steps needed to obtain a loan, and the types of loans available for different purposes (i.e., new vs. remodels). Finally, we will discuss opportunities for franchisors to assist their franchisees in various credit programs and navigating the debt markets.

Franchising in New Jersey: Perfectly Located for Success!

11:30 AM - 12:30 PM • Room: Theater Two

Presented by: Elayne McClaine, Regional Director,
NJSBDC-Rutgers University-New Brunswick

NJ continues to be a thriving market where key industries proudly base their headquarters due to exceptional talent and education. Couple that with a concentration of high income and spending power -- all within a 50-mile radius. From a legal perspective, it's one of the most protective states in the nation! Simply put, NJ is a market that offers a lucrative consumer market and a wealth of business support services that will afford you a solid base from which to build its franchise. Come see why NJ right for you.

Closing More (and Better!) Franchise Sales!!

12:00 PM - 1:00 PM • Room: 1B02

Presented by: Charles Dobyms, CFE, CEO, Franchise
Dynamics

The first rule of franchise sales is that no one ever "sells" a franchise! However, there is a process and methodology for development that creates superior outcomes. Learn how to facilitate more and better leads and franchise sales regardless of whether you concept is emerging, mid-market or you are a well-developed franchise company seeking even better results.

Most Emerging Franchisors Stay as Emerging Franchisors: How You Can Grow Beyond

12:00 PM - 1:00 PM • Room: 1C05

Presented by: Alan Majerko, Vice President, Corporate Development, Winmark Franchise Partners

To be successful in franchising takes a lot more than a dream of building a world-wide brand. Learn the legwork that needs to be done prior to franchising your business, the effort that needs to be made once you begin franchising, and the investment and time it will take to position your business for ultimate success. If you are prepared to hear the harsh reality of franchising and are ready to do the work, come to this session to learn, ask questions, grow and better position yourself, your business and your future franchisees for success.

Higher Level Networking: How to Build a Strong Network of Trusted Partners That Will Greatly Expand Your Business

12:00 PM - 12:45 PM • Room: 1B03

Presented by: Gary Laney, Co-Founder & CEO of Trustegity

Nothing is more important in business than establishing a network of trusted partners who can give you market access to virtually unlimited business opportunities. We will be discussing critical methods and strategies for improving your influence and reputation in the business communities you are involved in.

Navigating the Buying Process: What to Know Before You Invest

1:00 PM - 2:00 PM • Room: Theater Two

Presented by: Evan Goldman, Partner, A.Y. Strauss LLC

Prospective franchisees will learn the ins and outs of buying a franchise. Attendees will learn what to think about when buying a franchise, what to look for in an FDD, how to prep for life as a franchisee and the overall how to survive the franchise relationship.

The Franchisor-Franchisee Relationship: Striking the Perfect Balance

1:30 PM - 2:30 PM • Room: 1B02

Moderated by: Lane Fisher, Esquire, Fisher Zucker LLC

Panelists: Gigi Schweikert, President & COO, Lightbridge Academy

The franchisor-franchisee relationship is a delicate balance that when managed correctly can result in both parties thriving. With access to capital difficult to obtain, it is more important than ever for franchisors to support franchisees on everything from real estate, construction, food sourcing, labor management and IT to marketing. This panel will include both franchisors and franchisees and discuss how they should work together to create a successful brand.

Are You a Perfect Fit for Franchising?

12:30 PM - 1:30 PM • Room: Theater One

Presented by: John P. Hayes, PhD, Titus Franchise Chair, HowToBuyAFranchise.com

Assuming you're a perfect fit for franchising, you also need to know the type of franchise that will suit you. Franchises come with many variables including investment costs and operational requirements. Spend some time examining your strengths and preferences and lining them up with appropriate franchise opportunities. This session includes a free personality analysis as well as recommendations for the type of franchise you should buy!

Getting Control of Your Time and Life

12:30 PM - 1:45 PM • Room: SCORE Theater

Presented by: Harry Dannenberg, Score NYC

Learn how changing your mindset about yourself and your challenges can help you reclaim your life and become more productive.

Workshop: Web 2.0: Social Networking + Data in Franchising

1:00 PM - 4:30 PM • Room: 1C03 (Separate Fee Required)

Presented by: Lee Plave, Partner, Plave Koch PLC; Marisa Faunce, Partner, Plave Koch PLC; Theresa Huszka, CFE, Senior Consultant, MSA Worldwide

This session delves into how a franchise can protect their brand while making the best use of social platforms. Explore the do's and don'ts of setting up social networking sites for an entire system, addressing rogue franchisees and licensees, and establish a system-wide strategy and policy. This session also explores data collection, use, and protection. Finally, we address using online tools to manage and enhance your company's online franchise development efforts.

Workshop: Franchising Your Business

1:00 PM - 3:30 PM • Room: 1B04 (Separate Fee Required)

Presented by: Michael Seid, Managing Director, MSA Worldwide and Kay Marie Ainsley, Managing Director, MSA Worldwide

The IFA has acknowledged MSA Worldwide as the leading strategic and tactical advisory firm in franchising. This symposium will explore the basics of franchise system, design, development & expansion, franchise law, and will provide an understanding of the timing and cost to become a franchisor. Each attendee will receive a copy of Franchise Management for dummies, authored by Michael Seid.

Training: The DNA of your Franchise System

1:00 PM - 2:30 PM • Room: 1B05

Presented by: Marla Rosner, Senior Learning and Development Consultant, MSA Worldwide

The replication of a franchise concept is accomplished through effective training programs. These programs not only address franchisees but also convey standards and procedures to field staff, unit level management and employees. This presentation provides an overview of training methods used in franchising ranging from classroom to eLearning and addresses typical content covered for different audiences.

How to effectively create go-to-market success for your small business.

1:15 PM - 2:00 PM • Room: 1B03

Presented by: Chae O'Brien, Founder, Thought Bakery

We are overloaded with web and social platforms feeds flooded with multiple options. Join Chae O'Brien as she walks through key strategies to build effective go-to-market programs, raise brand awareness in your local community. Using the art of digital conversation & focusing her session on enabling your brand to become more discoverable using free tools. Key topics include SEO, Google My Business, creating engaging visual content & more exciting digital content marketing.

Higher Level Networking: How to Build a Strong Network of Trusted Partners That Will Greatly Expand Your Business

1:15 PM - 2:00 PM • Room: 1B01

Presented by: Gary Laney, Co-Founder & CEO, Trustegrity

Nothing is more important in business than establishing a network of trusted partners who can give you market access to virtually unlimited business opportunities. We will be discussing critical methods and strategies for improving your influence and reputation in the business communities you are involved in.

Managing the Global Franchising Footprint – International Unit Growth and Expansion

2:00 PM - 3:00 PM • Room: 1B01

Presented by: Eric Johnson, Global Franchising Team Leader, CFE – U.S. Commercial Service, Atlanta, Mais Abbas Abousy, Attorney Advisor-International – U.S. Department of Commerce, Washington, D.C., Aliya Shaikhina, Senior Commercial Specialist – U.S. Commercial Service, Almaty, Kazakhstan, Chidinma Akaniro, Commercial Specialist – U.S. Commercial Service, Lagos, Nigeria

Learn about resources available to U.S. companies interested to expand franchise systems into previously underserved or little known export markets. Learn how current franchisors are handling expansion in these types of markets.

Workshop: International Expansion: Master Franchising and Other Structures

2:00 PM - 5:00 PM • Room: 1C04 (Separate Fee Required)

Presented by: Rick Morey, Partner, DLA Piper US LLP and Tao Xu, Partner, DLA Piper US LLP

Panelists: Mark Whittle, CFE, Chief Development Officer, Hooters of America, LLC

When does master franchising make sense? What are the pros, cons, and rights and responsibilities of each party? How do you analyze the economics? How does the franchisor select a master franchise partner, and how can a candidate satisfy himself as to the franchisor? What are the principal negotiating points? What are the pitfalls, and how can they be avoided? Finally, how are these issues handled differently in the international context? This workshop will address these challenging issues and draw upon a panel of franchising veterans.

First Time Franchise Buyer's Guide – Looking Under the Hood

2:00 PM - 3:15 PM • Room: SCORE Theater

Moderated by: Tom DuFore, CEO, Big Sky Franchise Team

You've narrowed your choice based on your personal and financial goals. As you begin the due diligence process, are you asking the key questions? Find out from new franchisees how they chose their business, what they wish they knew before buying. Hear them talk about what they found online about franchisors, the industry or trend, potential competitors, and what led them to their final decision. Take away tools to help you conduct a complete due diligence. You'll hear tips you can use immediately on the show floor in conversation with franchise brands.

Springboard Event for Emerging Franchisors Sneak Preview: Franchisor Founders and Senior Execs Tell the Secrets and Shortest Path to Emerge

2:00 PM - 3:00 PM • Room: 1C05

Moderated by: Lane Fisher, Esquire, Fisher Zucker LLC

Why do some Franchisors take off faster than others? How do some accomplish everything with few so employees? How do you build a culture around your core values with little resources? What do you do with international leads? How do you generate PR and buzz? How do you get products to distant franchisees? Single or multi unit development agreements? These days, a lot of things need to come together to launch and grow a franchise brand. In typical Springboard format, hear how founders and execs from successful brands navigated those early days.

How Much Money Can You Make? Understanding the Key Drivers of Any Franchise Investment

2:00 PM - 3:00 PM • Room: Theater One

Presented by: Eric Stites, President,
Franchise Business Review

In this highly interactive session, we will explore the financial side of investing in any franchise business: understanding the business model, what are the key performance indicators, what the FDD does and does not tell you, developing a realistic business plan, and how to forecast long-term revenues, profits, and return on your investment. You will learn the big questions you must answer before buying a franchise, how to interview franchisors / franchisees, and how to make a SMART franchise investment.

There is always pressure on price, do more with less.

2:30 PM - 3:10 PM • Room: 1B03

Presented by: Carl Mazzanti, CISSP, President,
Emazzanti Technologies

Modern productivity tools keep your organization ahead of shrinking margins and enable new services to generate a competitive advantage. See how one organization grew revenue and profits without raising rates in 18 years.

Best Practices for Marketing Opportunities: Lead Generation for Franchise Sales

3:00 PM - 4:30 PM • Room: 1B02

Presented by: Mark Siebert, CEO, iFranchise Group

Franchise lead generation is essential to successful franchise sales. This seminar will teach you how to improve your franchise marketing efforts by leveraging digital age marketing. Topics will include improving lead generation through public relations, social media publishing, search engine optimization, Pay-Per-Click advertising, website design, and inbound marketing.

Franchise Lead Generation

3:00 PM - 4:00 PM • Room: 1B05

Presented by: Jam Hashmi, ClickTecs

Learn how franchisors are generating franchise leads in a competitive online market, and how they are effectively managing the relationship with franchise prospects utilizing technology to help them.

How to Start A Business in New York and How SBA can Help You

3:30 PM - 4:30 PM • Room: Theater One

Moderated by: Man-Li Kuo Lin, Economic Development
Specialist, U.S. Small Business Administration - New York

Learn how to develop an idea into a business and the pros and cons of different structures. This session will explain options from SBA financing, education and one-on-one counseling through our resource partners, and government contracting assistance that help you start and expand your business. Additionally loan guarantees, grants, venture capital.

How to Effectively Avoid the Most Common Franchise Disputes that Can Arise in Every Franchise System

3:30 PM - 5:00 PM • Room: 1C05

Presented by: Brian Schnell, Partner,
Faegre Baker Daniels

Disputes will happen in every franchise system, especially if a system is going to grow, evolve and be sustainable. During this session we will discuss those types of franchise disputes that are most common and what proactive best practices can be adopted in order to minimize disruption or avoid the disputes all together. With the proper understanding of when, where, why and how disputes happen and what to do if they occur or even before they occur, you will be far better positioned for sustainable growth and success.

The Advantages of Buying an

Existing Franchise

3:30 PM - 4:30 PM • Room: Theater Two

Moderated by: Johnny Sellyn, Head, Franchisesales.com

Panelists: Ralph Yarusso, CFE, Chief Development Officer, Grease Monkey International

Exiting franchisees are part of the life cycle of franchising. Buying an established franchise means that everything is in place and you can hit the ground running with a mature business which has a significant cash flow in place, building from there. You will be benefiting from someone else's hard work and using it as your own starting point to develop the business further.

Winning with Business Alliances and Partnerships in Your Community

3:30 PM - 4:45 PM • Room: SCORE Theater

Presented by: Harry Dannenburg, Score NYC

Learn a framework for building successful business collaborations based on mutual goals and benefits.

Saturday, June 1

Workshop: The A to Zs of Buying a Franchise

9:00 AM - 11:30 AM • Room: 1C03 (Separate Fee Required)

Presented by: John P. Hayes, PhD, Titus Franchise Chair, HowToBuyAFranchise.com

If you're looking for no-nonsense, cut-to-the-quick, show me how to evaluate franchises so that I can buy one that's right for me information . . . this is the workshop you need. This is the perfect workshop for people who are just getting started with their research, as well as those who are close to making a decision to buy a franchise.

A Korean Special Seminar: All About Franchising

(Separate Fee Required)

10:00 AM - 11:30 AM • Room: 1B01

Presented by: Ryan Son, MulDaePo BBQ, Sushi Hon, Shuto Izakaya, and JJan Gastropub

K-Food is on the rise. Ryan Son shares his accomplishments & journey to franchise owner of hot spots in the hearts of K-Town and throughout Los Angeles including sushi, KBBQ, egg sandwich restaurants and bars. Starting from serving to cleaning, in a span of just four years, he currently runs six successful restaurants and is opening another in May 2019. Come and hear his lessons and tips at this special Korean Seminar.

How to Avoid the Top 10 Mistakes New Franchisors Make – Build Your Foundation for Success

10:30 AM - 12:00 PM • Room: 1B02

Presented by: Brian Schnell, Partner, Faegre Baker Daniels

According to some sources, franchising is as old as the Catholic Church. And yet numerous new franchisors make the same mistakes over and over again. This session will identify the ten most common mistakes, and provide you with solid strategies for avoiding the mistakes or mitigating their effects.

International Expansion through Master Franchising – Is it Always the Right Approach?

10:30 AM - 11:30 AM • Room: 1C05

Presented by: Carl Zwisler, Principal, Gray Plant Mooty and Jan Gilbert, Principal, Gray Plant Mooty

International development remains an intriguing and potentially profitable strategy for many franchisors. In exploring international expansion, how can franchisors maximize their return on investment (ROI)? What steps should franchisors take in developing or redefining their development strategy to avoid common costly mistakes? This session will explore 5 common issues which can impact franchisor's ROI and how to maximize ROI. Issues addressed will include optimal structure for expansion, planning and budgeting, brand adaptation, due diligence and other topics.

Latest Trends in Franchising

11:00 AM - 12:15 PM • Room: SCORE Theater

Moderated by: Tom DuFore, CEO, Big Sky Franchise Team

Every year, new start ups appear on the scene while others lose franchise-trends traction. As an entrepreneur, you need to know what's growing, which trends are real and which are fads. Changes in the population, the economy, technology and consumer behavior have all affected franchising in new and exciting ways. Find out which new categories are emerging and tracking for growth so that you can either seize them or turn a passing trend into long-term success for your business.

Financing Options Available to Your New Franchise Business

11:00 AM - 12:00 PM • Room: Theater One

Presented by: Paul Bosley, Managing Member, Business Finance Depot

The first half of this seminar will explain the key steps to prepare your business for underwriting which is a relatively standard process. The second half of this seminar will outline the variety of financial products including Seed Capital, SBA Express & 7(a) loans, Equipment Leases, Crowdfunding & Retirement Account Rollovers which can be used to capitalize a new franchise business. Each slide will be followed with a Q&A session, so participants are clear about the information being presented.

Best Practices for Developing your System with Multi-Unit Operators

11:00 AM - 12:00 PM • Room: 1B04

Presented by: Adam Siegelheim, Attorney, Stark & Stark

This seminar will focus on best practices to attract and develop your franchise concept with experienced multi-unit operators. We will explore effective lead generation and marketing techniques, as well as how to position your franchise model to appeal to a multi-unit operator's needs and requirements.

The Advantages of Buying an Existing Franchise

11:30 AM - 12:30 PM • Room: Theater Two

Moderated by: Johnny Sellyn, Head, Franchisesales.com

Panelists: Ralph Yarusso, CFE, Chief Development Officer, Grease Monkey International

Exiting franchisees are part of the life cycle of franchising. Buying an established franchise means that everything is in place and you can hit the ground running with a mature business which has a significant cash flow in place, building from there. You will be benefiting from someone else's hard work and using it as your own starting point to develop the business further.

Impact to Franchising – Two Regions Going Through Major Change European Union and Australia

11:30 AM - 12:30 PM • Room: 1C04

Presented by: Ritwik Donde, Senior Analyst, FRANdata

This session will focus on two popular regions of franchise growth which are experiencing major shifts in governmental, economic and general opinion which will directly affect franchisors who are planning to, or already operating there. FRANdata senior analyst Ritwik Donde will walk you through: Impact of Brexit to the European/EU region. Coping with and current status of the declining public, banking and governmental trust in franchises in Australia.

The Basics of Developing a Franchise System

12:00 PM - 1:00 PM • Room: 1C05

Presented by: Theresa Huszka, CFE, Senior Consultant, MSA Worldwide and Andrew Seid, Consultant, MSA Worldwide

For long-term success a franchise must be a win-win for both the franchisor and franchisee. This seminar will explore how to create a franchise program that really works for both the franchisor and the franchisee, how to recruit franchisees that believe in your concept and who will be an asset to the franchise system and how you can establish a strong relationship with your franchisees based on open communications and trust.

Part 1: Learn how to Utilize US Immigration Programs to expand your business/fund your franchise (E2, L1 and EB-5) is geared toward franchise owners

Part 2: Gain Residency in the United States via Franchise Ownership is geared toward investors and franchisees.

12:00 PM - 1:00 PM • Room: 1C05

Presented by: Preeya Malik, Managing Director, Step Global

This session will aim to teach the basics of US Investment Immigration Programs and how they have made their mark on the United States franchise industry. We will be discussing the methods by which both franchisors can utilize these programs for rapid expansion, and how franchisees can gain legal status in the U.S. via their business investment.

Now That You're a Franchise Company, How Do You Grow It?

12:30pm - 1:30pm • Room 1B01

Presented by: Hossein Kasmai, CEO, Franchise Creator

This session covers what tools new brands should have prior to launching. We also discuss lead generation to attract investors, including methods to reach the growing millennium community. We also cover the sales techniques that keep sales system both ethical and legal. We show you examples of various emerging brands that have grown to tens of locations within a short few months. Hear real examples of how you can be a good franchisor and maintain a steady and healthy growth.

Simple/Free SEO Hacks and Tools for Better Search Results

12:30 PM - 1:45 PM • Room: SCORE Theater

Presented by: Mary Tan, Women in Business

Learn simple but effective tactics to geo-target, capture and grow your local customer base through critical digital marketing strategies.

Financing Your Business/Meeting the Lenders

12:30 PM - 1:30 PM • Room: Theater One

Moderated by: Man-Li Kuo Lin, Economic Development Specialist, U.S. Small Business Administration - New York

Seeking funding to start, grow or expand your small business? Learn about SBA's Financing programs: 7(a) loans to \$5M, 504 Loans for property and machinery to \$12M, and Microloan for start-ups. Meet the lenders to guide you When, Where, How to apply for a loan and mistakes to avoid, additional resources and assistance available, and answer your questions.

The Franchisor-Franchisee Relationship: Striking the Perfect Balance

12:30 PM - 1:30 PM • Room: 1B04

Moderated by: Lane Fisher, Esquire, Fisher Zucker LLC

Panelists: Catherine Monson, Chief Executive Officer, FASTSIGNS International, Inc. and Denise Acquaye, FASTSIGNS International, Inc.

The franchisor-franchisee relationship is a delicate balance that when managed correctly can result in both parties thriving. With access to capital difficult to obtain, it is more important than ever for franchisors to support franchisees on everything from real estate, construction, food sourcing, labor management and IT to marketing. This panel will include both franchisors and franchisees and discuss how they should work together to create a successful brand.

Avoiding Litigation for the Start-up Franchisor

12:30 PM - 1:30 PM • Room: 1B02

Presented by: Barry Falcon, Senior Advisor, iFranchise Group and Harold Kestenbaum, Partner, Harold L. Kestenbaum, PC

Avoiding litigation is more about good planning than it is about good luck. This session will help the start-up franchisor understand the most common business and legal traps that can lead to avoidable litigation. Discussions will focus on advice for avoiding both franchisee litigation and liability for the acts of your franchisees. Topics will include sales and marketing best practices, regulatory issues and compliance, dispute resolution, franchise relations, and minimizing liability while maintaining quality control.

Franchising 101: Exploring the Franchise Business Model for Aspiring Entrepreneurs, Veterans and Diverse Communities

1:00 PM - 2:30 PM • Room: Theater Two

Moderated by: Matt Wiggins, VetFran Fellow, International Franchise Association

The franchise business model has been a pathway to entrepreneurial prosperity for generations of Americans. Learn from a distinguished panel of franchise professionals what the pathway to franchising looks like, and how you can succeed as a franchisee. This panel also features information on industry programs, access to capital, new opportunities for military veterans and best practices for veterans and diverse communities

Workshop: Operations Manuals: The Foundation to Consistent Execution

1:00 PM - 3:30 PM • Room: 1C04 (Separate Fee Required)

Presented by: Marla Rosner, Senior Learning and Development Consultant, MSA Worldwide

Documentation of your business' processes and procedures is the foundation to consistent execution of your franchise concept. In this workshop, learn how to create a user-friendly Operations Manual as well as key content that should be included.

Tapping into the \$5 Trillion Global Halal Marketplace Hungry For Ethical Franchises

1:30 PM - 2:30 PM • Room: 1C05 (Separate Fee Required)

Presented by: Usman Waheed, Founder HalalFranchise.com & President Sepco Ventures, HalalFranchise.com

In the U.S., Muslim Americans spend over \$120 billion annually despite having almost no access to Halal Franchises. This has led to over 100% growth in one year for the only food franchise who's taken advantage of this opportunity. The Halal marketplace is valued at over \$5 trillion and trending to be over \$10 trillion by 2025. Learn more about the value and opportunities that lie in serving this growing demand and how best to position yourself.

Workshop: Franchising Your Business

1:30 PM - 4:00 PM • Room: 1C03 (Separate Fee Required)

Presented by: Mark Siebert, CEO, iFranchise Group and Barry Falcon, Senior Advisor, iFranchise Group

This workshop is ideal for business owners interested in franchising or those trying to determine if franchising is a legitimate growth option. It will help business owners understand whether their business is franchisable, franchising versus alternative growth strategies, the process of franchising, legal requirements, quality control, franchise best practices, costs, and potential returns.

Six Ways to Improve Your Bottom Line

2:00 PM - 3:15 PM • Room: SCORE Theater

Presented by: Mary Tan, Women in Business

Learn how to manage challenges in six critical areas: cash flow, leadership, hiring, time management, competition and customer retention.

How to Generate More Franchise Leads through Website Conversion Optimization

2:00 PM - 3:00 PM • Room: 1B02

Presented by: Matthew Jonas, President, TopFire Media

Learn how your website should be at the center of a comprehensive franchise lead generation strategy to increase lead flow and improve lead quality.

How Much Money Can You Make? Understanding the Key Drivers of Any Franchise Investment

2:00 PM - 3:00 PM • Room: Theater One

Presented by: Eric Stites, President, Franchise Business Review

In this highly interactive session, we will explore the financial side of investing in any franchise business: understanding the business model, what are the key performance indicators, what the FDD does and does not tell you, developing a realistic business plan, and how to forecast long-term revenues, profits, and return on your investment. You will learn the big questions you must answer before buying a franchise, how to interview franchisors / franchisees, and how to make a SMART franchise investment



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The International Franchise Association

IFA is a membership organization representing over 1,300 franchise brands and 600 supporting suppliers. We are the only organization that promotes, protects and strengthens the franchising business model world-wide. Our members share a common purpose – promote franchising as an effective, efficient and responsible way to do business, to encourage small-business development, entrepreneurship and economic opportunity.

We work in three key areas:

1.) Educational and Networking Opportunities

Throughout the year, IFA hosts leading educational programs and seminars to help members keep abreast of growing trends, legal issues, franchise development tips, relationship building and much more.

The IFA Annual Convention provides four days of education and interaction with colleagues from around the world. The Annual Legal Symposium and the International Bar Association/IFA Joint Conference provide resources on these specific areas while the IFA Franchise Development Seminars help members attract and recruit quality franchise candidates.

Online resources and IFA's monthly magazine, *Franchising World*, help members connect with the latest news, information and strategies. The weekly IFA Insider email, and IFA SmartBrief, a news summary available three times a week, keep members apprised on up-to-the-minute news and information impacting franchising.

Recognizing the ever-increasing significance of franchise business moving across borders, IFA has made a new commitment to international activities and launched an ambitious program that includes new commercial, educational and research resources for its members. This includes trade missions, study tours, international data collection, educational and matchmaking meetings. IFA's international activities center on providing tools and resources to help IFA's members assess and access opportunities in the global marketplace.

2.) Advocacy and Outreach Programs

IFA is the only organization that represents all segments of the franchise industry working to protect the franchise model from challenges at both federal and state levels. IFA's grassroots network of franchisees, franchisors and suppliers, the Franchise Action Network (FAN), makes IFA an effective advocate for industry issues and concerns.

IFA's strategic initiative VetFran enables members to honor those who have served our country. More than 640 participating companies voluntarily offer financial incentives for military veterans who are interested in owning their own businesses. On Veterans Day 2014, IFA released a report indicating more than 50,000 veterans have found employment in the franchise industry over the past year and more than 400 veterans have become local franchise business owners in the past year.

The Diversity Institute serves as a key catalyst for promoting and fostering diversity and inclusion within the franchise industry. The institute serves as the home for IFA and the IFA Educational Foundation's diversity and minority programs: education, research, scholarships and liaisons with other national organizations.

3.) Leadership Opportunities and Professional Development

The IFA Educational Foundation's Institute of Certified Franchise Executives is the only continuing education program for professional development that leads to a CFE designation. It is designed to enhance the professionalism of franchising by certifying the highest standards of quality training and education.

IFA provides many opportunities for leadership involvement including serving on its forums, committees or task forces.

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Amanda House
Senior Franchise Development
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Hungarian Franchise Association is helping US franchisors to expand in Hungary, and providing information about Eastern-Europe.

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The International Franchise Association is the only national trade association that represents all aspects of the franchise community. Its mission is to protect, enhance and promote franchising and it is the leading source of information about franchising a business or buying a franchise.

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5TH AVENUE
LEADS
we generate franchise candidates

STOP READING THIS
if you have enough franchisees
VISIT US BOOTH 476
if you need more franchisees

5th Avenue Leads

A "Franchise Candidate" lead generation company but...
We are **NOT** a portal and we are **NOT** brokers

So what DO we do?

CALL VERIFIED

We are getting: Call Verified Franchise Candidates (*Live on the phone*), with specified Liquid Capital & Net Worth, interested in

YOUR FRANCHISE CATEGORY



GEO Targeted

State/County/Zip – we deliver to your company franchise candidates in **OPEN TERRITORIES**

www.5thAvenueLeads.com

Natalie Nutter | o: 610.871.1651 | e: natalie@5thavenueleads.com

"Changing Franchise Lead Generation, One Call Verified Candidate at a Time."
Natalie Nutter, BSME, President/Founder, IFA Member Since 2006



FIND YOUR FRANCHISE

AT FRANCHISE.ORG

Unleash your potential as a franchise business owner. At the International Franchise Association's website, **franchise.org**, you can **search, select and compare** thousands of franchise businesses by industry, investment level and keywords. Check it out today and be in business *for yourself*, but not *by yourself*.





FRANCHISOR

4Ever Young

Booth # 1125

Deniz Duygulu and Carlton Washington

Co-owners

5458 Town Center Road, Suite 19

Boca Raton, FL 33486 USA

Tel: 561-320-8111

Fax: 561-320-8112

Email: info@fyinstitute.com

Website: 4everyoungantiaging.com

A leader in wellness, cosmetic and anti-aging services, offering aesthetic treatments like Botox, Fillers and Facials as well as wellness treatments like Hormone Replacement Therapy, IV Vitamin Therapy, PRP and Stem Cells to a broad demographic.

Investment Range: \$267,000 - \$398,000

Minimum Capital Required: \$120,000

Franchising Since: 2019

Franchised Outlets: 1

Corporate Owned Stores: 2

SUPPLIER

5th Avenue Leads, LLC

Booth #476

Natalie Nutter

CEO/Founder

2770 South Horseshoe Drive, Suite 6

Naples, FL 34104 USA

Tel: 610-871-1651

Fax: 623-321-6175

Email: natalie@5thavenueleads.com

Website: www.5thavenueleads.com

Franchise Leads-We are not a portal, We are not Brokers. We generate call verified franchise candidates, with money interested in your franchise category. We deliver franchise candidates who indicate they meet your companies' requirements for investment & in available territories. GEO target by state, county & zip.



FRANCHISOR

9Round Kickboxing

Booth # 608

Jeff Mathews

Franchise Sales Director

1099 East Butler Road, Suite 108H

Greenville, SC 29607 USA

Tel: 480-621-5740 / 864-962-4604

Fax: 877-430-4110

Email: jeff.mathews@9round.com

Website: www.9round.com

9Round is a unique, 30-minute kickbox-fitness workout that consists of nine, three-minute stations of activities that include cardio, weight training, core exercises, plus kicks and punches on various bags. With no structured class times, plenty of variety, and a trainer always present, 9Round is unlike any other fitness franchise!

Investment Range: \$91,600 - \$133,002

Minimum Capital Required: \$30,000

Franchising Since: 2009

Franchised Outlets: 760+

Corporate Owned Stores: 7



FRANCHISOR

A Perfect 10 Nail & Beauty Bar

Booth # 1224

Canada Salter

2040 W Main Street, Suite 214

Rapid City, SD 57702 USA

Tel: 605-277-3786

Email: canada@ap10nailbar.com

Website: www.ap10nailbar.com

Nailing it one bar at a time! A Perfect 10 is a nail bar offering manicure and pedicure services in a beautiful, upscale atmosphere with affordable prices. A Perfect 10 Nail & Beauty Bar offers a nice glass of wine or cold beer with your service. It is nothing like what you would know as a "typical" nail salon

Investment Range: \$130,250 - \$217,000

Minimum Capital Required: \$70,000

Franchising Since: 2019

Corporate Owned Stores: 6

A.Y. STRAUSS

SUPPLIER

A.Y. Strauss

Booth #348 A

Evan Goldman

Partner

101 Eisenhower Parkway, Suite 412

Roseland, NJ 07068 USA

Tel: 973-287-0964

Email: egoldman@aystraus.com

Website: www.aystraus.com

A.Y. Strauss has attorneys in its Franchising and Hospitality practice that assist clients across the U.S. as they navigate the ins and outs of franchising, licensing, non-competes, and other agreements essential to the franchising structure.



FRANCHISOR

AAMCO Transmissions & Total Car Care Booth # 428

Alex Boyer

Account Executive

201 Gibraltar Road

Horsham, PA 19044 USA

Tel: 610-668-2900

Fax: 267-460-4223

Email: krobinson@aamco.com

Website: www.aamcofranchises.com

AAMCO has been the leader of Transmission & Total Car Care for nearly 50 years and is one of the fastest growing names in the \$200 billion automotive market. Rated #1 by Entrepreneur Magazine and ranked #1 28 of the last 30 years. Recession resistant. No experience needed!

Investment Range: \$223,600 - \$330,500

Minimum Capital Required: \$68,500

Franchising Since: 1963

Franchised Outlets: 609

Corporate Owned Stores: 9



FRANCHISOR

Acai Express

Booth # 642

Hector Westerband

President

Urb Caribe #1569 Calle Alda

San Juan, 00926 Puerto Rico

Tel: 787-364-2602

Email: hectorwesterband@acaiepresspr.com

Website: www.acaiepress.com

Acai Express Superfood Bowls is a lifestyle brand focused on health. Our proprietary Grade A Acai is the centerpiece of our menu. We offer three business models: food trucks, food trailers and brick and mortar; all with a low cost of entry. Visit us for more information: acaiepressfranchise.com or call 787.940.0998

Investment Range: \$143,400 - \$359,000

Minimum Capital Required: \$75,000

Franchising Since: 2014

Franchised Outlets: 13

Corporate Owned Stores: 6



SUPPLIER

Absolut Ventures

Booth # 475

Alick McKenzie

CEO

6 Red Hills Road, Suite 16

Kingston, Jamaica

Tel: 876-343-7459

Email: absolutventuresltd@gmail.com

Website: www.absolutventuresltd.com

Absolut Ventures is a television production, advertising and marketing company. We deliver the highest quality content and materials to all our clients. From concept development to execution, our highly trained team of professionals will help your brands to achieve the highest level of brand awareness and sales growth.

©ACCURATE FRANCHISING, INC.

SUPPLIER

Accurate Franchising Inc.

Booth #824

Brady Lee

President

2121 Vista Parkway

West Palm Beach, FL 33411 USA

Tel: 888-341-8392

Fax: 561-868-6360

Email: Blee@ufgcorp.com

Website: www.accuratefranchising.com

Accurate Franchising is the only known franchise consulting company that owns and operates 9 franchise brands, with over 1500+ locations in 80+ countries. We assist emerging businesses with an A-Z complete turnkey solution to franchising.



FRANCHISOR

ActionCOACH

Robin Corral

Regional CEO & Master Licensee

5781 South Fort Apache Road

Las Vegas, NV 89148 USA

Tel: 833-236-4283

Fax: 702-795-3183

Email: robincorral@actioncoach.comWebsite: www.actioncoach.com

ActionCOACH is the leader in business coaching globally with more than 1,000 coaches operating in over 80 countries which means we continue to set the standard in the industry. Recognized by Entrepreneur Magazine as a Top Franchise in 2019, there has never been a better time to become an ActionCOACH.

Investment Range: \$44,500 - \$4,000,000

Minimum Capital Required: \$44,500

Franchising Since: 1997

Franchised Outlets: 1,000+

Booth #332



FRANCHISOR

Amazing Lash Studio

Dan Demolli

VP Franchise Development

9383 East Bahia Drive, Suite 115

Scottsdale, AZ 85260 USA

Tel: 480-244-1080

Email: ddemolli@amazinglashstudio.comWebsite: www.amazinglashstudio.com

Amazing Lash Studio is the leading provider of eyelash extensions nation-wide with 200+ studios in 23 states. Through patented application process, stylists attach light-weight eyelash extensions with professional grade adhesive while clients relax and enjoy private lash suites.

Investment Range: \$224,659 - \$482,528

Minimum Capital Required: \$100,000

Franchising Since: 2013

Franchised Outlets: 219

Corporate Owned Stores: 7

Booth # 325



ADP

Neema Ardebili

VP of Franchises, Affiliations and Non-Profits

71 Hanover Road

Florham Park, NJ 07932 USA

Tel: 866-762-8245

Email: Neema.Ardebili@adp.comWebsite: ADP.com/Franchise

Providing your franchisees with payroll, compliance and HR management tools is key to having a successful franchise business. Whether you're a franchisor looking to build and protect your brand, or a franchisee focused on growing your business, ADP can help you get there.

Booth # 1070



FRANCHISOR

American Family Care

Russell Smith

Director of Franchise Development

3700 Cahaba Beach Road

Birmingham, AL 35242 USA

Tel: 603-845-9412

Email: rsmith@doctorexpress.comWebsite: www.americanfamilycare.com

Since 1982, American Family Care® (AFC) has pioneered the concept of non-emergency room urgent care. Now with over 200 open units, we are the nation's leading provider of accessible primary care and the only Urgent Care Franchise. NO MEDICAL EXPERIENCE REQUIRED. Join the brand that's leading a revolution!

Investment Range: \$807,500 - \$1,434,500

Minimum Capital Required: \$550,000

Franchising Since: 2008

Franchised Outlets: 145

Corporate Owned Stores: 67

Booth # 909





SUPPLIER

Apostrophe

Booth # 470

Alex Gilbert

Technology Director

1168 East Passyunk Ave

Philadelphia, PA 19147 USA

Tel: 215-755-1330

Email: info@apostrophecms.orgWebsite: apostrophecms.org/multisite

Apostrophe is a website builder platform tailored to be consistent across your entire franchise system. Easily spin up new sites, give franchisees flexible styling tools and intuitive drag-and-drop content editing, and manage settings and analytics across your entire network with a powerful dashboard. Schedule a demo today!



FRANCHISOR

Arooga's Grille House & Sports Bar

Booth #625

Keith Swade

Director of Franchising

1591 South 19th Street

Harrisburg, PA 17104 USA

Tel: 717-635-9461

Email: keithswade@arooogas.comWebsite: www.Aroogas.com

Arooga's Grille House & Sports Bar is an innovative casual dining restaurant and bar with a sports and entertainment advantage and an AUV of \$2,739,000. Entrepreneur magazine named Arooga's to the 2017 "Franchise 500". Arooga's was selected as "America's Next Top Restaurant Franchise", and is a "5 Time Winner at the National Buffalo Wing Festival". Arooga's menu is created with quality, fresh ingredients and features Organic & Gluten Free menu choices, we offer 44 beers on tap along with a full bar. Arooga's guarantees our guests a view of every game from every seat, and the result is a restaurant destination that appeals to an extremely diverse clientele. Please stop by booth 927 to learn more about joining the "Arooga's Nation"



FRANCHISOR

Bailey Seafood

Booth # 1123

Mike Kontras

Owner

3316 Bailey Avenue

Buffalo, NY 14215 USA

Tel: 716-430-0978

Email: mike@baileysseafood.comWebsite: www.baileysseafood.com

We are an open kitchen seafood take-out concept that specializes in beautifully crafted, cooked to order dishes. Dozens of variety of fish and shellfish that can be cooked any number of ways. Unique menu items and easy online ordering make this franchise a no brainer!

Investment Range: \$235,000 - \$350,000

Minimum Capital Required: \$34,500

Franchising Since: 2019

Corporate Owned Stores: 1



FRANCHISOR

Balloon Kings

Booth # 641

Gene Nifenecker

King

207 West 80th Street, Lower Level

New York City, NY 10024 USA

Tel: 212-877-0962

Email: gene@balloon-kings.comWebsite: balloon-kings.com

Balloon Kings has taken the approach of the megastore inventory, with the instant gratification of online ordering, personalization of the mom and pop style culture and the product knowledge of a true professional, from one balloon to a New Year's Eve Balloon Drop of 15,000 balloons.

Investment Range: \$100,800 - \$190,800

Minimum Capital Required: \$75,000

Franchising Since: 2018

Corporate Owned Stores: 1

**SUPPLIER****Benetrends Financial**

Dallas Kerley, CFE
 President & Chief Operating Officer
 1180 Welsh Road, Suite 280
 North Wales, PA 19454 USA
 Tel: 866-423-6387
 Fax: 866-826-6701
 Email: info@benetrends.com
 Website: www.benetrends.com

Benetrends Financial has been helping entrepreneurs successfully launch their dreams for 35 years. As the authority in franchise and small business funding, we have been at the forefront of 401(k)/IRA business funding (also known as Rollover as Business Startups) with our Rainmaker Plan®, which has enabled more than 12,000 entrepreneurs to use their retirement plan savings to fund a business tax deferred and penalty-free. Benetrends also has one of the highest success ratings in the industry for securing SBA Loans. In addition to funding, we offer other business boosting solutions including commercial and health insurance, payroll and more.

**SUPPLIER****BeTheBoss.com**

Rob Lancit
 Vice President
 208 Harristown Road, Suite 102
 Glen Rock, NJ 07452 USA
 Tel: 201-881-1624
 Email: rob.lancit@comexposium.com
 Website: www.BeTheBoss.com

We are America's most comprehensive and informative franchise directory. Search through 100's of opportunities, read articles by the industry's top franchise experts, and communicate directly with the franchise of your choice. If you're looking to get into business for yourself, visit www.betheboss.com!

Booth # 721**FRANCHISOR****Big Blue Swim School**

Scott Thompson
 Chief Development Officer
 675 Ponce De Leon Ave. NE, Suite 8500
 Atlanta, GA 30308 USA
 Tel: 844-600-1933

Email: franchising@bigblueswimschool.com
 Website: bigblueswimschool.com/franchising/

Big Blue Swim School's goal is to be a part of life's big moments to help kids develop swim skills (stroke, breath, movement) and life skills (courage, perseverance, hard work). Its real estate footprint, proprietary technology, and proprietary distance-based swimming methodology sets Big Blue up for long-term success.

Investment Range: \$1,787,500 - \$3,646,000
 Minimum Capital Required: \$600,000
 Franchising Since: 2018
 Corporate Owned Stores: 5

Booth # 213**SUPPLIER****Big Sky Franchise Team**

Tom DuFore
 CEO
 12850 Highway 9 North, Suite 600-126
 Alpharetta, GA 30004 USA
 Tel: 855-824-4759
 Fax: 855-624-4759
 Email: info@bigskyfranchise.com
 Website: www.bigskyfranchiseteam.com

Franchise your business and grow your brand with Big Sky Franchise Team. Our experienced franchise consultants use proven systems to provide franchise consulting, development and marketing solutions for businesses of every growth stage. Call 855-824-4759 for your free franchise consultation or visit www.BigSkyFranchise.com.

Booth # 670



FRANCHISOR

BigShots Golf

Libby Godlove
3030 Lyndon B Johnson Freeway, Suite 600
Dallas, TX 75234 USA
Tel: 765-532-2203
Email: libby@bigshotsgolf.com
Website: www.bigshotsgolf.com

BigShots Golf is a cutting-edge golf and entertainment company powered by BigShots Golf proprietary technology. We're in the family, sports and entertainment space and provide full-service food and beverage, sports bars, multi-media, private event space and climate-controlled golf gaming experiences.

SUPPLIER

BizBuySell

Booth # 772

Doug Whitmire
Director of Sales & Customer Success
101 California Street, 43rd Floor
San Francisco, CA 94111 USA
Tel: 844-495-3091
Fax: 415-764-1622
Email: dwhitmire@bizbuysell.com
Website: www.bizbuysell.com



BizBuySell is the Internet's largest franchise and established business for sale marketplace. Each month the BizBuySell Network receives over 2 million visits from active business buyers and sellers. Our listings include new franchise opportunities, established businesses and franchise re-sales.



FRANCHISOR

Blue Martini

Booth # 1117

Bill Herman
Business Development
477 South Rosemary Avenue, Suite 224
West Palm Beach, FL 33401 USA
Tel: 561-820-8071
Email: franchise@bluemartinilounge.com
Website: www.bluemartinilounge.com

Blue Martini is a trendy upscale lounge with an energetic environment that is designed to be enjoyable for all of our guests. We feature the best in Live Entertainment nightly. We are known for offering mouth-watering signature Martinis, specialty cocktails, fine wines & spirits, and delicious shareable bites.

Investment Range: \$1,000,000 - \$2,250,000
Franchising Since: 2015
Franchised Outlets: 1
Corporate Owned Stores: 10

SUPPLIER

BML Public Relations

Booth #1174

Michelle LoGuercio
Account Supervisor
25B Vreeland Road, Suite 215
Florham Park, NJ 07932
Tel: 973-337-6395

A full-service award-winning PR agency headquartered 30 miles outside New York City, BML Public Relations provides clients with all the usual stuff — creative concepts, strategy, media relations, crisis, PR stunts, newswjacking, branding events, cause marketing, social and influencer programs and more — we just do it better and have more fun doing it. For more information, please visit BMLPR.com.



FRANCHISOR

Body Fit Training

Booth # 547

Richard Burnet
Joint CEO
216A/208 Hall Street
Melbourne, 3122 Australia
Tel: +61435007003
Email: sales@bodyfittraining.com
Website: bodyfittraining.com

Body Fit Training is the fastest growing fitness franchise in Australia and is now franchising globally! We've incorporated scientifically proven training techniques aimed at reducing fat and creating lean muscle into a variety of 50 minute group training sessions that make us both Different and Better than anyone else.

Investment Range: \$150,000 - \$250,000
Minimum Capital Required: \$50,000
Franchising Since: 2018
Franchised Outlets: 70+
Corporate Owned Stores: 3



FRANCHISOR

Bojangles' Restaurants

Booth # 613



David Boatright

Director Franchise Development

9432 Southern Pine Boulevard

Charlotte, NC 28273 USA

Tel: 800-366-9921

Email: dboatright@bojangles.com

Website: www.bojangles.com/franchising

Highly differentiated and growing restaurant operator and franchisor dedicated to serving customers high-quality, craveable food made from our Southern recipes. Bojangles' serves menu items such as delicious, famous chicken, made-from-scratch buttermilk biscuits, flavorful fixins & Legendary Iced Tea.

Investment Range: \$385,500 - \$1,220,750

Minimum Capital Required: \$500,000

Franchising Since: 1978

Franchised Outlets: 441

Corporate Owned Stores: 319



FRANCHISOR

Bout Time Pub & Grub

Booth # 228/226

Steve McDowell

VP Brand Development

8180 South 700 East, Suite 200

Sandy, UT 84070 USA

Tel: 954-465-3723

Email: stevemcdowell@bouttimepub.comWebsite: www.bouttimepub.com

Fresh, high quality pub fare and a full service bar featuring specialty cocktails and beers are served in a distinctive, casual, sports themed facility. Pubs range in size of approximately 3,000-4,000 square feet primarily located in lifestyle complexes, strip malls and other high traffic locations.

Investment Range: \$250,000 - \$550,000

Minimum Capital Required: \$250,000

Franchising Since: 2009

Franchised Outlets: 11

Corporate Owned Stores: 1

SUPPLIER

Brandzooka

Booth # 575

Abe Bergan

2000 Central Avenue

Boulder, CO 80301 USA

Tel: 720-669-7915

Email: jenna@brandzooka.comWebsite: brandzooka.com

We're on a mission to put your video on primetime TV and the world's best sites.

FRANCHISOR

Buff City Soap

Booth #105



Brad Kellum

Owner

3080 Stage Post Drive, Suite 104

Bartlett, TN 38133 USA

Tel: 844-468-7627

Email: jen@buffcitysoap.comWebsite: www.buffcitysoap.com

Buff City Soap is an emerging disrupter lifestyle brand with roots in Memphis TN. Buff City offers fresh handmade Soaps, Bath-Bombs and more created in full view of our customers using our plant based, preservative free recipes. Buff City's loyal customers enjoy our simple recipes and innovative experience.

Investment Range: \$209,050 - \$344,500

Minimum Capital Required: \$60,000

Franchising Since: 2018

Franchised Outlets: 8

Corporate Owned Stores: 5



FRANCHISOR

Building Kidz School

Booth # 1227

Sanjay Gehani

303 Vintage Park Drive, Suite 130

Foster City, CA 94404 USA

Tel: 408-205-7674

Email: sanjayg@buildingkidz.comWebsite: www.buildingkidzschool.com

Building Kidz franchises extremely profitable preschools that enable children to develop character, confidence, and commitment. We offer infant care, toddler care, Pre-K, and after-school services, and have an unparalleled proprietary curriculum which trains children in academics through use of the Performing Arts.

Investment Range: \$199,000 - \$465,500

Minimum Capital Required: \$100,000

Franchising Since: 2015

Franchised Outlets: 15

Corporate Owned Stores: 7

SUPPLIER**Business Exchange****Booth # 425**

Pamela Labelle
 President & CEO
 800 3rd Ave, Suite 2800
 New York, NY 10022 USA
 Tel: 212-882-1010 / 1-877-337-1188
 Fax: 888-805-3912
 Email: info@businessexchange.ca
 Website: www.TheBizEx.com

The Business Exchange is a trusted lead generation platform with 20 years of experience in the franchise recruitment and business brokerage industry. We specialize in generating leads using a multi-media approach, including our web portal, digital marketing, franchise shows, and our print magazine.

**FRANCHISOR****BusinessKids****Booth # 1213**

Mary Carmen Cabrera Cisneros
 CEO



Insurgentes Sur 1915 - 1001, Guadalupe Inn, Alvaro Obregon
 Ciudad de Mexico, Mexico
 Tel: 525-556-1591 / 1525556159107
 Email: direccion@businesskids.com.mx
 Website: www.businesskidsfranchises.com

BusinessKids is a program for very young entrepreneurs, in which they learn to develop business ideas through play. We encourage and build entrepreneurial skills in children in a playful environment, which promotes entrepreneurship, self-esteem, community service, environmental protection, saving and money awareness.

Investment Range: \$15,000 - \$30,000
Minimum Capital Required: \$30,000
Franchising Since: 2013
Franchised Outlets: 79
Corporate Owned Stores: 5

**FRANCHISOR****Byrider Franchising****Booth # 1024**

Kevin Holifield
 Franchise Marketing Manager
 12802 Hamilton Crossing Boulevard
 Carmel, IN 46032 USA
 Tel: 800-947-4532
 Email: kholifield@jbyrider.com
 Website: <https://www.byriderfranchise.com/>



Byrider is the nation's leading used car dealership and finance enterprise. Our company integrates vehicle sales and financing to allow the franchisee the greatest control of their used vehicle business. Byrider is the customer choice in helping people get a fresh opportunity to finance and own a quality vehicle.

Investment Range: \$1,000,000 - \$1,500,000
Minimum Capital Required: \$1,000,000
Franchising Since: 1989
Franchised Outlets: 120
Corporate Owned Stores: 30

**FRANCHISOR****Camp Bow Wow®****Booth # 925**

Trevor Robinson
 Director of Franchise Development
 7577 West 103rd Avenue, Suite 209
 Westminster, CO 80021 USA
 Tel: 877-700-2275
 Email: trevor.robison@cbwcorp.com
 Website: www.campbowwowfranchise.com



Camp Bow Wow is the first and largest dog day care and boarding franchise in North America! Established in 2000, we have grown to over 160 open locations. As we grow our simple philosophy remains the same- it's all about the dogs! We're focused on the well-being of our furry clients and the success of our franchisees!

Investment Range: \$783,500 - \$1,485,000
Minimum Capital Required: \$200,000
Franchising Since: 2003
Franchised Outlets: 200
Corporate Owned Stores: 11



FRANCHISOR

Carl's Jr.

John Mayes
 Director, Franchise Development
 6700 Tower Circle Suite 1000
 Franklin, TN 37067 USA
 Tel: 615-538-9152
 Fax: 314-566-1748
 Email: jmayes@ckr.com
 Website: www.ckefranchise.com

With over 3,800 Carl's Jr. and Hardee's restaurants in 44 states and 43 countries, CKE Restaurants Holdings, Inc. is a franchise-focused company dedicated to helping our franchisees build growing restaurant sustainable operations for the long term.

Investment Range: \$1,600,000 - \$2,120,000
Minimum Capital Required: \$300,000
Franchising Since: 1984
Franchised Outlets: 1603
Corporate Owned Stores: 49



FRANCHISOR

Carvel

Sheri Ferravante
 Prequalification Manager
 5620 Glenridge Dr NE
 Atlanta, GA 30342 USA
 Tel: 800-227-8353
 Email: sferravante@focusbrands.com
 Website: www.focusbrands.com

For more than 80 years, Carvel has worked to become the most recognized ice cream franchise & enjoys brand awareness of more than 90% in its core markets. We continue to build upon our history with more than 400 shoppes in 22 states, 11 international markets and Puerto Rico.

Investment Range: \$250,600 - \$450,500
Franchising Since: 1946

Booth # 927

FRANCHISOR

Casey's Cleaning**Booth #736**

Cindy Nacca
 Owner
 124 Carriage Way
 Forked River, NJ 08731 USA
 Tel: 609-548-2660
 Email: cindy@caseyscleaning.com
 Website: www.caseyscleaning.com

Casey's Discount Cleaning Services offers franchise owners the benefits of business ownership such as a flexible schedule, the ability to start up the business from home until it is up and running, then moving into a small leased office space. Local, community-based office space or start from home office.

Investment Range: \$30,000 - \$60,000
Minimum Capital Required: \$40,000
Franchising Since: 2019

SUPPLIER

Cash Recovery Specialists**Booth # 473**

Jim Smith
 President
 47 Dunham Road
 Billerica, MA 01803 USA
 Tel: 978-528-2174
 Fax: 978-528-2177
 Email: jsmith@cashrecovery.net
 Website: www.crspays.com

Cash Recovery Specialists is an accounts receivable management company. Services include accounts receivable outsourcing, collections, and invoice mailings while maintaining customer relationships.



FRANCHISOR

Checkers Drive-In Restaurants**Booth # 528**

Bruce Kim
 Director of Franchise Development
 4300 West Cypress Street, Suite 600
 Tampa, FL 33607 USA
 Tel: 312-909-0007
 Email: kimb@checkers.com
 Website: www.checkersfranchising.com

Checkers & Rally's focuses on bold & flavorful food, amazing value for our guests, and restaurant profitability. With nearly 900 restaurants, we still have top-tier market availability. Named a Best Franchise Deal by QSR Magazine in 2018, 2017, & 2016.

Investment Range: \$96,414 - \$1,501,265
Minimum Capital Required: \$250,000
Franchising Since: 1986
Franchised Outlets: 628
Corporate Owned Stores: 254

Booth # 715



FRANCHISOR

Chem-Dry

Booth # 924

Douglas Smith**Senior Vice President of Franchise Development****124 12th Avenue South, Suite 300****Nashville, TN 37203 USA****Tel: 877-392-0272****Fax: 615-712-8240****Email: douglas.smith@chemdry.com****Website: www.chemdryfranchise.com**

Chem-Dry is the world's largest carpet and upholstery cleaning franchise with over 3,000 units in over 55 countries, serving over 11,000 homes a day. Chem-Dry offers prospective franchisees a low investment opportunity, in-house financing for the franchise fee, and additional revenue streams such as tile & stone cleaning.

Investment Range: \$56,495 - \$161,957

Minimum Capital Required: \$30,000

Franchising Since: 1978



FRANCHISOR

Children's Magnet Montessori School

Booth # 1217

Rebekah Ghosh**Executive Director****4495 Montgomery Road****Ellicott City, MD 21043 USA****Tel: 866-220-2667****Fax: 410-461-2444****Email: franchise@childrensmagnet.com****Website: www.childrensmagnetfranchise.com**

Founded in 1993, Children's Magnet Montessori School® has developed an innovative and comprehensive educational program grounded in the Montessori philosophy. We prepare children to excel in a global society by providing an academically rigorous, engaging, and supportive learning environment.

Investment Range: \$695,177 - \$3,498,650

Minimum Capital Required: \$200,000

Franchising Since: 2018

Corporate Owned Stores: 9



FRANCHISOR

ChillRx Cryotherapy

Booth # 105

Julie Shanebrook**Founder & CEO****208 Lenox Ave., Suite 125****Westfield, NJ 07090 USA****Tel: 908-228-5711****Email: julie@julieshanebrook.com****Website: www.chillcryotherapy.net**

ChillRx Cryotherapy believes in helping people to feel, look and live their best. ChillRx Cryotherapy is poised to leverage the rapidly expanding health and wellness industry with our membership-based, recurring revenue model.

Investment Range: \$128,995 - \$282,150

Minimum Capital Required: \$80,000

Franchising Since: 2016

Franchised Outlets: 1

Corporate Owned Stores: 1



FRANCHISOR

Chocolate Moonshine

Booth # 805

Chris Warman**President****1000 Ross Park Drive****Pittsburgh, PA 15237 USA****Tel: 412-635-7300****Email: info@chocolatemoonshine.com****Website: www.chocolatemoonshine.com**

Cocoa Lounge by Chocolate Moonshine Co. is a first of its kind luxury chocolate brand featuring World Class Sipping Chocolates, Artisan Ice Cream, Teas, Artisan Truffle Bars- hand-painted with French Cocoa Butter. One of America's hottest brands. Featured on Good Morning America.

Investment Range: \$20000 - \$350000

Minimum Capital Required: \$10000

Franchising Since: 2019

Corporate Owned Stores: 200



Chopped Leaf

Matt McKeogh

700 Kerr Street, Suite 100

Oakville, Ontario, L6K 3W5 Canada

Tel: 905-337-6731 / 1-800-555-5726 x302

Email: franchising@choppedleaf.com

Website: www.choppedleaf.com

Founded in 2009, The Chopped Leaf is a fast casual lifestyle concept that offers delicious, handcrafted salads, wraps, soups, sandwiches, and more. Served fresh and quick for a healthy, better-for-you food experience. The Chopped Leaf presently counts over 100 locations open and committed to open in Canada and the U.S.A.!

Investment Range: \$350,000 - \$500,000

Minimum Capital Required: \$150,000

Franchising Since: 2010

Franchised Outlets: 80

Booth # 1254



Cinnabon

Sheri Ferravante

Prequalification Manager

5620 Glenridge Drive NE

Atlanta, GA 30342 USA

Tel: 800-227-8353

Email: sferravante@focusbrands.com

Website: www.cinnabonfranchising.com

Serving delicious treats for more than 30 years, Cinnabon® has grown into a worldwide phenomenon with unmatched crave appeal. Today, with more than 1,500 bakeries in over 60 countries, our vision is quite simple – to be a global player in the snack industry and a best-in-class Bakery and coffee shop franchise.

Investment Range: \$185,150 - \$330,700

Franchising Since: 1986

Franchised Outlets: 1500

Booth # 715



FRANCHISOR

Cinnaholic

Spencer Reid

President

1567 Mount Vernon Road, Suite 112

Atlanta, GA 30338 USA

Tel: 404-273-0229

Email: s.reid@cinnaholic.biz

Website: cinnaholic.com/franchise

Award Winning Gourmet Cinnamon Rolls Rapid Expansion currently over 100 in development in the US and Canada. Simple business model with low initial investment, labor, and food costs. Small footprint of 800-1200 sq.ft. Large territories available in U.S. and Canada.

Investment Range: \$178,000 - \$308,500

Minimum Capital Required: \$250,000

Franchising Since: 2014

Franchised Outlets: 31

Corporate Owned Stores: 1

Booth # 242



FRANCHISOR

Claymont Steak Shop

Demi Kollias

3526 Philadelphia Pike

Claymont, DE 19703 USA

Tel: 302-798-0013

Email: demi@claymontsteakshop.com

Website: www.claymontsteakshop.com

A Delaware institution since 1966, Claymont Steak Shop is an emerging fast-casual brand with 3 locations. We feature award-winning ribeye steak sandwiches, sliced-to-order subs, pizza, all with generous portions, quality, freshness and served with care and pride. Franchises are available in the MidAtlantic area.

Investment Range: \$500,000 - \$600,000

Franchising Since: 2019

Corporate Owned Stores: 3

Booth # 738



clever fit GmbH

Booth # 1027

Felix Peckert
 General Manager International
 Augsburg Strasse 52
 Landsberg am Lech, 86899 Germany
 Tel: +49-8191-3052600
 Email: felix.peckert@clever-fit.com
 Website: clever-fit.com/world

Founded in 2007, CLEVER FIT, Germany's largest fitness franchise, now offers exclusive international franchise opportunities. After building their own multiple unit CLEVER FIT business, international franchise owners will be granted the right to develop a franchise network with up to 400 franchisee-owned CLEVER FIT gyms.

Investment Range: \$550,000 - \$1,000,000
Minimum Capital Required: \$150,000
Franchising Since: 2007
Franchised Outlets: 406
Corporate Owned Stores: 19



ClimbZone Franchising LLC

Booth # 933

Carl Jeffers
 National Director of Franchising
 8993 Yellow Brick Road, Suite B
 Baltimore, MD 21237 USA
 Tel: 206-972-7363
 Email: cjintel@juno.com
 Website: www.climbzone.us

ClimbZone offers a family-friendly experience where "Rock Climbing" is not only great fun but also healthy exercising. ClimbZone offers exceptional potential with full training, site selection, design planning, and support.

Investment Range: \$1,870,000 - \$2,980,000
Franchising Since: 2016
Franchised Outlets: 1
Corporate Owned Stores: 1



Code Wiz

Booth #746

Ruth Agbaji
 CEO
 9 Cornerstone Square, Unit B600
 Westford, MA 01886 USA
 Tel: 978-431-0064
 Email: ruth@thecodewiz.com
 Website: thecodewiz.com



Concession Nation

Booth # 970

Larry Altavilla
 Operations Manager
 1821 SW 42nd Way
 Deerfield Beach, FL 33442 USA
 Tel: 954-698-8099
 Fax: 954-698-8091
 Email: larry@concessionnation.com
 Website: www.concessionnation.com

Celebrating 13 years in South Florida producing custom commercial mobile kitchens as food trucks and concession trailers. We are leaders in volume sales for franchises, U.S. military, schools, universities, chefs, cooks and people with a vision worldwide. Quality, dependability, price, and service leads to Concession Nation.



Copper Branch

Booth # 432/434

Mark Segall
 Director of Franchising and Real Estate Dev.
 1405 Transcanada Highway, Suite 410
 Dorval, Quebec, H9P 2V9 Canada
 Tel: 514-887-2077
 Email: franchising@eatcopperbranch.com
 Website: eatcopperbranch.com

Copper Branch is a Plant Based Power Food Quick Serve Restaurant serving an all day hot and cold menu that requires no grilling or frying. Previous restaurant experience is not a prerequisite to being awarded a franchise. We are looking for candidates motivated to be a part of offering a healthier lifestyle.

Investment Range: \$450,000 - \$750,000
Minimum Capital Required: \$150,000
Franchising Since: 2016
Franchised Outlets: 53
Corporate Owned Stores: 4



FRANCHISOR

Crepes Delicious

Booth # 628



Oded Yefet

President & CEO

147 Citation Drive, Unit 30

Concord, Ontario, L4K 2P8 Canada

Tel: 905-326-2969

Fax: 905-326-9305

Email: oded@crepedelicious.com

Website: www.crepedelicious.com

Crepes Delicious is the largest and fastest growing creperie. We are recognized for our world-class crepes, gelato, sandwiches & salads. Now with locations spanning across the country, we have achieved international growth & extensive franchise development plans.

Franchising Since: 2004

Franchised Outlets: 60

Corporate Owned Stores: 1



FRANCHISOR

Cuban Eddie's

Booth # 734

Jacklyn Sanchez

110 West Shore Avenue

Dumont, NJ 07628 USA

Tel: 201-835-2796

Email: jacky.cubaneddies@gmail.com

Website: www.cubaneddiesrestaurant.com

Cuban Eddie's offers freshly prepared home style Cuban food and beverage items in 3 fast-casual restaurants currently open and operating in Northern New Jersey starting in 2007. We based our brand and recipes on food we enjoyed in our home. We are ready to share our family traditions with owners like you.

Investment Range: \$191,300 - \$261,500

Minimum Capital Required: \$100,000

Franchising Since: 2019

Corporate Owned Stores: 3



FRANCHISOR

Davidovich Bakery NYC Bagel & Sandwich Shop

Booth # 1039

Joe Smith

Franchise Development

433 Plaza Real, Suite 275

Boca Raton, FL 33432 USA

Tel: 561-990-5512

Email: joe@davidovichnyc.com

Website: davidovichnyc.com

Davidovich NYC Bagel and Sandwich Shop is now offering you a chance to Be Your Own Boss with award-winning, fresh baked NY bagels with franchises now available throughout the country. Besides our fresh baked award-winning bagels, we also offer coffee, cappuccino, muffins, baked goods, gourmet sandwiches, and more.

Investment Range: \$119,000 - \$208,000

Minimum Capital Required: \$50,000

Franchising Since: 2008

Franchised Outlets: 8

Corporate Owned Stores: 3

SUPPLIER

DCV Franchise Group

Booth # 1015



Anthony Byrd

Director

21550 Oxnard Street, Suite 1000

Woodland Hills, CA 91367 USA

Tel: 805-449-2411

Email: abyrd@dcvfranchisegroup.com

Website: www.dcvfranchisegroup.com



DCV Franchise Group is the first and only professional services provider that offers an end-to-end solution to the franchise industry. From turn-key development of new franchise systems to franchisee financing, sales outsourcing and operations consulting.



FRANCHISOR

Delta Restoration Services

Booth # 924

Jason Kaber

Vice President of Business Development

5525 West 56th Avenue, Suite 300

Arvada, CO 80002 USA

Tel: 720-822-3599

Email: jkaber@delta-us.com

Website: www.deltafranchise.com

Delta Restoration Services is a rare opportunity in the profitable, recession-resistant insurance restoration industry centered in a 60-billion dollar market. Delta sets itself apart by providing mitigation and full reconstruction services to commercial and residential customers with water, fire, and environmental damages.

Investment Range: \$116,075 - \$257,375

Minimum Capital Required: \$60,000

Franchising Since: 2010

Franchised Outlets: 22

Corporate Owned Stores: 1

FRANCHISOR

DJ Got Me Fit

Booth # 735

John Lamberti

585 Gannon Avenue North

Staten Island, NY 10314 USA

Tel: 718-227-4600

Email: info@djgotmefit.com

Website: djgotmefit.com

Here at DJ Got Me Fit we aim to bring the party atmosphere to the fitness lifestyle. We combine nightclub atmosphere with high end group fitness classes and personal training. Our studio is like no other. It's a party for your body. We offer DJ Got Me Fit Parties, providing a fun filled experience for all ages to celebrate.

Investment Range: \$184,000 - \$238,000

Minimum Capital Required: \$100,000

Franchising Since: 2019

Corporate Owned Stores: 2



FRANCHISOR

Dogtopia

Booth # 816

Alex Samios

Vice President, Franchise Development

6245 North 24th Parkway, Suite 210

Phoenix, AZ 85016 USA

Tel: 602-730-6000

Email: alexs@dogtopia.com

Website: www.dogtopia.com

With over 100+ locations and 250 sold and in development, Dogtopia is the leader and the fastest growing franchise in the \$70B pet industry. With an emphasis on socialization, education and exercise for dogs, Dogtopia offers daycare, boarding and spa services with trained professionals in a safe and transparent environment.

Investment Range: \$606,545 - \$1,321,145

Minimum Capital Required: \$200,000

Franchising Since: 2005

Franchised Outlets: 90

Corporate Owned Stores: 10



FRANCHISOR

Don Peppinu

Booth # 1022

Giuseppe Flamingo

Owner

Via Modica Giarratana, 70

Modica (RG), 97015 Italy

Tel: +39 333 7959867

Email: peppe@donpeppinu.it

Website: www.donpeppinu.it/en

The original Sicilian gelato is an unique product, way different from the ice-cream. It is produced daily only using fresh milk, genuine ingredients, and absolutely no flavourings and colourings. Our gelato also differs from the standard Italian gelato because of its rich flavour, more creamy and tasty savor.

Investment Range: \$79,000 - \$129,000

Minimum Capital Required: \$99,000

Franchising Since: 2014

Franchised Outlets: 7

Corporate Owned Stores: 3



FRANCHISOR

Dream Vacations

Janet Harris, CFE
 Director, Franchise Development
 1201 West Cypress Creek Road, Suite 100
 Fort Lauderdale, FL 33309 USA
 Tel: 800-820-1343
 Email: Recruitment@wth.com
 Website: www.DreamVacationsFranchise.com

For 27 years, Dream Vacations has been helping entrepreneurs and customers achieve their dreams. As a part of World Travel Holdings we are the world's largest seller of cruise vacations. With over 1,300 successful franchisees, we offer the opportunity of a lifetime to start your own travel agency.

Investment Range: \$495 - \$8,820
Minimum Capital Required: \$3,500
Franchising Since: 1992
Franchised Outlets: 1300



FRANCHISOR

Duck Donuts

Marcel Portmann
 Global Development
 1215 Manor Drive
 Mechanicsburg, PA 17055 USA
 Tel: 803-243-1490
 Email: mportmann@duckdonuts.com
 Website: www.duckdonuts.com

Duck Donuts specializes in warm, delicious & made-to-order donuts. Customers create their own donut combination from a variety of coatings, toppings & drizzles. Our family-friendly stores offer a viewing area where children and adults alike can watch their donuts being made. We now offer online ordering in many locations.

Investment Range: \$348,000 - \$568,000
Minimum Capital Required: \$150,000
Franchising Since: 2013
Franchised Outlets: 78

Booth # 821



INTERNATIONAL FRANCHISE ASSOCIATION



NATIONAL VETERAN FRANCHISE ASSOCIATION



INTERNATIONAL FRANCHISE ASSOCIATION

Duraclean

FRANCHISOR

Duraclean International, Inc.

Mike Higgins
 Director of Market Expansion & Development
 220 Campus Drive
 Arlington Heights, IL 60004 USA
 Tel: 800-251-7070 / 847-704-7100
 Fax: 847-704-7101
 Email: opportunity@duraclean.com
 Website: www.duraclean.com

Duraclean is seeking franchisees who wish to take advantage of the recession proof & lucrative Restoration Services. We have been assisting Duraclean business owners solve restoration and cleaning problems since 1930. Nobody gives you more territory, more training, or more ongoing support. Stop by & begin your investigation.

Investment Range: \$70,000 - \$125,000
Minimum Capital Required: \$80,000
Franchising Since: 1945
Franchised Outlets: 128
Corporate Owned Stores: 9

Booth # 509



INTERNATIONAL FRANCHISE ASSOCIATION



NATIONAL VETERAN FRANCHISE ASSOCIATION



FRANCHISOR

EatGatherLove

Robert King
 COO
 13383 Heston Place
 San Diego, CA 92130 USA
 Tel: 888-820-0780
 Email: derek.lilly@eatgatherlove.com
 Website: www.eatgatherlove.com

EatGatherLove is the proven, international leader in providing high quality Kitchen Remodeling Services. Very large, prime metro territories of 500K+ people are now available in California for qualified individuals. Can be home based to start, no remodeling experience required. Stop by and meet our team!

Investment Range: \$99,800 - \$282,750
Minimum Capital Required: \$250,000
Franchising Since: 2000
Franchised Outlets: 130

Booth # 1113



INTERNATIONAL FRANCHISE ASSOCIATION



SUPPLIER

Einbinder & Dunn, LLP**Booth # 348 D**

Richard Bayer
Esquire

112 Madison Avenue, 8th Floor
New York, NY 10016 USA
Tel: 212-391-9500
Email: rb@ed-lawfirm.com
Website: www.ed-lawfirm.com



Einbinder & Dunn has earned a nationwide reputation as franchise lawyers representing both franchisors and franchisees. Our knowledge of both sides of the franchise model gives us a deeper understanding of the intricacies of franchising law and allows us to apply that knowledge to the advantage of our clients.



SUPPLIER

ELEDLIGHTS**Booth # 942**

Kyle Mann

VP of Marketing
1610 Republic Road
Huntingdon Valley, PA 19006 USA
Tel: 215-355-7200
Email: franchise@eledlights.com
Website: www.eledlights.com/franchise



ELEDLIGHTS is a high-quality LED lighting supplier, specializing in commercial lighting for new franchise build-outs, energy-saving retrofits, and franchisor headquarters and warehouses. Offering complete indoor / outdoor lighting solutions with lighting analysis, let us make your franchise shine.



ELITE FRANCHISE SALES

SUPPLIER

Elite Franchise Sales**Booth # 370**

John Naylor
President

121 Brook Run
Hockessin, DE 19801 USA
Tel: 302-234-2595
Email: john.naylor@elitefranchisesales.com
Website: www.elitefranchisesales.net

Elite can help your business become a franchise or help expand your franchise. The Elite Franchise Sales model is one of the most affordable options in the franchise industry for truly professional and proven franchise consulting.

SUPPLIER

eMazzanti Technologies**Booth #372**

Carl Mazzanti
701 Grand Street
Hoboken, NJ 07030 USA
Tel: 844-360-400
Email: cmazzanti@emazzanti.net
Website: www.emazzanti.net

SUPPLIER

Empire State Development**Booth # 774**

Martha Otero
Small Business Liaison
633 Third Avenue
New York, NY 10017 USA
Tel: 800-782-8369
Email: nylovessmbiz@esd.ny.gov
Website: www.esd.ny.gov

Empire State Development (ESD), New York's chief economic development agency, mission is to promote a vigorous and growing economy, encourage the creation of new job and economic opportunities to the State through tax credits and other forms of financial assistance. For more information on ESD, visit www.esd.ny.gov.



SUPPLIER

Entrepreneur Media Inc.**Booth #813**

Paul Fishback
Vice President - Franchise
18061 Fitch
Irvine, CA 92614 USA
Tel: 800-864-6864
Fax: 949-752-1180
Email: pfishback@entrepreneur.com
Website: www.entrepreneur.com



Advertise with Entrepreneur Media and reach more qualified buyers than with any other lead source. Entrepreneur's new lead gen technology, including targeted sms, mms and email marketing, will open the door to the millions of motivated individuals who turn to us every day for advice and information about the latest franchise opportunities. To advertise in Entrepreneur magazine, Entrepreneur's StartUps, and Entrepreneur.com, please call 800-864-6864. Find out why no other lead source comes close to attracting as many qualified leads as we do - call today.



FRANCHISOR

Enviro-Master Services

Booth # 708

Brián Wieters

EVP Franchise Development
5200 77 Center Drive, Suite 500

Charlotte, NC 28217 USA

Tel: 704-302-1016

Email: mobrien@enviro-master.comWebsite: www.enviro-master.com

Enviro-Master kills the germs that kill your business. This unique disease prevention franchise currently services over 250 national brands of restaurants and retailers across the US and Canada. Our corporate team has over 200 years of experience in the industry.

Investment Range: \$300,000 - \$350,000

Minimum Capital Required: \$150,000

Franchising Since: 2011

Franchised Outlets: 78



FRANCHISOR

Escapology

Booth # 614

Lloyd Notley

11951 International Drive, C3
Orlando, FL 32821 USA

Tel: 407-278-1515

Email: lloyd.notley@escapology.comWebsite: www.escapology.com

One of the Worlds leading Escape Room Franchises. With a premium Escape room experience for its customers. It is our goal to provide support and services to all franchisees with the highest level of honesty, integrity, innovation and professionalism.

Investment Range: \$150,000 - \$600,000

Minimum Capital Required: \$150,000

Franchising Since: 2016

Franchised Outlets: 47

Corporate Owned Stores: 2



FRANCHISOR

Experimax

Booth # 1220

Jim Muir

Brand President
2121 Vista Parkway
West Palm Beach, FL 33411 USA

Tel: 561-873-1578

Fax: 561-868-6360

Email: frandev@ufgcorp.comWebsite: experimaxfranchise.com

Experimax is a retail location that offers certified preowned products: computers, laptops, tablets & cellphones. We buy, sell, trade, repair and upgrade customer devices. We are a part of United Franchise Group and had well over 100 locations sold in our first two years.

Investment Range: \$170,000 - \$175,000

Minimum Capital Required: \$49,500

Franchising Since: 2014

Franchised Outlets: 150

Corporate Owned Stores: 3



FRANCHISOR

Express Employment Professionals

Booth # 920

Daniel Gunderson

Senior Franchising Executive
9701 Boardwalk Boulevard
Oklahoma City, OK 73162 USA

Tel: 405-840-5000 / 877-652-6400

Fax: 405-717-5665

Email: franchising@expresspros.comWebsite: www.expressfranchising.com

Express Employment Professionals has been named the #1 staffing franchise for eight consecutive years by Entrepreneur magazine. In 2018, the average mature Express franchisee generated \$6.42 million in annual sales. It is a B2B sales franchise that offers a professional work environment and weekday hours.

Investment Range: \$140,000 - \$211,000

Minimum Capital Required: \$150,000

Franchising Since: 1984

Franchised Outlets: 810



FRANCHISOR

Extería

Booth #1267

Michael Fojtik

International Franchise Development

Hradni 27/37

Ostrava - Slezska Ostrava, 710 00 Czech Republic

Tel: +420 725 886 310

Email: fojtik@exteria.cz

Website: www.exteriaring.com



FRANCHISOR

Eye Level Learning Centers

Booth # 231

Mike Kim

Franchise Development Director Northeast

105 Challenger Road, 2nd Floor

Ridgefield Park, NJ 07660 USA

Tel: 201-820-7827

Email: mike.kim@myeyelevel.com

Website: us.eyelevelfranchise.com

Eye Level Learning Center is a systematic individualized program which offers a supplemental math & English programs in the afternoon, for children ages 4 to 14. Eye Level offers an innovative and effective learning method in a fun, interactive and exciting learning environment.

<i>Investment Range:</i>	\$76,338 - \$143,750
<i>Minimum Capital Required:</i>	\$75K Liquid, \$150K net worth
<i>Franchising Since:</i>	1991
<i>Franchised Outlets:</i>	202
<i>Corporate Owned Stores:</i>	3



FRANCHISOR

Factory Donuts

Booth # 724

David Restituto

Chief Executive Officer

7114 Frankford Avenue

Philadelphia, PA 19135 USA

Tel: 215-338-6000

Email: drestituto@factorydonuts.com

Website: www.factorydonuts.com

The concept is freshly made to order donuts within minutes for our guests. It is a very simple yet efficient business that anyone can operate. Our stores have a small footprint with 1200 to 1500 square feet needed. The business model is based on simplicity and unit economics that make sense. We are in the snack category.

<i>Investment Range:</i>	\$200,000 - \$300,000
<i>Minimum Capital Required:</i>	\$75,000
<i>Franchising Since:</i>	2017
<i>Franchised Outlets:</i>	13
<i>Corporate Owned Stores:</i>	1



FRANCHISOR

Farm Stores

Booth #1139

Victor Archavaleta

V.P. Business Development

2937 SW 27th Avenue, Suite 107

Miami, FL 33133 USA

Tel: 800-726-3276

Email: info@farmstores.com

Website: www.farmstores.com

Farm Stores is the largest, most innovative drive-thru convenience store chain in America. The brand is targeting qualified single-unit and multi-unit candidates, as well as area representatives nationwide.

<i>Investment Range:</i>	\$75,000 - \$500,000
<i>Minimum Capital Required:</i>	\$100,000
<i>Franchising Since:</i>	2015
<i>Franchised Outlets:</i>	27
<i>Corporate Owned Stores:</i>	1

SUPPLIER

Farmers Insurance Agency

Booth # 273

Ayesha Salman

Farmers Insurance Agent

125 Jerusalem Ave

Hicksville, NY 11801 USA

Tel: 516-405-5800

Fax: 718-228-8488

Email: asalman@farmersagent.com

Website: www.farmersagent.com/asalman

As a Farmers Agent, we not only have the backing of Farmers Insurance, our agency staff has over 50 years commercial experience. We are able to service all of your franchise insurance needs. "The measure of our worth is not what we have done for ourselves, but what we have done for others." John C. Tyler, Farmers Co-Founder.

FASTSIGNS

More than fast. More than signs.

Be THE **BOSS****FRANCHISOR****FASTSIGNS International, Inc.****Booth # 214****Mark Jameson****Executive VP Franchise Support and Development****2542 Highlander Way
Carrollton, TX 75006 USA****Tel: 214-346-5679****Fax: 866-422-4927****Email: mark.jameson@fastsigns.com****Website: www.fastsigns.com**

FASTSIGNS International, Inc. is the worldwide franchisor for over 700 FASTSIGNS® sign, graphics and visual communications centers in nine countries. The largest sign franchise in North America, the independently owned and operated FASTSIGNS centers provide comprehensive visual communications solutions.

Investment Range: \$193,548 - \$289,639*Minimum Capital Required:* \$100,000*Franchising Since:* 1986*Franchised Outlets:* 700**FIRST BANK****SBA****SUPPLIER****First Bank SBA****Booth # 607****Brian Congelli****SBA Business Development Officer****3255 Old Conejo Road, Suite 108****Newbury Park, CA 91320 USA****Tel: 805-807-7080****Email: bcongelli@firstbanksba.com****Website: www.firstbanksba.com**

For over 80 years, First Bank SBA has helped small businesses succeed. As a preferred, top 10 SBA lender, we deliver personalized SBA loan products across the nation, and the hassle-free lending experience our clients deserve. We lend to nearly every franchise industry on a secured and unsecured basis.

FisherZucker**SUPPLIER****Fisher Zucker, LLC****Booth # 938****Lane Fisher****Partner****21 South 21st Street
Philadelphia, PA 19103 USA****Tel: 215-825-3100****Fax: 215-825-3101****Email: lfisher@fisherzucker.com****Website: www.fisherzucker.com**

FisherZucker is a business law firm with a national practice dedicated exclusively to franchising. Our lawyers have extensive experience in regulatory compliance, drafting FPRs, trademark matters, negotiating and documenting transactions, litigation and pre-litigation counseling. We are counsel to over 180 franchise brands.

FRANCHISOR**FITSPACE Boutique Fitness****Booth # 1249****Anton Kashirin****Marketing and Sales Manager****2775 NE 187th Street, Suite 3****Aventura, FL 33180 USA****Tel: 855-702-3883****Email: service@fitspacestudio.com****Website: www.fitspacestudio.com**

FITSPACE Boutique Fitness studios offers customers: personal attention from a certified trainer, long-lasting fitness results, efficient use of the workout time, new approach to Pilates. Our 50 minute functional workout in a small group with a dedicated personal trainer guarantee the best body transformation results.

Investment Range: \$190,000 - \$390,000*Minimum Capital Required:* \$150,000*Franchising Since:* 2019*Corporate Owned Stores:* 1**FLYNN****SUPPLIER****Flynn Construction****Booth # 972****Maria Shamsi****Business Development Manager****600 Penn Avenue****Pittsburgh, PA 15221 USA****Tel: 412-342-0566****Fax: 412-243-7925****Email: mshamsi@flynn-construction.com****Website: www.flynn-construction.com**

The combination of cost-effective operations and quality control continue to enable Flynn's solid growth, making us one of America's fastest growing, well-respected construction firms. We specialize in fast-track construction in high-stress environments and strive to make the construction process successful and memorable.



FRANCHISOR

Focus Brands International

Booth # 715



Sheri Ferravante
Prequalification Manager
5620 Glenridge Dr NE
Atlanta, GA 30342 USA
Tel: 800-227-8353
Email: sferravante@focusbrands.com
Website: www.focusbrands.com

Atlanta-based FOCUS Brands is a global franchisor, licensor, and developer of over 6,000 locations in more than 55 countries, including our brands exhibiting here, Carvel and Cinnabon.

Franchised Outlets: 6000+

FOOD'S
STYLE

SUPPLIER

Food's Style

Booth # 1038

Miki Iwanaga
6F Kume Bldg, 2-25-5 Kamiosaki
Shinagawa-Ku, Tokyo, 141-0021 Japan
Tel: +81-3-5436-4388
Email: miki.iwanaga@foodsstyle.com
Website: www.foodsstyle.com

Food's Style is a Japanese company with a mission to create a platform to convey Japanese food culture and hospitality to the world market. We have expertise in franchises, matching business, and Japanese food and marketing consulting in the US and Asia. We strive to contribute to society as a platform of food.



FRANCHISOR

Fort Family

Booth # 1140

Alina Gabdrakhmanova
Franchise Development
Marii Ulianovoy Street, 15-89
Moscow, 119331 Russia
Tel: 7-499-490-7529
Email: global@fortfamily.ru
Website: https://franchise.fortfamily.ru/en/

Fort Family offers unique live-action quest franchises based on famous TV shows and board games such as Fort Boyard, Gold Rush and Jumanji. With no seasonality or age restrictions, Fort Family presents a profitable event planning business with themes that millions are passionate about!

Investment Range: \$90,000 - \$130,000

Minimum Capital Required: \$80,000

Franchising Since: 2017

Franchised Outlets: 130+

Corporate Owned Stores: 3

FranchiseBusinessREVIEWSM

Driving Better Results.

SUPPLIER

Franchise Business REVIEW

Booth # 870



Eric Stites
Chief Executive Officer
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Tel: 603-433-2270
Email: info@franchisebusinessreview.com
Website: www.franchisebusinessreview.com

Franchise Business Review (FBR) is the leading market research firm in the franchise sector, measuring satisfaction and engagement of franchisees, employees, candidates and customers. FBR has worked with more than 1,100 leading franchise brands, using our proprietary satisfaction benchmarking tools. FBR is the go-to source.

SUPPLIER

Franchise Creator

Booth # 1131

Hossein Kasmai
CEO
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Email: info@franchisecreator.com
Website: www.franchisecreator.com

Franchise Creator is the premier franchise consulting firm specializing in developing brands/concepts into a franchise offering and then represents them in the open market for franchise sales. We provide an A-to-Z menu of services to handle the development, sales and closing process.

FranchiseDictionarySM

The #1 in Franchise Research

SUPPLIER

Franchise Dictionary Magazine

Booth # 1074

Alesia Visconti
Chief Executive Officer
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Upper Saddle River, NJ 07458 USA
Tel: 800-206-5454
Email: avisconti@franserve.com
Website: www.franchisedictionarymagazine.com

Looking for 'inside information' on franchise brands? We're an on-line and print resource that helps you find your perfect franchise! With spot-on expert advice, investment costs & details, and solid brand overviews, this fran-tastic monthly publication has it all! And best of all, you can SUBSCRIBE FOR FREE!



SUPPLIER

Franchise Dynamics

Booth # 221

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Springfield, MO 65807 USA

Tel: 417-425-7350

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Email: info@franchisedynamics.net

Website: www.franchisedynamics.net

Franchise Dynamics is the worldwide, outsourced franchise development leader. We focus on growth and franchise sales and provide our clients with world class consulting, training and full service franchise development, building the next generation of leading franchisors around the globe.



SUPPLIER

Franchise Flippers

Booth # 671

Chris Baker
President

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Website: www.franchiseflippers.com

Franchise Flippers is the world's premier online franchise resale marketplace and resource center. We partner with franchisors, franchisees, business brokers, and industry experts to help franchise buyers and sellers get resale deals done.



SUPPLIER

Franchise Growth Solutions

Booth #644

Gary Occhiogrosso
Managing Partner

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Westwood, NJ 07675 USA

Tel: 917-991-2465

Email: gary@frangrow.com

Website: www.frangrow.com

Franchise Growth Solutions is the development firm taking you from start up to scalability. FDD, Operations Manuals, Sales & Cash Out! We'll show you how to collect royalties and scale your brand quickly & cost efficiently. Work with industry leaders that have created & grown thousands of units for national chains.

SUPPLIER

Franchise Help

Booth # 874

Ilana Fried

Account Manager

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New York, NY 10013 USA

Tel: 646-768-9011

Email: ilana@franchisehelp.com

Website: www.franchisehelp.com

FranchiseHelp is the largest source of franchisee leads, and now a 4-time Inc 500/5000 winner! Millions of potential franchisees visit FranchiseHelp.com for their franchise investment search. We'd love to connect these prospects with your brand. Let our lead generation system help your concept exceed its development goals!

SUPPLIER

Franchise Times

Booth # 521

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Franchise Times, the news and information source for franchising, offers readers extensive opportunities to connect with the brands that are making a difference. Our award-winning editorial team produces articles, newsletters, blogs, tweets, and world-class research that keeps the franchise community "in the know".



SUPPLIER

Franchise Update Media

Booth # 871

Sharon Wilkinson

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Website: www.franchising.com

Franchise Update Media (FUM) has been a leader in providing valuable information and intelligence to franchisors, franchisees and franchise prospects. FUM delivers a unique combination of conferences, targeted publications and digital properties for the franchise industry. Visit www.franchiseupdatemedia.com



SUPPLIER**Franchise.com Network****Booth # 872****Matt Alden**
President953 Islington Street, Suite 21
Portsmouth, NH 03801 USA
Tel: 800-898-4455
Fax: 603-436-1018
Email: info@franchise.com**Website: www.franchise.com/network**

Franchise.com Network has fueled franchise sales for 25+ years, continuing the legacy of results from Franchise.com and FranchiseSolutions.com. As pioneers of online lead generation, through big changes in search, smartphone usage and our mobile Apps, we keep you in front of today's franchise buyers.

**SUPPLIER****Franchiseresales.com****Booth # 973****Yvette Sellyn**
Sales660 North Owl Drive
Sarasota, FL 34236 USA
Tel: 941-730-7756
Email: yvette@franchiseresales.com
Website: www.franchiseresales.com

Franchiseresales.com is the only dedicated marketplace on the web for the resale of existing franchises. Whether you are a buyer or a seller...the franchisee or the franchisor... you are in the right place, our audience ONLY want to buy existing franchises.

**SUPPLIER****FranchiseSoft****Booth # 672****Jam Hashmi**
CEO1295 Shawson Drive, Unit 201
Mississauga, Ontario, L4W 1C4 Canada
Tel: 905-564-0020
Email: info@franchisesoft.com
Website: www.franchisesoft.com

FranchiseSoft is an all-in-one software for Franchisor and Franchisee management. It features a robust CRM for Franchise Development as well as Franchisees, Email Marketing with SMS, Franchisee and Employee Management, Digital Library, Field Scheduling Module with mobile app and much more. Contact us for a Demo today!

**SUPPLIER****Franchising Association of India****Booth # 573****Ashish Mishra**

Senior Manager

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The Franchising Association of India is a Membership Organization of Franchisors, Franchisees, Vendors, Consultants, Financial Institutions, Aspiring entrepreneur and Professionals. Our services are dedicated to provide a one-stop Solution for franchising business in INDIA with guidance and support to entering the Indian Market.

SUPPLIER**Franchising USA****Booth # 975****Vikki Bradbury**

Publisher

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Publishers of Franchising USA, Canadian franchising and Business Franchise Australia/New Zealand. We offer solution based media and valuable, timely content on franchising for over 30 years. Our successful and global driven publications have proven to be a great source of information for the potential Franchisee and the Franchisor. Available in a digital format our publications are accessible anytime on your mobile device or PC.

SUPPLIER**FRANdata****Booth # 1073****Sharon Dietrich**

Capital Access Advisor

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Website: www.frandata.com

For 30 years, FRANdata has been the industry leader in the analysis, forecasting and measuring of franchise performance and operations. We use our wealth of knowledge, gained by leveraging the industry's largest database of franchise information, to offer advisory and capital access services that help franchisors and lenders.


SUPPLIER
FranFund Inc.

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 Email: info@franfund.com
 Website: www.franfund.com

FranFund designs smart all-in-one funding strategies that grow with your franchise or small business. We offer programs for start-ups to multi-unit expansions with financing options including 401(k) business funding, SBA and conventional loans, and other custom solutions.


FRANCHISOR
Fred's Frozen Custard & Steakburgers Booth # 638

Andrew Thengvall
 Senior VP Strategic Growth
 260 North Rock Road, Suite 200
 Wichita, KS 67206 USA
 Tel: 316-719-7835
 Email: franchiserequests@freddysusa.com
 Website: www.freddysusa.com



Fred's offers a unique combination of cooked-to-order steakburgers seasoned with Fred's Famous Steakburger & Fry Seasoning®, Vienna® Beef hot dogs, shoestring fries paired with Fred's Famous Fry Sauce® and vanilla and chocolate frozen custard freshly churned throughout the day.

Investment Range: \$577,968 - \$2,061,315
Minimum Capital Required: \$375,000
Franchising Since: 2004
Franchised Outlets: 300
Corporate Owned Stores: 25


FRANCHISOR
French Fry Heaven
Booth # 433

Jeff Smith
 COO
 4339 Roosevelt Boulevard, Suite 400
 Jacksonville, FL 32210 USA
 Tel: 904-660-2300
 Email: fran@ffheaven.com
 Website: www.frenchfryheavenfranchise.com

The Most Original and Creative Restaurant on Earth! Now backed by the strength and operational excellence of one of the strongest company's around. This is a revolutionary franchise that is fun, wildly popular in the press and among customers, and offers unlimited potential! There is just nothing on the planet like it!

Investment Range: \$214 - \$490,000
Minimum Capital Required: \$100,000
Franchising Since: 2012
Franchised Outlets: 1
Corporate Owned Stores: 1


FRANCHISOR
fresh&co
Booth # 1122

Alex Perez
 COO
 130 W 37th Street, Floor 2
 New York, NY 10018 USA
 Tel: 212-983-7474
 Email: aperez@freshandconyc.com
 Website: freshandco.com

fresh&co is a daily destination for chef-inspired, organic, seasonal food that is both nutritious and delicious. From made-to-order breakfast, signature salads, homemade soups, to sandwiches, grain bowls, and cold-pressed juices, fresh&co is the go-to spot for those looking for a healthy meal- fast.

Investment Range: \$633,000 - \$1,466,000
Minimum Capital Required: \$500,000
Franchising Since: 2018
Corporate Owned Stores: 19



Gallagher Franchise Solutions

Booth # 673

Michael Schuster
 Program Manager
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 Email: michael_schuster@ajg.com
 Website: www.franinsurance.com

Gallagher Franchise Solutions specialized team of franchise insurance professionals is dedicated to helping you protect your business, care for your people, and grow your profit. Our experienced program managers tailor programs specific to your industry, operations and locale. Visit us today www.franinsurance.com



Generator Supercenter

Booth # 633

Matthew Metcalfe
 President
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 Tomball, TX 77375 USA
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 Email: franchising@generatorsupercenter.com
 Website: www.generatorsupercenter.com

The Standby Power people is not just a catch phrase; it's a way of life. See why our company is a life-changing experience. Generator sales, installation, and service is our business, with three streams of income. Headquartered in Houston 3 corporate locations (Franchises Locations 3 TX, 2 GA, 10 FL and 2 NC.)

Investment Range: \$300,000 - \$350,000
Minimum Capital Required: \$50,000
Franchising Since: 2017
Franchised Outlets: 17
Corporate Owned Stores: 3



GF55 Partners

Booth # 770

David Gross
 Partner
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 Website: www.GF55.com

GF55 Partners is an Architecture and Interior Design firm with a dedicated Franchise Division. Our breadth of experience allows us to expertly handle technical and code issues between the Brand, the Franchisee, Building Departments and Contractors, ensuring smooth and successful implementations of Franchise Environments.



Global Art & Creative USA

Booth # 441

Soon Wong
 CMO
 7238 San Ramon Road
 Dublin, CA 94568 USA
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 Email: globalartusa@us.globalart.world
 Website: <http://us.globalart.world/>

Since 1999, we have been promoting art & creativity among art learners to explore and develop their artistic skills and creative thinking. GA centers are designed with state of the art teaching and learning environment with professional trained instructors, ready to inspire learners to become creative thinkers.

Investment Range: \$50,000 - \$100,000
Minimum Capital Required: \$70,000
Franchising Since: 1999
Franchised Outlets: 600+
Corporate Owned Stores: <10



Global Franchise Magazine

Booth #674

Richard Davies
 International Group Advertisement Manager
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 Email: richard@globalfranchisemagazine.com
 Website: globalfranchisemagazine.com

Global Franchise is the only magazine bringing franchisors, who are looking to grow internationally, together with investors, worldwide. Along with a comprehensive website and additional digi-mags, Global Franchise is the global resource. With distribution in over 80 countries you need look no further.



GNA Financial Services

Booth #775

Salvatore LaMantia
 335 Learn Road, Apt 1
 Tannersville, PA 18372 USA
 Tel: 201-982-6930
 Email: cpasal@gnafinancialservices.com
 Website: gnafinancialservices.com

GNA Financial Services LLC (the Firm) is a Certified Public Accounting Firm serving clients throughout New York, New Jersey, and Pennsylvania. The Firm provides a variety of accounting services including, but not limited to, Bookkeeping, Financial Statement Compilation & Review, Tax Return Preparation, Business Consulting, Entity Formation & Closing, Acquisition Due Diligence, and Software Training.

FRANCHISOR

Go Go Curry Franchising

Booth # 105

Tomoko Omori

Chief Executive Officer

273 West 38th Street

New York, NY 10018 USA

Tel: 917-789-6992

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Website: www.gogocurryfranchise.com

Go! Go! Curry has been bringing the delicious flavors of Japanese Curry to the U.S. since 2007. Our priority is our customers' happiness, or "genki". We provide a unique and authentic Japanese cuisine made with quality ingredients that still feels incredibly familiar, like a home cooked meal.

Investment Range: \$262,380 - \$777,300

Minimum Capital Required: \$100,000

Franchising Since: 2017

Franchised Outlets: 1

Corporate Owned Stores: 7



FRANCHISOR

Gold's Gym International

Booth # 850

Ken Phipps

Director of Global Franchise Development

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Dallas, TX 75219 USA

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Email: ken.phipps@goldsgym.com

Website: www.goldsgym.com

Gold's Gym has been the world's trusted fitness authority since 1965. From its humble beginnings as a small gym in Venice, California, Gold's Gym has grown into a global icon with nearly 740 locations serving 3 million people across six continents each day. We help people achieve their potential through fitness.

Investment Range: \$2,218,250 - \$5,000,500

Minimum Capital Required: \$1,000,000

Franchising Since: 1980

Franchised Outlets: 570+

Corporate Owned Stores: 150



FRANCHISOR

Golden Corral Buffet & Grill

Booth # 513

Annette Bagwell

Franchise Development Manager

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Tel: 800-284-5673

Fax: 919-881-5252

Email: abagwell@goldencorral.net

Website: www.goldencorralfranchise.com

Golden Corral® opened its first restaurant in Fayetteville, NC in 1973 and took a confident first step in the restaurant business, beginning a tradition of offering guests real, wholesome foods in a family-friendly atmosphere at a great value. Golden Corral® is honored to be called America's #1 buffet and grill.

Investment Range: \$2,286,545 - \$6,732,615

Minimum Capital Required: \$2,500,000

Franchising Since: 1987

Franchised Outlets: 451

Corporate Owned Stores: 38



SUPPLIER

Gray Plant Mooty

Booth # 421

Elizabeth Dillon

Principal

500 IDS Center, 80 South 8th Street

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Email: franchise@gpmlaw.com

Website: www.gpmlaw.com/Practices/Franchise-Distribution

A world-renowned franchise and distribution practice, Gray Plant Mooty serves franchisors with all aspects of legal representation and counseling, including registration and compliance, litigation, international development, trademark counseling and registration, M&A, and program development.





FRANCHISOR

Grease Monkey International, LLC

Booth # 612

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Chief Development Officer

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Website: www.greasemonkeyfranchise.com

Grease Monkey is the largest franchise of vehicle maintenance in the US not owned by an oil company. Grease Monkey provides vehicle maintenance services that meet manufacturer's warranty recommendations. Grease Monkey offers a Pit Crew Guarantee to its customers with Certified Trained technicians and a time guarantee!

Investment Range: \$156,695 - \$340,850

Minimum Capital Required: \$60,000

Franchising Since: 1978

Franchised Outlets: 234

Corporate Owned Stores: 115



FRANCHISOR

Great Harvest Franchising

Booth #623

Greg Bastek

Development Operations Specialist

28 South Montana Street, Great Harvest Building

Dillion, MT 59725 USA

Tel: 406-683-6842

Email: gregb@greatharvest.com

Website: www.greatharvest.com

One of a kind Bakery Cafes specializing in made from scratch artisan breads from best wheat sourced exclusively from Montana. Handmade sandwiches, salads, soups and grain bowls. "Freedom Franchise" with new bakery cafe and cafe designs. Hub and spoke model with one bakery cafe serving multiple cafes. Territories are available to suit.



FRANCHISOR

GreenLight Mobility

Booth # 1252

Karen Frank PT

CEO

111 Canfield Avenue, Building B-10

Randolph, NJ 07869 USA

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Fax: 973-252-2424

Email: kfrank@greenlightmobility.com

Website: www.greenlightmobility.com

GreenLight Mobility is a safety and accessibility home modification franchise dedicated to helping people remain in their home when challenged with impaired mobility. We offer everything from stair-lifts, ramps and grabbars to bathroom modifications. The aging population continues to create a huge demand for our services.

Investment Range: \$85,550 - \$123,300

Franchising Since: 2015

Corporate Owned Stores: 1



FRANCHISOR

Great American Cookies

Booth # 427

Tim Linderman

Chief Development Officer

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Atlanta, GA 30342 USA

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Fax: 770-514-4903

Email: tlinderman@gfgmanagement.com

Website: www.greatamericancookiesfranchise.com

Founded in 1977 on the strength of an old family chocolate chip cookie recipe, Great American Cookies has maintained the heritage & integrity by producing proprietary cookie dough exclusively from its plant in Atlanta. GAC is known for its signature Cookie Cakes, trademark flavors & menu of products baked fresh in store.

Investment Range: \$203,400 - \$379,150

Minimum Capital Required: \$100,000

Franchising Since: 1978

Franchised Outlets: 368





FRANCHISOR

Ground Round Grill & Bar

Booth # 316

Jack Crawford
President & CEO

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Freeport, ME 04032 USA

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Fax: 207-865-9761

Email: jcrawford@groundround.com

Website: www.groundround.com

Ground Round® Grill and Bar is a proven Casual Dining Brand, owned by our Franchisees, whereby operators not only own a franchise, but can partner in and own a share in the overall brand. We offer low franchise fees, 5 and 10 year terms, and single or multi-unit development.

Investment Range: \$400,000 - \$2,200,000

Minimum Capital Required: \$300,000

Franchising Since: 1969

Franchised Outlets: 23



FRANCHISOR

GYMGUYZ

Booth # 729

Josh York
Founder & CEO

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Fax: 516-627-4701

Email: franchising@gymguyz.com

Website: gymguyz.com



GYMGUYZ is in the business of transforming peoples' lives, recognized worldwide as #1 in Home Personal Training®. We remove one of the greatest obstacles our clients face: finding time to work out. We bring the workout to our clients wherever they choose, day or night—seven days a week.

Investment Range: \$56,072 - \$121,672.80

Minimum Capital Required: \$35,000

Franchising Since: 2014

Franchised Outlets: 249

Corporate Owned Stores: 4



FRANCHISOR

Grumpy's Restaurant

Booth # 1226

Daniel DeLeon
President & CEO

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Orange Park, FL 32073 USA

Tel: 904-219-1741 / 904-219-1741

Email: Franchise@GrumpysRestaurantCo.com

Website: www.GrumpysRestaurantCo.com

Grumpy's Restaurant was born out of passion and love for bringing family and friends together over great diner food. Our mission is to deliver the highest quality dining experience at an affordable price for families everywhere. All while closing at 2:00PM, providing the ultimate family, work and life balance.

Investment Range: \$370,850 - \$660,900

Minimum Capital Required: \$150,000

Franchising Since: 2019

Corporate Owned Stores: 1



FRANCHISOR

Hardee's

Booth # 927

John Mayes

Director, Domestic Franchise Development

6700 Tower Circle, Suite 1000

Franklin, TN 37067 USA

Tel: 615-538-9152

Email: Jmayes@ckr.com

Website: www.ckefranchise.com



With over 3,800 Carl's Jr. and Hardee's restaurants in 44 states and 43 countries, CKE Restaurants Holdings, Inc. is a franchise-focused company dedicated to helping our franchisees build growing restaurant sustainable operations for the long term.

Investment Range: \$1,530,000 - \$1,995,000

Minimum Capital Required: \$300,000

Franchising Since: 1962

Franchised Outlets: 2119

Corporate Owned Stores: 118

SUPPLIER**Harold L. Kestenbaum, PC****Booth # 348 F**

Harold Kestenbaum
Partner

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Harold Kestenbaum is a franchise attorney with a premier national and international Franchise Law practice. The practice is led by an attorney who has 42 years experience as a franchise attorney, as well as being a CEO of a franchisor.

**FRANCHISOR****High Achievers****Booth # 1219**

Ken Sawyer

Marketing Director

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Tel: 678-888-0202

Email: ken@highachievers.com

Website: www.highachieversfranchise.com

Our franchise owners are local business heroes that will help their business community both socially and economically. We have built a technology platform, systems, and support for a business mastermind group model. With this lifestyle business, you can generate a passive recurring income while working a few days a month.

Investment Range: \$40,000 - \$50,000

Minimum Capital Required: \$5,000

Franchising Since: 2017

Franchised Outlets: 1

Corporate Owned Stores: 3

**FRANCHISOR****HomeVestors of America****Booth # 522**

Jim Wiley

Development Agent

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Email: Wileyproperties@homevestors.com

Website: www.homevestors.com

HomeVestors, the "We Buy Ugly Houses[®]" company, is the first national franchise for professional real estate investors. HomeVestors provides a powerful brand, training, marketing, and financing for qualifying purchases and repairs for its 1050+ franchises in 46 states. Initial franchise fee for an Associate Franchise is \$30K.

Investment Range: \$56,000 - \$361,250

Minimum Capital Required: \$56,000

Franchising Since: 1996

Franchised Outlets: 1073

**FRANCHISOR****Hooters of America, LLC****Booth #1029**

Sydni Lashley

Trade Show Coordinator

1815 The Exchange

Atlanta, GA 30339 USA

Tel: 770-951-2040

Fax: 770-799-0918

Email: slashley@hooters.com

Website: franchising.hooters.com

Hooters of America, LLC, is the franchisor and operator of more than 420 Hooters restaurants worldwide. With our world famous chicken wings, and numerous other quality menu items, Hooters is a special place where everyone can enjoy a great meal, in a warm and inviting environment, with exceptional customer service.

SUPPLIER**How to Buy A Franchise.com****Booth #374**

Dr. John Hayes

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Email: john@hayesworldwide.com

Website: www.howtobuyafanchise.com

For the past 25 years, internationally recognized franchise authority Dr. John Hayes has been a featured speaker at International Franchise Expo and franchise events worldwide. His popular website and blog HowToBuyAfranchise.com provides a wide range of resources and educational tools designed to help potential franchisees educate themselves on the processes and steps needed to carefully evaluate and purchase a franchise. His best-selling franchise books such as "Take the Fear Out of Franchising" and "7 Dirty Little Secrets of Franchising" are available on Amazon. His "How To Buy A Franchise Show" podcast can be found on iTunes, Stitcher, and iHeartRadio.

SUPPLIER**Hungarian Franchise Association****Booth # 570**

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CEO

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Hungarian Franchise Association is helping US franchisors to expand in Hungary, and providing information about Eastern-Europe.

husse

FRANCHISOR**Husse****Booth #114**

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Email: mark@hussenortheast.com

Website: husse.com

Owning a Husse franchise is a great opportunity for a pet lover to become a business owner in the booming industry of GMO free pet food. Enjoy high margins on all of your sales. This is a great opportunity to get your share. Reserve your low cost geographic territory before some else does! Call 917-877-7000 for more details.

iCRYO
Health from Cryotherapy**FRANCHISOR****iCRYO****Booth # 100**

Bill Jones, CEO

14200 Gulf Freeway, #210

Houston, TX 77034 USA

Tel: 832-687-3494

Email: bjones@icryo.com

Website: www.icryo.com

iCRYO offers an affordable, convenient, and professional franchise system for cryotherapy. We are committed to bringing holistic care to our guests with state of the art equipment and industry leading safety training. We are looking for franchisees who are ready to become part of a booming industry.

Investment Range: \$185,000 - \$550,000

Minimum Capital Required: \$100,000

Franchising Since: 2017

Franchised Outlets: 5

Corporate Owned Stores: 1

 IFA
INTERNATIONAL FRANCHISE ASSOCIATION VET*FRAN
VETERINARY FRANCHISE ASSOCIATION**SUPPLIER****IFPG - International Franchise Professionals Group****Booth # 1075**

Don Daszkowski

Founding Member

499 Ernston Road, Suite B9

Parlin, NJ 08859 USA

Tel: 888-977-4374

Fax: 888-897-3946

Email: red@ifpg.org

Website: www.IFPG.org

The International Franchise Professionals Group (also known as IFPG) is a membership based organization that has over 800 members. Our members consist of franchisors, franchise brokers & consultants, lenders, and other franchise professionals that help potential candidates in the process of buying a franchise.

 IFA
INTERNATIONAL FRANCHISE ASSOCIATION iFranchise
GROUP**SUPPLIER****iFranchise Group****Booth # 420**

Judy Janusz

Vice President Operations

905 West 175th Street, Second Floor

Homewood, IL 60430 USA

Tel: 708-957-2300

Fax: 708-957-2395

Email: info@ifranchisegroup.com

Website: www.ifranchisegroup.com

iFranchise Group brings decades of experience to franchise planning & implementation. We help businesses assess franchising for their best growth strategies. Visit us at Booth 420 for a free copy of our CEO's book, "Franchise Your Business, The Guide to Employing the Greatest Growth Strategy Ever."

 IFA
INTERNATIONAL FRANCHISE ASSOCIATION



FRANCHISOR

Imagine Arts Academy

Booth # 525

Shafik Mina
President

8360 Bougainville Street, Suite 201
Montreal, Quebec, H4P 2G1 Canada
Tel: 514-344-4181 / 1-800-586-5231
Fax: 514-344-6695

Email: info@madscience.org

Website: <https://www.imagineartsacademy.com/>

Mad Science and Imagine Arts Academy by Crayola are leading enrichment providers in science and arts respectively. We deliver unique, hands-on experiences for children that are as entertaining as they are educational.

Investment Range: \$74,000 - \$110,000
Minimum Capital Required: \$75,000
Franchising Since: 2019



SUPPLIER

International Franchise Association

Booth # 305

Robert C. Cresanti
President & Chief Executive Officer
1900 K Street NW, Suite 700
Washington, DC 20006 USA
Tel: 202-628-8000
Fax: 202-628-0812
Email: info@franchise.org
Website: www.franchise.org



The International Franchise Association is the only national trade association that represents all aspects of the franchise community. Its mission is to protect, enhance and promote franchising and it is the leading source of information about franchising a business or buying a franchise.

Jackson Hewitt

TAX SERVICE

FRANCHISOR

Jackson Hewitt Tax Service

Booth # 517

Deidre Talt
Director, Franchise Development
10 Exchange Place, 27th Floor
Jersey City, NJ 07302 USA
Tel: 973-630-0882
Email: Deidre.Talt@jtax.com
Website: www.jacksonhewitt.com

Jackson Hewitt is looking to add partners with a passion for customer service and experience in multi-unit retail operations, with a mission of offering clients access to simple, low-cost solutions to manage their taxes and tax refunds. We stand behind our Tax Professionals with Maximum Refund and 100% Accuracy Guarantees.

Investment Range: \$39,721 - \$105,375
Minimum Capital Required: \$50,000
Franchising Since: 1986
Franchised Outlets: 3903
Corporate Owned Stores: 1843



FRANCHISOR

Jani-King International

Booth # 205

Sean Ayres
Executive Vice President
16885 Dallas Parkway
Addison, TX 75001 USA
Tel: 800-526-4546 / 972-991-0900
Email: info@janiking.com
Website: www.janiking.com



Jani-King - The world's largest Commercial Cleaning Franchise Opportunity. Jani-King has over 9,000 unit franchise owners in 14 countries. Franchise Owners are professionally trained to provide services to customers in Commercial Buildings, Healthcare Facilities, Schools & Universities, Hotels, Sporting Venues, and more.

Investment Range: \$16,250 - \$100,000
Minimum Capital Required: \$16,250
Franchising Since: 1974
Franchised Outlets: 8,000+
Corporate Owned Stores: 15



FRANCHISOR

Jiffy Lube

Booth # 340

Erik Roesh

Franchise Recruitment Manager

150 North Dairy Ashford

Houston, TX 77079 USA

Tel: 832-337-1064

Email: Erik.Roesh@shell.comWebsite: <https://franchise.jiffylube.com/>

Jiffy Lube, a leading provider of automotive preventive maintenance, serves 20 million customers annually. With a national footprint of 2,000 franchisee owned stores, we offer a range of services from oil changes to brake services, and more. As a Jiffy Lube franchisee, you would be associated with a proven industry leader.

Investment Range: \$207,000 - \$500,000

Minimum Capital Required: \$150,000

Franchising Since: 1979

Franchised Outlets: 2000



FRANCHISOR

Jon Smith Subs

Booth # 632

Jim Butler

President

2121 Vista Parkway

West Palm Beach, FL 33411 USA

Tel: 561-868-6790

Fax: 561-868-6360

Email: jbutler@ufgcorp.comWebsite: <https://jonsmithsubsfanchise.com/>

Since 1988, Jon Smith Subs has been serving high-quality subs, right off the grill, overstuffed and piled with the freshest ingredients. Our franchisees provide a customer experience that is second to none. The unique Jon Smith Subs process includes delivering food right to the table, enhancing the casual dining experience.

Investment Range: \$400,000 - \$550,000

Minimum Capital Required: \$150,000

Franchising Since: 2016

Franchised Outlets: 55

Corporate Owned Stores: 8



FRANCHISOR

Jimmy John's

Booth # 524

Bob Morena

Director of Franchise Development

2212 Fox Drive

Champaign, IL 61820 USA

Tel: 217-356-9900

Email: bmorena@jimmyjohns.comWebsite: www.ownajimmyjohns.com

Freaky fast. Freaky good. Ever since 19-year-old Jimmy John Liautaud opened his first Sandwich Shop in Charleston, IL in 1983, Jimmy John's has been serving up ridiculously fresh sandwiches quicker than you can say "Turkey Tom." Unlike any other sub shop in the country, Jimmy John's is all about the freshest ingredients.

Investment Range: \$329,500 - \$557,500

Minimum Capital Required: \$80,000

Franchising Since: 1993

Franchised Outlets: 2746

Corporate Owned Stores: 55



FRANCHISOR

Journey Fitness 333

Booth # 1231

Travis Barnes

CEO

3162 Lake Road Suite 6

Horseheads, NY 14845-1007 USA

Tel: 670-886-0852

Email: travis@journeyfitnesscoaching.comWebsite: www.journeyfitness333.com

We are a rapid weight loss, group fitness coaching center that includes nutritional counseling. Every member is known by name. Sessions are customized based on goals and limitations. We have created the SYSTEMs that allow us to deliver all the benefits of private one on one training but in a group at 10% of the cost.

Investment Range: \$50,000 - \$200,000

Minimum Capital Required: \$50,000

Franchising Since: 2018

Franchised Outlets: 1

Corporate Owned Stores: 4



FRANCHISOR

Juicy Burgers Restaurants

Booth # 1225

Nick Walpert

Founder/CEO

7582 South Las Vegas Boulevard, Suite 455

Las Vegas, NV 89123 USA

Tel: 855-879-5842

Email: ops@juicyburgers.net

Website: www.juicyburgers.net

All Juicy Burgers Restaurants® are exciting franchise business opportunities backed by a successful organization. Our support includes real estate assistance, dynamic marketing programs and national buying power. In addition, we provide a business system proven to be successful along with comprehensive management training.

Investment Range:	\$50,000 - \$125,000
Minimum Capital Required:	\$50,000
Franchising Since:	2017
Franchised Outlets:	12
Corporate Owned Stores:	1

FRANCHISOR

K-9 Resorts Daycare & Luxury Hotel

Booth # 733

Jason Parker

Co-Founder & Co- CEO

43 South Avenue

Fanwood, NJ 07023 USA

Tel: 908-889-7387

Fax: 908-490-0878

Email: franchising@k9resorts.com

Website: www.k9resorts.com

An industry growing with velocity. We offer a model for rapid scale. Roughly half of Americans own dogs. K-9 Resorts' air-tight operating system for dog boarding and day care create an almost self-running facility in this vast market. 7 figure top-line revenue, mid 6 figure EBITDA, and no inventory. That's why you should explore this further.

Investment Range:	\$899,688 - \$1,688,987
Minimum Capital Required:	\$315,000
Franchising Since:	2011
Franchised Outlets:	24
Corporate Owned Stores:	2

KIDDIE ACADEMY

INTERNATIONAL CHILD CARE

FRANCHISOR

Kiddie Academy

Booth # 606

Nicole Middlebrooks

Executive Administrative Assistant

3415 Box Hill Corporate Center Drive

Abingdon, MD 21009 USA

Tel: 410-515-6079

Email: nmiddlebrooks@kiddieacademy.com

Website: franchising.kiddieacademy.com

Kiddie Academy is a leader in educational childcare, working closely with our franchisees to provide the support and guidance needed to run their businesses efficiently and successfully. Our core philosophy is educating the whole child through Life Essentials. Founded in 1981, Kiddie Academy is a privately held company.

Investment Range:	\$400,000 - \$961,000
Minimum Capital Required:	\$225,000
Franchising Since:	1992
Franchised Outlets:	216
Corporate Owned Stores:	1



FRANCHISOR

Kids 'R' Kids Learning Academies

Booth # 745

David Vinson

CEO

1625 Executive Drive South

Duluth, GA 30096 USA

Tel: 770-279-7777 / 1-800-279-0033

Email: david@kidsrkids.com

Website: www.kidsrkidsfranchise.com

Kids 'R' Kids Learning Academies provide a secure, nurturing, and educational environment for children ages six weeks to 12 years. With nearly 170 academies in 16 states, Kids 'R' Kids International® is a family-owned and operated organization ranking in the top 3 nationwide for franchised early childhood education centers.

Investment Range:	\$4,600,000 - \$5,600,000
Minimum Capital Required:	\$460,000
Franchising Since:	1988
Franchised Outlets:	168
Corporate Owned Stores:	1





FRANCHISOR

Lapels Dry Cleaning**Booth # 720****Kevin Dubois****President & Chief Executive Officer****962 Washington Street****Hanover, MA 02339 USA****Tel: 781-829-9935****Fax: 781-829-9546****Email: kdubois@lapelsdrycleaning.com****Website: www.lapelsdrycleaning.com**

Lapels Dry Cleaning gives you the ability to customize your own Hub & Spokes business model. Start by Building an Environmentally Friendly Plant (will also have a retail front to it) and then strategically add very profitable Satellite Stores within a close proximity of the Plant. 6% Cost of Goods, No Inventory.

Investment Range: \$380,000 - \$575,000*Minimum Capital Required:* \$120,000*Franchising Since:* 2000*Franchised Outlets:* 100*Corporate Owned Stores:* 6

SUPPLIER

Lasky Architect P.A.**Booth # 1071****Scott Lasky****President****3330 NE 34th Street****Fort Lauderdale, FL 33308 USA****Tel: 954-566-5051****Email: scott@laskyarchitect.com****Website: www.LaskyArchitectpa.com**

We are your one-stop for all design services. We have over 39 years of experience in all areas of architecture, interior design and engineering. We are licensed in 38 states. Whether you are starting out with one store, refreshing the look of an existing franchise or growing your franchise nationwide, we can help.

SUPPLIER

LegalShield**Booth # 104****Michael Dagen****Regional Vice President****13762 W State Road 84, Suite 53****Davie, FL 33325 USA****Tel: 954-699-7464****Fax: 419-730-5087****Email: mdagen@harvardbenefits.com****Website: www.shieldyoutoday.com**

Every business needs to have Legal Representation. Legal Shield allows the Small Business to Shield themselves. We will help incorporate and protect you LEGALLY.



FRANCHISOR

Liberty Tax Service**Booth # 523****Kelly Wyatt****Vice President of Franchise Development****1716 Corporate Landing Parkway****Virginia Beach, VA 23454 USA****Tel: 800-790-3863****Email: franchiseinfo@libtax.com****Website: www.libertytaxfranchise.com**

Liberty Tax Service is still growing! Why? Liberty's proven system, their commitment to customer service, innovative and recognizable marketing, and their world-class leadership. Liberty was founded by John Hewitt, who previously founded Jackson Hewitt, and is a nationally recognized name in the tax and accounting world. This is a Seasonal business with low startup cost and overhead. No tax experience necessary. Our most successful franchisees did not come out of tax industry. In addition, the company's proven operating system has the flexibility to adapt to constant changes in the tax industry. Liberty Tax is consistently ranked as a top franchise to become involved with and has opportunities available nationwide.

Investment Range: \$58,700 - \$71,900*Minimum Capital Required:* \$40,000*Franchising Since:* 1998*Franchised Outlets:* 3200*Corporate Owned Stores:* 300

FRANCHISOR

Lightbridge Academy**Booth # 439****Mark Mele, CFE****Chief Development Officer****116 Grand Street, 2nd Floor****Iselin, NJ 08830 USA****Tel: 732-943-6929****Fax: 732-980-1904****Email: franchise@lightbridgeacademy.com****Website: LightbridgeAcademy.com**

Lightbridge Academy is an early education and child care franchise with programs for children ages six weeks through pre-K, as well as school-aged children during school holidays, breaks and summer camp. The company is built on a foundation of core values and a distinctive Circle of Care philosophy.

Investment Range: \$541,228 - \$5,020,735*Minimum Capital Required:* \$200,000*Franchising Since:* 2011*Franchised Outlets:* 22*Corporate Owned Stores:* 15


SUPPLIER
Linga POS by Benseron Hospitality Booth # 1171

Onur Haytac

CEO

6201 Lee Ann Lane

Naples, FL 34109 USA

Tel: 800-785-6012

Fax: 866-335-0464

Email: sales@benseron.com

Website: www.benseron.com

Benseron Hospitality offers state-of-the-art technology to help restaurant, retail, pizzerias, and bar owners run their businesses more profitably. Benseron offers POS systems that work with mobile tablets, self-serve kiosks, or terminals. Their flagship product is Linga POS, an enterprise-ready cloud-based platform sold globally. Linga is an All-In-One platform with integrated waitlist, central kitchen and warehouse, customer loyalty, online ordering, and much more. The Naples-based company, founded in 2004, also offers technology for online ordering, payment processing, inventory management, and customer loyalty.


FRANCHISOR
Little Caesars Pizza
Booth # 604

Bryan Ketelhut

International and US Development

2211 Woodward Avenue

Detroit, MI 48201 USA

Tel: 800-553-5776

Email: USDevelopment@LCECorp.com

Website: www.littlecaesars.com

Little Caesars provides franchisee candidates a time-tested system and a simple operating model. Named "Best Value in America," Little Caesars is known for HOT-N-READY Pizza and Pizza Portal Pickup. Franchisees benefit from a comprehensive training program that focuses on all aspects of the business.

Investment Range: \$354,700 - \$1,433,500

Minimum Capital Required: \$250,000

Franchising Since: 1962



FRANCHISOR
Little Land Play Gym
Booth # 1028

Ernie Beltz Jr.

Co-Founder & CEO

13776 North Highway 183, Suite 107

Austin, TX 78750 USA

Tel: 512-827-3670

Fax: 512-777-5042

Email: franchise@littlandplaygym.com

Website: www.littlandplaygym.com

Little Land Play Gym is an indoor play gym for children designed by a pediatric Occupational Therapist. Our equipment, activities and experiences offer a unique, fun and developmental environment for children of all ages and enhance gross, fine, sensory and speech development. At Little Land, we Play with a Purpose.

Investment Range: \$120,000 - \$230,000

Minimum Capital Required: \$50,000

Franchising Since: 2016

Franchised Outlets: 14

Corporate Owned Stores: 2


LOYALTY BRANDS
FRANCHISOR
Loyalty Brands
Booth # 222

Martha O'Gorman

CMO

780 Lynnhaven Parkway, Suite 240

Virginia Beach, VA 23452 USA

Tel: 757-802-4635

Email: martha@loyaltybrands.com

Website: loyaltybrands.com

Led by founder and CEO, John Hewitt, Loyalty Brands consists of a successful group of business-to-business franchise systems. Our franchised concepts specialize in personalized business services to include accounting, barter, business brokerage, networking and taxes for Latino community.

Investment Range: \$1,500 - \$40,000

Franchising Since: 2018

Franchised Outlets: 10



FRANCHISOR

Lucky Dog Bark & Brew**Booth # 1239**

Kelly Byrnes

Owner

9007 Satinwood Lane

Huntersville, NC 28078 USA

Tel: 704-992-8706

Email: kelly@luckydogcorp.comWebsite: www.Luckydogbarkandbrew.com

Lucky Dog Bark & Brew is a Sports Bar (minus the food) with an Indoor and Outdoor off leash dog park! In addition to the bar and dog park, we also offer Doggie Daycare, Overnight Boarding, Dog Baths and a small Boutique. These multiple sources of income streams make this franchise a fun and profitable business model!

Investment Range: \$35,000 - \$35,000

Minimum Capital Required: \$200,000

Franchising Since: 2013

Corporate Owned Stores: 3



FRANCHISOR

LunchboxWax**Booth #629**

Rick Howard

Director of Franchise Development

5725 North Scottsdale Road, Suite C-105

Scottsdale, AZ 85250 USA

Tel: 480-626-5096

Email: rick@lunchboxwax.comWebsite: lunchboxwax.com

LunchboxWax is a full-service, speed-waxing franchise that take pride in assisting franchisees achieve success, assisting in site selection, construction, mentorship and training. Because waxing is all we do, our waxologists & franchisees are masters of our culture & craft.

Investment Range: \$341,140 - \$496,890

Minimum Capital Required: \$175,000

Franchising Since: 2013

Franchised Outlets: 36

Corporate Owned Stores: 3



FRANCHISOR

Mad Science**Booth # 525**

Jamie Tauber

Executive Assistant

8360 Bougainville Street, Suite 201

Montreal, Quebec, H4P 2G1 Canada

Tel: 514-344-4181 / 514-344-4181

Email: jamiet@madscience.orgWebsite: www.madscience.org

Mad Science and Imagine Arts Academy by Crayola are leading enrichment providers in science and arts respectively. We deliver unique, hands-on experiences for children that are as entertaining as they are educational.

Investment Range: \$74,000 - \$110,000

Minimum Capital Required: \$75,000

Franchising Since: 1993

Franchised Outlets: 150

Corporate Owned Stores: 1



LunchboxWax

FRANCHISOR

LunchboxWax**Booth #629**

Rick Howard

Director of Franchise Development

5725 North Scottsdale Road, Suite C-105

Scottsdale, AZ 85250 USA

Tel: 480-626-5096

Email: rick@lunchboxwax.comWebsite: lunchboxwax.com

LunchboxWax is a full-service, speed-waxing franchise that take pride in assisting franchisees achieve success, assisting in site selection, construction, mentorship and training. Because waxing is all we do, our waxologists & franchisees are masters of our culture & craft.

Investment Range: \$341,140 - \$496,890

Minimum Capital Required: \$175,000

Franchising Since: 2013

Franchised Outlets: 36

Corporate Owned Stores: 3



FRANCHISOR

Marco Polo Events Ltd**Booth # 1147**

David Moran

CEO

20 The Causeway

Bishop's Stortford, Herts, CM234GR United Kingdom

Tel: +44 7887 848580

Email: david.moran@ukchallenge.co.ukWebsite: www.AmericanChallenge.com

World's No.1 corporate team building event counting companies such as Adidas, PwC, Accenture, CGI & many others as regular competitors. Celebrating our 30th birthday in 2019 the UK has seen participation increase 20% YOY since 2016 presenting a unique opportunity for the right partner to establish the US (or other territory) Challenge.

Investment Range: \$150,000 - \$800,000

Minimum Capital Required: \$150,000

Franchising Since: 2019



Massage Envy

Booth # 529

Steve Adams - CFE
Franchise Development Manager
14350 North 87th Street, Suite 200
Scottsdale, AZ 85260 USA
Tel: 480-366-4172

Email: sadams@massageenvy.com

Website: www.massageenvyfranchise.com

Massage Envy is the leading provider of Therapeutic Massage, Skincare and Total Body Stretch, delivering more than 10 million services/year. With more than 35,000 wellness professionals, Massage Envy provides best-in-class service to over 1.65 million members and guests.

Investment Range: \$453,323 - \$1,059,000
Minimum Capital Required: \$150,000
Franchising Since: 2003
Franchised Outlets: 1180



Master Franchise Germany

Booth # 570

Franz-Josef Ebel
Merianstr. 43
Bonn, 53177 Germany
Tel: +49 228 53 49 439
Fax: +49 228 53 49 440
Email: fje@master-franchise-germany.com
Website: www.master-franchise-germany.com

Master Franchise Germany was established by veteran journalist and senior communications professional Franz-Josef Ebel to help franchisors expand their business to Germany and Europe. We help you bridge the culture gap and find the best partner, e.g. Master Franchisee, Area Developer, Multi-unit Operator, etc.



Matto

Booth # 646

Moshe Maman
Manager
252 W 37th Street
New York, NY 10018 USA
Tel: 212-244-4281

Email: info@mattofranchise.com

Website: www.mattofranchise.com

Matto is a superior-quality, European-inspired espresso bar that exists to inspire people to grow through sharing, to embrace unconventional thought, and to stop and savor life's every day gifts. It is a brand encapsulated by generosity of service, as exhibited by daily acts of kindness, large and small.

Investment Range: \$250,000 - \$450,000
Minimum Capital Required: \$50,000
Franchising Since: 2019
Franchised Outlets: 2
Corporate Owned Stores: 10



Medcross Healthcare Franchise, LLC

Booth # 626

Homa Puga
Owner
9306 Old Keene Mill Road
Burke, VA 22015 USA
Tel: 703-864-8362

Email: info@medcrosshealthcarefranchise.com

Website: <https://medcrosshealthcarefranchise.com/>

Medcross franchise owners can help their local communities with a better quality of life for seniors and families. And they can develop businesses they can take pride in calling their own. The vision of Medcross is to offer a broad range of care services to a wide range of clients.

Investment Range: \$95,000 - \$130,000
Minimum Capital Required: \$95,000
Franchising Since: 2018
Corporate Owned Stores: 1





SUPPLIER

MFV Expositions

Booth #488

Joseph Cammarato
Trade Show Coordinator
208 Harristown Road, Suite 102
Glen Rock, NJ 07452 USA
Tel: 201-226-1130
Email: joseph.cammarato@comexposium.com
Website: www.mfvexpo.com



For over 25 years, MFV Expositions has been bringing franchise concepts together with the most qualified entrepreneurs seeking to own their own business. Our expos help franchisors expand their brand with face-to-face opportunities as well as online directories.



SUPPLIER

Milford Enterprises

Booth # 571

Sal Gattuso, Jr.
Senior Account Executive
450 Commerce Boulevard
Quakertown, PA 18951 USA
Tel: 215-538-2778
Email: sal@milfordei.com
Website: www.milfordei.com

Milford Enterprises Inc., (www.milfordei.com) has over 30 years of experience providing visionary concepts for corporations in planning and development of visual merchandise presentations, retail marketing, promotional POP displays, store fixtures environments and kiosks.



FRANCHISOR

MiniBoss Business School

Booth # 751

Olga Azarova
Founder and CEO
42b Haymarket Terrace
Edinburgh, EH12 5LA United Kingdom
Tel: 131-618-9102 / (+44)131-217-8028
Email: miniboss.franch@gmail.com
Website: www.miniboss-school.com

MINIBOSS is the world's #1 business school for kids and teens!
MINIBOSS is 8 unique courses, World's #1 Business Incubator, StartUp Forums, StartUp National and World Cup Championships, International Business Camps, etc. No analogues in the world!
Weekend or ASA model. 18 years' experience!

Investment Range: \$58,000 - \$100,000
Minimum Capital Required: \$3,000
Franchising Since: 2014
Franchised Outlets: 21
Corporate Owned Stores: 2



FRANCHISOR

Minuteman Press International, Inc.

Booth #227

Robert Titus
President
61 Executive Boulevard
Farmingdale, NY 11735 USA
Tel: 800-877-1370
Fax: 631-249-5618
Email: info@minutemanpress.com
Website: www.minutemanpressfranchise.com



Minuteman Press International Franchises Minuteman Press Full Service Printing & Graphics Centers since 1975. Entrepreneur's designated #1 print franchise has locations in the U.S., Australia, Canada, South Africa and the U.K. Most owners have no prior experience in printing or graphics. Full training and on-going support is provided.

Investment Range: \$100,000 - \$150,000
Minimum Capital Required: \$50,000
Franchising Since: 1975
Franchised Outlets: 950+



FRANCHISOR

Miracle Leaf Health Centers

Booth #106

David Quintana
Office Manager
2607 North Miami Avenue
Miami, FL 33127 USA
Tel: 786-953-8026
Email: eleen@miracleleaffl.com
Website: www.miracleleaffl.com

Owning a Miracle Leaf provides you an opportunity to partner with an industry leader in a highly competitive industry whose sales grow more and more annually. Our concept is unlike any other. We have geared our company to provide you with knowledge, support and training that will allow you to effectively meet and surpass any consumer expectations.

FRANCHISOR

Mobility City**Booth # 1248****Vincent Baratta****COO****1801C NE 45th Street****Ft Lauderdale, FL 33308 USA****Tel: 954-771-7555****Email: vinny@mobilitycity.com****Website: www.mobilitycity.com**

Mobility City is a unique niche company that services seniors, veterans, injured and the disabled that need power chairs, wheel-chairs, mobility scooters, lift chairs and hospital beds. We offer repair, maintenance, rentals, sales and cleaning to individuals, facilities and organizations. We have marketing, training, support

Investment Range: \$149,500 - \$249,500*Minimum Capital Required:* \$50,000*Franchising Since:* 2017*Franchised Outlets:* 14*Corporate Owned Stores:* 1

FRANCHISOR

Monkee's**Booth # 627****Troy Taylor****VP, Franchise Development****121-A Reynolds Village****Winston Salem, NC 27106 USA****Tel: 336-529-5200****Email: troy@shopmonkees.com****Website: www.ownamonkees.com**

Established in 1995, Monkee's was built on a love of fashion, and grown through a focus of highly personalized customer service, building relationships and cutting-edge designer fashion. Instead of shopping at big department store chains, customers travel to Monkee's for an intimate shopping experience.

Investment Range: \$177,667 - \$411,214*Minimum Capital Required:* \$75,000*Franchising Since:* 2011*Franchised Outlets:* 27*Corporate Owned Stores:* 1

SUPPLIER

MSA Worldwide**Booth # 105****Michael Seid****Managing Director****94 Mohegan Dr.****West Hartford, CT 06117 USA****Tel: 860-523-4257 / 1-860-523-4257****Email: mseid@msaworldwide.com****Website: www.msaworldwide.com**

The IFA has acknowledged MSA as "the leading strategic and tactical advisory firm in franchising." We develop franchise systems that our clients can support and grow. From strategy and manuals, to franchise sales, to litigation support, let us apply our knowledge and resources to help exceed your business expectations.



SUPPLIER

MSPNetworks**Booth #272****William Estevez****Managing Partner****87 Rome Street****Farmingdale, NY 11735 USA****Tel: 516.403.9001****Email: will@mspnetworks.com****Website: www.mspnetworks.com**

FRANCHISOR

Nathan's Famous**Booth # 1020****Dwayne Hoffman****Senior Director of Franchise Development****1 Jericho Plaza, 2nd Floor - Wing A****Jericho, NY 11753 USA****Tel: 516-338-8500****Email: dhoffman@nathansfamous.com****Website: www.nathansfamous.com**

Celebrating its 102nd year, as the oldest QSR in the nation Nathan's Famous is one of those rare brands able to claim immeasurable brand equity. The name has always been synonymous with the highest quality beef hot dogs and golden crinkle cut French fries. Add an ever expanding range of contemporary menu alternatives such as hamburgers, cheesesteaks, Arthur Treacher's Fish & Chips, a full line of chicken products, breakfast menu, and specialty items, coupled with adaptable restaurant designs, superior support systems and excellent return on investment, and it's plain to see why Nathan's offers such an attractive business opportunity worthy of your consideration.

Investment Range: \$35,000 - \$1,000,000*Minimum Capital Required:* \$150,000*Franchising Since:* 1968*Franchised Outlets:* 300*Corporate Owned Stores:* 5

SUPPLIER

National Association of Women Business Owners

Booth # 974

Elizabeth Eiss

Coordinator

244 Fifth Avenue, 2nd Floor, Suite D60

New York, NY 10001 USA

Tel: 800-348-0489

Email: kcase@timeonhandservices.comWebsite: <https://nawbonyc.org/>

The National Association of Women Business Owners (NAWBO) is the premier business group of women entrepreneurs. NAWBO is the voice of more than 10 million women-owned businesses in the US. Since 1975, NAWBO has helped women grow their businesses.

**FRANCHISOR**

Natural Chicken Grill

Booth # 1230

Alexis Acosta

CEO

275 NE 18TH ST, Suite 108

Miami, FL 33132 USA

Tel: 305-458-2015

Email: john@franchisecreator.comWebsite: www.naturalchickengrill.com

Natural Chicken Grill is part of the quick-service restaurant industry. Our target market includes all segments of the population. Our primary product is the Natural Chop and varieties of chopped chicken over a bed of rice, quinoa or salad served with toppings and delicious homemade sauces.

Investment Range: \$210,000 - \$398,000

Minimum Capital Required: \$100,000

Franchising Since: 2019

Franchised Outlets: 2

Corporate Owned Stores: 3

**SUPPLIER**

NCR Silver

Booth #771

Clay Jenkin

Events Manager

864 Spring Street NW

Atlanta, GA 30308 USA

Tel: 937-470-4556

Email: clay.jenkin@ncr.comWebsite: www.ncrsilver.com

NCR Corporation is a global technology company leading how the world connects, interacts and transacts with business. NCR's assisted- and self-service solutions and comprehensive support services address the needs of retail, financial, travel, hospitality, gaming, public sector, telecom carrier and equipment organizations in more than 100 countries. The NCR Small Business division is an entrepreneurial team focused on thinking outside the cash register and delighting the small and medium business market. Our flagship product - NCR Silver - is a top cloud-based Android and Apple POS application. It includes an integrated marketing and CRM platform with robust multi-store features and a full feature web-based back office.

**FRANCHISOR**

Neighborly

Booth # 405

Laura Meads

Senior Marketing Coordinator

1010 North University Parks Drive

Waco, TX 76707 USA

Tel: 254-745-5051

Email: laura.meads@nbly.comWebsite: www.neighborlybrands.com

Neighborly is a holding company of 21 service brands, focused on repairing, maintaining and enhancing consumers' homes and businesses and is the world's largest home services franchisor serving 8.9 million+ customers. Founded as Dwyer Group in 1981 and based in Waco, Texas, Neighborly has over 3,600 franchisees.

Investment Range: \$50,000 - \$300,000

Minimum Capital Required: \$35,000

Franchising Since: 1981

Franchised Outlets: 3600



FRANCHISOR

Nestlé Toll House Cafe by Chip

Ben Padilla

Franchise Development
101 West Renner Road, Suite 240
Richardson, TX 75082 USA
Tel: 469-369-9675
Email: bpadilla@nestlecafe.com
Website: www.nestlecafe.com

The Nestlé brand reaches over 600 Million people per year. The key to our success is the passion we use to approach purchasing products, creating recipes and serving this outstanding food to our loyal Customer base.



SUPPLIER

New American Chamber of Commerce Booth #875

Pearl Phillip
President

26 Court Street, Suite 701
Brooklyn, NY 11242 USA
Tel: 718-722-9217
Fax: 718-222-3153
Email: info@chambercoalition.org
Website: www.chambercoalition.org

Coalition of Multicultural Chambers of Commerce with a plethora of networking activities for our entrepreneurial members including seminars, workshops, small business boot camps. Topics include business plans, money for your business, social media, minority certification, franchising, international trade and global business. Certificate programs include paralegal, executive entrepreneur, executive assistant, travel agent, nanny training and women's leadership. We also publish community newspapers and broadcast a radio show which covers New York.

Booth #1133



FRANCHISOR

Nexterus Franchising LLC

Ryan Polakoff
VP- Sales & Marketing
802 Far Hills Drive
New Freedom, PA 17349 USA
Tel: 717-227-5707
Email: franchise@nexterus.com
Website: www.nexterusfranchising.com

Flexible, scalable, professional business with low overhead, no inventory, minimal staffing needs and the potential to work from home. Multiple streams of revenue from supply chain consulting and management services. An opportunity to put your skills to work as you grow your own business in a dynamic market.

Investment Range: \$77,800 - \$154,300
Franchising Since: 2018
Franchised Outlets: 1
Corporate Owned Stores: 1

Booth # 445



FRANCHISOR

N-Hance

Dwayne Tanner
SVP, Franchise Development
1530 North 1000 West
Logan, UT 84321 USA
Tel: 615-988-3754
Email: dwayne.tanner@nhance.com
Website: nhancefranchise.com

N-Hance Wood Refinishing is an innovative, affordable cabinet and hardwood floor renewal service. Franchisees restore the natural beauty of wood at a fraction of the cost with no chemical odors, and in half the time. We are the face of wood refinishing and the premier choice for kitchen remodeling.

Investment Range: \$50,000 - \$100,000
Minimum Capital Required: \$50,000
Franchising Since: 2006
Franchised Outlets: 524

Booth # 924





FRANCHISOR

Nikita Hair Franchise**Booth #1124**

Andrea Lyman
CEO

6501 Congress Ave., Suite 200

Boca Raton, FL 33487 USA

Tel: 561-757-8469

Email: omar@franchisecreator.com

Website: www.nikitahair.com/nikita-hair-franchise



Together we will create the greatest adventure within hair and beauty history! Nikita Hair, established in 1984, founded by Inger Nicolaisen, is one of Europe's largest and leading companies.

Nikita Hair has 150 hair salons and growing, with more than 1,000 employees. A strong business, you can't cut hair on the internet!

Investment Range: \$162,300 - \$268,550

Minimum Capital Required: \$150,000

Franchising Since: 2018

Franchised Outlets: 1

Corporate Owned Stores: 150



SUPPLIER

NJ SBDC at Rutgers New Brunswick**Booth # 1157**

Elayne P. McClaine
Regional Director

100 Rockefeller Road

Piscataway, NJ 08854 USA

Tel: 848-445-8796

Fax: 732-445-2239

Email: njsbdcnb@business.rutgers.edu

Website: www.business.rutgers.edu/njsbdcnb

The NJ SBDC network is composed of 12, full-service, regional centers, and an additional 27 affiliate (or satellite) offices located throughout the state. Regional centers are hosted by Rutgers University and other colleges and universities. NJSBDC Clients are assisted in exploring their business ideas, developing and assessing their business plans, making cash flow projections, preparing accurate financial statements, and formulating marketing strategies. Experts provide training in international trade, government procurement, technology commercialization, franchising and e-commerce.



FRANCHISOR

No-H2O**Booth # 315**

Emmet O'Brian
CEO

Beacon Center, Beacon South Quarter Sandyford

Sandyford, D18 Ireland

Tel: 954-505-9335

Email: info@noh2o.com

Website: www.noh2o.com

No-H2O is leading the way in On Demand and waterless car-washing. Having been established in Europe and the Middle East over the last 10 years No-H2O is now offering exclusive franchise territories in the USA where it's poised to become the Uber of carwashing.

Investment Range: \$337,000 - \$365,000

Minimum Capital Required: \$150,000

Franchising Since: 2007

Franchised Outlets: 30



FRANCHISOR

ONE Cannabis**Booth # 423**

Justin Livingston
Vice President of Franchise Development

100 Garfield Street, Suite 400

Denver, CO 80206 USA

Tel: 720-222-0500 / +1 720-222-0500

Email: justin@ocginc.com

Website: www.ocginc.com

ONE Cannabis, a retail franchise founded on the proven model perfected by accomplished dispensary chain Green Man Cannabis. With countless awards and decades of franchise and cannabis prowess, ONE has built the world's most powerful cannabis franchise system and is positioned for meteoric growth in the nascent industry.

Investment Range: \$750,000 - \$2,500,000

Minimum Capital Required: \$750,000

Franchising Since: 2018

Franchised Outlets: 5

Corporate Owned Stores: 3

FRANCHISOR

One You Love Homecare, LLC**Booth # 743**

David Giacobbo
 President
 1538 Packer Avenue
 Philadelphia, PA 19145 USA
 Tel: 866-660-7136
 Fax: 800-280-1593
 Email: david@oneyoulovehomecare.com
 Website: oneyoulovehomecare.com

We are looking for Franchisees to own and operate a Private Duty Home care agency non-medical in nature offering Personal Care and Companion Care to seniors and other adults in the privacy of their own home.

Investment Range: \$84,000 - \$138,850
 Franchising Since: 2019
 Corporate Owned Stores: 1



SUPPLIER

Options Plus Plan**Booth # 971**

Frank Villares
 Director - Strategic Partnerships
 1501 Hamburg Turnpike, Suite 201
 Wayne, NJ 07470 USA
 Tel: 877-783-0235 / 877-783-0235
 Email: frank@optionsplusplan.com
 Website: www.optionsplusplan.com

Options Plus offers Medical Plans and an array of other benefits tailored specific to the franchise industry. Options Plus provides easy to implement, fully customizable plans that are the most affordable in the industry. Our plans are national and solve the ACA requirements and mandates.

FRANCHISOR

Ornare**Booth # 1266**

Pitter Schattan
 Director
 150 East 58th Street, Suite 461
 New York, NY 10155 USA
 Tel: 917-547-2657 / +5535991169038
 Email: gisele.montans@ornareny.com
 Website: Ornare.com

Ornare is a 32 years brazilian leading luxury design company with a decades-long tradition of craftsmanship. We are specialized in unique, high-quality, sophisticated and tailor-made kitchens, bathrooms, closets, wall systems and offices. 10 showrooms in Brazil and 5 in the USA 13 years (Miami, NYC, Houston, Dallas, LA).

Investment Range: \$200,000 - \$500,000
 Minimum Capital Required: \$200,000
 Franchising Since: 2006
 Franchised Outlets: 10
 Corporate Owned Stores: 5



FRANCHISOR

Orthotic & Prosthetic Clinics of America

Edward Kaufman
 629 Chapel Street
 New Haven, CT 06511 USA
 Tel: 888-424-1620
 Email: info@opclinicsamerica.com
 Website: www.opclinicsamerica.com

We are looking for investors to match with our practitioners to open an orthotic and prosthetic franchise. No experience necessary. Fantastic reimbursements and return on investment. The investor can be as much hands on or hands off as they wish. We do all your billing, training, assist with marketing, and so much more!

Investment Range: \$35,000 - \$100,000
 Franchising Since: 2017



FRANCHISOR

Outer Banks Boil Company**Booth # 741**

Matt Khouri
 Founder & Owner
 785 Sunset Boulevard Suite D, PO Box 341
 Corolla, NC 27927 USA
 Tel: 410-707-2596
 Email: obxboilco@gmail.com
 Website: www.outerbanksboilcompany.com

Outer Banks Boil Co. is an alternative dining experience specializing in low-country boils. We offer take-out and catering services to provide customers with more than just a meal but an experience they will remember long after they have finished eating.

Investment Range: \$75,000 - \$175,000
 Minimum Capital Required: \$50,000
 Franchising Since: 2019
 Corporate Owned Stores: 4



FRANCHISOR

Papaya King

Booth #1214

Steve Gardner
Franchise Development
179 East 86th Street
New York, NY 10028 USA
Tel: 201-873-2463
Email: stevenroygardner@gmail.com
Website: www.papayakingfranchising.com

Papaya King is the original. Accept no imitations. Since 1932, we have been serving our special recipe, one-of-a-kind franks and tropical drinks to New Yorkers and visitors of all ages and from all walks of life at our original 86th Street location. We have a passion for freshness, quality, flavor & fun!

FRANCHISOR

Paris Baguette

Booth # 233

Daryl Meyers
Senior Franchise Sales Manager
137 W. Commercial Avenue
Moonachie, NJ 07074 USA
Tel: 347-996-6885
Email: dmeysters@parisbaguette.com
Website: parisbaguette.com



We are premium bakery-café founded in 1988 specializing in delightful assortments of breads, pastries and cakes. Our mission is to bring happiness to everyone by adapting to people's ever-expanding palates with our decadent, unique and sophisticated pastries, breads, cakes as well as chef-inspired sandwiches and salads.

Investment Range: \$710,771 - \$1,207,426
Minimum Capital Required: \$400,000
Franchising Since: 2015
Franchised Outlets: 30
Corporate Owned Stores: 50

EST. 1961
PEARLEVISION

FRANCHISOR

Pearle Vision

Booth # 327

Dwayne Greer
4000 Luxottica Place
Mason, OH 45040 USA
Tel: 615-487-1302
Fax: 513-492-4613
Email: dgreer@luxotticaretail.com
Website: www.ownapearlevision.com



Pearle Vision is one of the largest eye care franchise retailers in North America, built around the neighborhood doctor with a distinct focus on patient care. Pearle Vision makes it easy to run a business with inventory management, insurance/billing support, national marketing programs, and a turnkey supply chain.

Investment Range: \$399,439 - \$603,904
Minimum Capital Required: \$100,000
Franchising Since: 1981
Franchised Outlets: 419
Corporate Owned Stores: 11

GREAT PRICES. NO REGIONS.
PET SUPPLIES PLUS

FRANCHISOR

Pet Supplies Plus

Booth #1047

Chris Schultz
Marketing Specialist
17197 North Laurel Park Drive, Suite 402
Livonia, MI 48152 USA
Tel: 734-793-6550
Email: cschultz@petsuppliesplus.com
Website: www.petsuppliesplus.com/franchise/learnmore



Pet Supplies Plus (PSP) is America's Favorite Neighborhood Pet Store. We make it easy for our neighbors to get better products and services for their pets. With 420+ locations in 33 states, our stores have a streamlined design making it easy to navigate the industry's widest assortment of natural foods, hard goods and pet services. We achieved our success by understanding the unique bond between humans and their pets. Our neighbors experience convenience, value and fun in every store. At Pet Supplies Plus, we're crazy for pets, too. We've earned our #1 ranking for Retail Pet Category in Entrepreneur Magazine's Franchise 500 for the 4th straight year



FRANCHISOR

Peterbrooke Chocolatier

Jeff Smith
COO

4339 Roosevelt Boulevard, #400
Jacksonville, FL 32210 USA

Tel: 561-628-3193

Fax: 904-354-1946

Email: jsmith@peterbrooke.com

Website: www.peterbrooke.com

Peterbrooke Chocolates brought the art of European chocolate making into American neighborhoods. We are a celebration of chocolate. From traditional favorites like decadent truffles and cremes to modern temptations like swiss chocolate covered popcorn and Italian Gelato. This is your dream franchise, in chocolate.

Investment Range:	\$212,750 - \$333,500
Minimum Capital Required:	\$75,000
Franchising Since:	2006
Franchised Outlets:	14
Corporate Owned Stores:	8



FRANCHISOR

Philly Pretzel Factory

Tom Monaghan
Chief Development Officer
1525 Ford Road
Bensalem, PA 19020 USA

Tel: 800-679-4221

Fax: 215-437-6830

Email: info@spfsinc.com

Website: www.phillypretzelfactory.com

Philly Pretzel Factory serves award winning hot "outta the oven" soft pretzels, pretzel dogs, rivets, party trays, twists, pretzel cheese steaks. These amazing and delicious snacks / meal replacement items are loved by everyone, everywhere, and all times of the day. Business combines retail and business to business sales.

Investment Range:	\$160,000 - \$300,000
Minimum Capital Required:	\$100,000
Franchising Since:	2004
Franchised Outlets:	159
Corporate Owned Stores:	8

Booth # 431



PHYSICAL THERAPY NOW

FRANCHISOR

Physical Therapy NOW

Booth # 1221

Sharmila Cattani
Franchise Vice President
15680 SW 88th Street, 101
Miami, FL 33196 USA
Tel: 786-942-3640

Email: franchise@physicaltherapynow.com
Website: www.physicaltherapynow.com

Physical Therapy NOW has revolutionized the high demand industry of Physical Therapy by opening up to outside investment. We provide franchisees with Medicare, Medicaid, Healthcare Insurance & Workers Comp contracts for more access to patients. Clinical and Non Clinical individuals seeking an easy to operate, turn key model.

Investment Range:	\$150,000 - \$210,000
Minimum Capital Required:	\$60,000
Franchising Since:	2016
Franchised Outlets:	22
Corporate Owned Stores:	5



FRANCHISOR

Pillar To Post Home Inspectors

Booth # 616

Eric Steward
Marketing Manager, Franchise Recruitment
200-14502 North Dale Mabry Highway
Tampa, FL 33618 USA
Tel: 416-620-3557
Fax: 416-620-3961

Email: franchise@pillartopost.com
Website: franchise.pillartopost.com

The leader in North American home and property inspection, Pillar To Post, has been named a Top 50 Franchise for Franchisee Satisfaction, Top Low Cost Investment by Franchise Business Review, and a top ranked Franchise Business for each of the last 13 years by Entrepreneur Magazine's Annual Franchise 500®.

Investment Range:	\$36,550 - \$44,550
Minimum Capital Required:	\$10,000
Franchising Since:	1994
Franchised Outlets:	575





Pirtek USA

Booth #705

Nick Ridgway
Franchise Development Manager
300 Gus Hipp Boulevard
Rockledge, FL 32955 USA
Tel: 888-774-7835
Fax: 321-701-3322
Email: franchises@pirtekusa.com
Website: www.pirtekusa.com



PIRTEK, hydraulic and industrial hose service provides the fastest on site hose repair service with more than 300 emergency mobile service vehicles and more than 80 franchises throughout the USA. PIRTEK serves a wide variety of industrial industries and focuses on minimizing equipment downtime. We'll Keep You Operating!

Investment Range: \$161,900 - \$782,300
Minimum Capital Required: \$100,000
Franchising Since: 1997
Franchised Outlets: 80



Pita Pit

Booth # 323

William Wilfong
VP of Franchise Development
105 North 4th Street
Coeur D'alene, ID 83814 USA
Tel: 208-819-2377
Fax: 208-763-0442
Email: bill.wilfong@pitapitusa.com
Website: www.pitapitusa.com



Pita Pit is a restaurant franchise with a new and unique approach. The goal is to offer quality, healthy, fresh food – fast! We first opened in 1995 and in recognizing the new trend, we set out on a journey that would see Pita Pit restaurants open across Canada and the US and now throughout the world.

Investment Range: \$197,638 - \$410,277.50
Minimum Capital Required: \$75,000
Franchising Since: 1999
Franchised Outlets: 600
Corporate Owned Stores: 12



Poki Bowl

Booth # 1129

Lazaro Lopez
Business Development Manager
7300 North Kendall Dr STE 340
Miami, FL 33156 USA
Tel: 305-592-9229
Email: Laz@pokibowl.com
Website: pokibowl.com

We've eliminated the need for expensive kitchen equipment, no grill or hood installation needed. No kitchen required! Our busiest operations require no more than 4 employees at any given time. We disclose our item 19 numbers. This is the only poke franchise with the most experienced franchise executive team.

Investment Range: \$169,750 - \$326,500
Minimum Capital Required: \$65,000
Franchising Since: 2018
Franchised Outlets: 67
Corporate Owned Stores: 4



Pretzelmaker

Booth # 427

Tim Linderman
Chief Development Officer
5555 Glenridge Connector, Suite 850
Atlanta, GA 30342 USA
Tel: 770-514-4500 / 800-524-6444
Fax: 770-514-4903
Email: franchiseinfo@gfgmanagement.com
Website: www.pretzelmakerfranchise.com



Since 1991, Pretzelmaker® has specialized in fresh baked, hand-rolled soft pretzel products, dipping sauces and beverages. Recognized as innovators in their industry, the brand is credited with inventing the Pretzel Dog, Mini Pretzel Dogs, and the portable Pretzel Bites. Pretzelmaker currently has 192 locations worldwide.

Investment Range: \$216,200 - \$343,000
Minimum Capital Required: \$100,000
Franchising Since: 1992
Franchised Outlets: 192

FRANCHISOR

PrimoHoagies

Booth # 438

Adam Biedenbender
610 Ryan Avenue, Unit V4
Westville, NJ 08093 USA
Tel: 954-632-4220
Fax: 856-742-5000

Email: adam@primoHoagies.com
Website: www.primoHoagies.com

PrimoHoagies is a gourmet Italian Sandwich Shop (Hoagies), which separates itself from any competition by using only the highest quality ingredients along with its signature fresh baked bread. With nearly 100 total locations since 2003, PrimoHoagies has created a brand loyalty among its customer base that is 2nd to none within its category.

Investment Range: \$196,200 - \$351,500
Minimum Capital Required: \$80,000
Franchising Since: 2002
Franchised Outlets: 86
Corporate Owned Stores: 1



FRANCHISOR

PropertyGuys.com

Booth # 1026

Ken LeBlanc
1133 Street. George Boulevard, Suite 50
Moncton, NB, E1E4E1 Canada
Tel: 844-333-7017
Email: opportunities@propertyguys.com
Website: www.propertyguys.com/franchise

Become a PropertyGuys.com franchise master franchisor and join the team that is changing the real estate industry forever. We have created a marketing system that is transparent and includes a community of real estate professionals. No Real Estate License Required.

Investment Range: \$250,000 - \$1,000,000
Minimum Capital Required: \$400,000
Franchising Since: 2001
Franchised Outlets: 85
Corporate Owned Stores: 1



Primrose Schools

FRANCHISOR

Primrose School Franchising Company Booth #923

Jamie Davis
Director, Franchise Development
3660 Cedarcrest Road
Acworth, GA 30101 USA
Tel: 770-529-4100
Fax: 770-529-1551

Email: Franchising@PrimroseSchools.com
Website: www.Franchise.PrimroseSchools.com

Primrose Schools®, the Leader in Early Education and Care®, is growing! Founded in 1982, we have close to 400 schools in 29 states. Our exclusive Balanced Learning® approach balances purposeful play with nurturing guidance. We believe who a child becomes is as important as what they know.

Investment Range: \$553,180 - \$7,039,578
Minimum Capital Required: \$500,000
Franchising Since: 1988
Franchised Outlets: 385



FRANCHISOR

PuroClean

Booth # 1005

Tim Courtney
Vice President of Franchise Development
6001 Hiatus Road, Suite 13
Tamarac, FL 33321 USA
Tel: 800-351-2282
Fax: 800-995-8527
Email: sales@PuroClean.com
Website: purocleanfranchise.com

Known as the "Paramedics of Property Damage," PuroClean provides water damage remediation, flood water removal, fire & smoke damage remediation, mold removal, and biohazard cleanup to commercial and residential customers. PuroClean has quickly become one of the fastest growing property restoration franchise organizations.

Investment Range: \$72,702 - \$94,692
Minimum Capital Required: \$70,000
Franchising Since: 2001
Franchised Outlets: 270+



SUPPLIER**Qualigence International****Booth # 277**

Jennifer Reisig
35200 Schoolcraft Road
Livonia, MI 48150 USA
Tel: 734-432-6300
Email: info@qualigence.com
Website: qualigence.com

Qualigence International is a talent acquisition & optimization firm dedicated to helping companies hire the right people and achieve superior performance. We operate with an "anti-agency" mission to redefine recruiting with services that deliver genuine value.

**SUPPLIER****QX Accounting Services Inc.****Booth # 270**

Laurence Whittam
18 Broad Street
Bloomfield, NJ 07003 USA
Tel: 551-227-8165
Email: Laurence.Whittam@qxas.us.com
Website: www.qxas.us.com

Leveraging innovative technology, process excellence and skilled teams, QXAS delivers cost-efficient, secure and quality end-to-end accounting, payroll and sales tax outsourcing services to established and growing franchise businesses across the USA.

RAKKAN RAMEN

FRANCHISOR**Rakkan Ramen****Booth # 217**

Ken Ishiyama
Franchise Development Consultant
629 South Pacific Coast Highway
Redondo Beach, CA 90277 USA
Tel: 310-543-0586
Email: franchise@rakkaninc.com
Website: rakkaninc.com

With a traditional Japanese soup stock full of UMAMI, RAKKAN Ramen presents a new ramen experience. We generate UMAMI magic by slowly simmering vegetables and special seaweed to extract the best flavor. We'll serve you a new and healthy alternative of ramen with soup, 100% free of meat or seafood.

Investment Range: \$300,000 - \$700,000
Corporate Owned Stores: 3

**FRANCHISOR****Randy's Donuts****Booth # 1025**

Thomas Bartsch
VP Marketing & Development
419 Hindry Avenue, Suite B
Inglewood, CA 90301 USA
Tel: 424-371-6500 / +13238682404
Email: corporate@randysdonuts.com
Website: www.randysdonuts.com

World Famous Randy's Donuts and it's iconic 32' rooftop donut is the most recognized & photographed donut shop in the world; and, is now offering franchises for the first time in its 60-year history. More than just an icon, Randy's has been on nearly every BEST DONUT list! Over 50 varieties of raised & cake donuts handmade.

Investment Range: \$370,000 - \$526,000
Minimum Capital Required: \$300,000
Franchising Since: 2019
Franchised Outlets: 4
Corporate Owned Stores: 4

**FRANCHISOR****Running Boards Marketing****Booth # 1028**

Christopher Brooks
Franchise Development Director
19138 US Route 11
Watertown, NY 13601 USA
Tel: 336-906-1663
Email: chrisb@RBM-franchise.com
Website: www.runningboardsmarketing.com

Running Boards Marketing: Digital out-of-home advertising's next evolution. Our Digital Advertising Vehicles use high-impact LED screens to drive client messages right to their target audience. The ads are mobile, customizable & trackable. We're the first franchise of our kind. Come join our story!

Investment Range: \$71,500 - \$254,900
Minimum Capital Required: \$50,000
Franchising Since: 2019
Corporate Owned Stores: 1



FRANCHISOR

Regal Maid Service

Booth # 1237

Joanne Hollindrake
21580 Atlantic Boulevard, Suite 100A
Sterling, VA 20166 USA
Tel: 800-577-5947 / 703-975-8728
Email: office@regalmaids.com
Website: www.regalmaidservice.com



Regal Maid Service has delivered exceptional housecleaning services with a British touch for more than twenty years. There are now more than thirty locations throughout Florida, Virginia & Georgia. Regal Maid Service offers a unique, British approach to housecleaning that passes the white glove test every time.

Investment Range: \$119,000 - \$145,000
Franchising Since: 1995
Franchised Outlets: 33
Corporate Owned Stores: 1

FRANCHISOR

Regus

Booth # 328

Darin Harris
Chief Executive Officer
15305 Dallas Pkwy, Suite 300
Addison, TX 75001 USA
Tel: 972-361-8100
Email: Darin.Harris@regus.com
Website: www.regus.com



Regus is the world's largest provider of flexible workspace, offering the widest range of products and services which allow individuals and companies to work however they need to. We're actively looking for franchise partners interested growth opportunities our business model can deliver for them.

Investment Range: \$425,000 - \$1,560,000
Minimum Capital Required: \$1,000,000
Franchising Since: 2019
Corporate Owned Stores: 1030

FRANCHISOR

Reis and Irvy's Frozen Yogurt

Booth # 133

Andrew Beach
2620 Financial Court, #100
San Diego, CA 92117 USA
Tel: 858-210-4229
Email: andrew.beach@reisandirvys.com
Website: reisandirvys.com

Reis & Irvy's is delivering the future of frozen yogurt! As the world's first robotic frozen yogurt vending machine, this incredible marvel serves customers up to seven delicious flavors of frozen yogurt, ice cream, sorbets or gelato with a choice of up to six incredible toppings and all within 60 seconds or less.

Investment Range: \$150,000 - \$510,000
Minimum Capital Required: \$150,000
Franchising Since: 2016
Franchised Outlets: 203
Corporate Owned Stores: 4

FRANCHISOR

Restoration1

Booth # 609

Gary Findley
Chief Executive Officer
5113 Steinbeck Bend Drive
Waco, TX 76708 USA
Tel: 800-993-0803
Email: gary@Restoration1.com
Website: www.restoration1franchise.com



Restoration 1 is a recession proof franchise that handles the full service water, smoke, fire and mold remediation services. With almost 250 locations in the U.S. this brand provides services to the commercial and residential clients in markets throughout North America. We have low overhead, low investment.

Investment Range: \$100,000 - \$499,000
Minimum Capital Required: \$50,000
Franchising Since: 2010
Franchised Outlets: 225



solutions

SUPPLIER**Retail Solutions****Booth # 704****David Simmonds****President & Founder****7320 North Mopac Expressway, Suite 101****Austin, TX 78731 USA****Tel: 512-474-5557****Email: david@retailsolutionsre.com****Website: retailsolutionsre.com**

Whether you're in the restaurant business, operate a salon, or offer fitness solutions, fulfilling your expansion needs & strategies is a science & an art. Finding superior locations, out-positioning your competition, to improve your bottom line - this is what we do! Meet with us to break down the site selection process step by step!

**RIKO'S****FRANCHISOR****Riko's Pizza****Booth # 647****Luigi Cardillo, Jr.****CFO, COO****P.O. Box 111362****Stamford, CT 06911 USA****Tel: 203-504-8183****Fax: 203-504-8182****Email: franchise@rikospizza.com****Website: www.rikosfranchise.com**

The premier thin crust pizza brand has revolutionized the pizza business. Our Thin Crust, Hot Oil Pizza earns repeat customers time & time again. Unique product, no restaurant experience needed, two business models, full training & protected territories. Riko's gives you a distinct competitive advantage.

Investment Range: \$485,400 - \$679,800*Minimum Capital Required:* \$200,000*Franchising Since:* 2018*Franchised Outlets:* 1*Corporate Owned Stores:* 3**FRANCHISOR****Rita's Franchise Company****Booth # 829****Lori Shaffron****Senior Director of Franchise Sales****1210 Northbrook Drive, Suite 310****Trevose, PA 19053 USA****Tel: 800-677-7482****Fax: 866-449-0974****Email: franchise_sales@ritascorp.com****Website: www.ownaritas.com**

Since 1984, Rita's Italian Ice has been dedicated to serving up a big dose of happiness with variety of "Cool Treats" including its famous Italian Ice, made fresh daily with real fruit and Old-Fashioned Frozen Custard, in a fun-filled atmosphere. Over thirty years later, we are still spreading "Ice, Custard, Happiness!"

Investment Range: \$172,225 - \$430,900*Minimum Capital Required:* \$100,000*Franchising Since:* 1989*Franchised Outlets:* 570+**FRANCHISOR****RNR Tire Express****Booth #515****Vince Ficarrotta****Vice President, Franchising****13922 Monroes Business Park****Tampa, FL 33635 USA****Tel: 800-449-8744****Email: Vince@RNRtires.com****Website: RNRfranchise.com**

We lease quality tires and custom wheels using our unique "pay-as-you-go" program to a growing and under served market segment. At RNR "You've Got Options" means a customer can select a payment plan that matches their budget and "try before they buy" without a large down payment or credit check.

Investment Range: \$500,000 - \$1,000,000*Minimum Capital Required:* \$500,000*Franchising Since:* 2003*Franchised Outlets:* 119*Corporate Owned Stores:* 15

SUPPLIER**Roborus****Booth # 371****Scott Dong****Sales & Marketing Manager****No.953AB KIST H-1, 5 Hwarang-ro 14-gil****Seoul, Seongbuk-gu, 02792 South Korea****Tel: 323-683-3527 / +821028202458****Fax: +82-2-6941-0309****Email: cyberdjm@roborus.co.kr****Website: www.roborus.ai**

ROBORUS is a robotics company that's integrating AI with customer service in cafes, fast-food restaurants, and shops. We developed robots and kiosks that use face recognition technology to identify returning customers. Also, our ML software collects the customer's key metrics like ordering patterns and spending budgets.

**FRANCHISOR****Roy Rogers****Booth # 1021****Joseph Briglia****Director, Real Estate & Franchise Development****4991 New Design Road, Suite 109****Frederick, MD 21703 USA****Tel: 301-695-5051****Fax: 301-695-5066****Email: jbriglia@royrogersrestaurants.com****Website: www.royrogersrestaurants.com**

QSR Roy Rogers Restaurants offers broad appeal across multiple dayparts and generations serving up a "Triple Threat" - USDA choice roast beef, hand-breaded, fresh fried chicken and burgers. Known for its famous 'Fixin's Bar', where guests customize their orders with variety of fresh produce, condiments and signature sauces.

Investment Range: \$767,250 - \$1,580,950*Minimum Capital Required:* \$500,000*Franchising Since:* 1980*Franchised Outlets:* 26*Corporate Owned Stores:* 24**FRANCHISOR****Rytech Water Damage and Mold Specialists****Booth # 620****Steven Seabaugh****Franchise Development****1690 Roberts Boulevard, Suite 120****Kennesaw, GA 30144 USA****Tel: 706-372-0057****Fax: 678-540-3080****Email: sseabaugh@rytechinc.com****Website: www.rytechinc.com**

Rytech Restoration specializes in water damage repair and mold repair/removal. This 9 billion plus dollar industry offers franchisees the opportunity to build a successful business in their community starting as a home-based business. When homes are damaged by water or mold they need to be repaired, quicker than later.

Investment Range: \$75,000 - \$135,000*Minimum Capital Required:* \$75,000*Franchising Since:* 1996*Franchised Outlets:* 54*Corporate Owned Stores:* 8**SUPPLIER****SBA Loan Group****Booth # 249****Cara Murray****Senior Commercial Loan Manager****84 West Park Place, 2nd Floor****Stamford, CT 06901 USA****Tel: 347-533-6261****Email: jim@sbaloangroup.com****Website: www.sbafunding.com**

Starting up a Franchise? Expanding? Looking for Real Estate? Don't know where to start with Franchise Financing? Our company was founded around one goal: to help package and provide SBA-backed business loans to businesses across various industries including Franchises. Let us help you acquire a franchise today!



FRANCHISOR

School of Rock

Booth # 312



Anthony Padulo

Chief Development Officer

529 Pennsylvania Avenue, Suite 100

Glen Ellyn, IL 60137 USA

Tel: 866-947-8754 / 866-947-8754

Email: franchiseopportunities@schoolofrock.com

Website: franchising.schoolofrock.com

We're the largest music education franchise in the U.S. and we've expanded to over 200 schools in nine countries across the globe in over two decades of operation. From 2014 to 2018, we added 70 music school franchises thanks to our strong leadership, years of expertise and franchisee-focused support.

Investment Range: \$192,150 - \$422,100

Minimum Capital Required: \$100,000

Franchising Since: 2005

Franchised Outlets: 190

Corporate Owned Stores: 41



SUPPLIER

Schuckman Realty Inc.

Booth # 676

Jack Pierce

Director of Marketing

1983 Marcus Avenue, Suite 102

Lake Success, NY 11042 USA

Tel: 516-496-8888

Fax: 516-496-8905

Email: marketing@schuckmanrealty.com

Website: schuckmanrealty.com

Schuckman Realty is a full-service commercial real estate firm serving New York and the surrounding tri-state area. Schuckman Realty has been responsible for millions of square feet of leasing and development and has been hired by numerous high-profile tenants to facilitate macro-market penetration.

FRANCHISOR

Scissors & Scotch

Booth # 1241

Erik Anderson

Co-founder

50 East. 13th Street, Unit #1511

Kansas City, MO 64106 USA

Tel: 402-332-7122

Email: erik@scissorsandscotch.com

Website: www.scissorsandscotch.com

Scissors & Scotch provides a badass grooming experience for men, and a kickass investment opportunity for you. At S&S, you can expect the old-school spirit of a barbershop with a new age twist. Classic grooming services, a fully stocked bar and a sleek setting join forces to create one helluva grooming experience.

Investment Range: \$412,175 - \$669,000

Minimum Capital Required: \$375,000

Franchising Since: 2017

Franchised Outlets: 5

Corporate Owned Stores: 2

SCORE | New York City

SUPPLIER

SCORE New York City

Booth #139

Jerry Sudnow

Mentor

26 Federal Plaza, Room 3100

New York, NY 10278 USA

Tel: 212-264-4507

Email: sudnow@scorenyc.org

Website: www.newyorkcity.score.org

SCORE New York City is the local chapter of a national organization with 300+ chapters across the US. It is a partner resource of the US Small Business Association. Founded in 1963, it provides free and confidential business mentoring to small businesses to increase their chances of success. Its 70 volunteer mentors include successful executives, business owners and professionals who with decades of experience across most fields and industry groups. We provide services to over 5,000 business owners each year in the NYC Metro Area.



SUPPLIER

SFV Services

Booth # 1172

Megan Rosen

Director of Business Development

25550 Grand River Avenue

Redford, MI 48240 USA

Tel: 800-630-1021

Email: megan.r@sfvservices.com

Website: www.sfvservices.com

Founded in 2006 SFV Services was established to meet the need for quality construction on a national level. Our core goal is to eliminate the need for multiple vendors and by doing so, cut mark up cost and delays. SFV Services offers franchisees all vendor services in a simple single point of contact.



FRANCHISOR

Shots

Booth # 1228

Oscar Zapata

CEO

356 NW 24th Street

Miami, FL 33127 USA

Tel: 305-571-0439 / 305-571-0439

Email: oscar@shotsfranchise.com

Website: www.SHOTSfranchise.com

SHOTS is a Party Bar, a lifestyle, and a Family. Marked by our colorful logo, unique prop concept, fun interactions, and attention-to-detail, SHOTS bars are unlike any other. With every SHOT comes a story that our repeat guests love to share. For tourists and locals alike. Check out our strong financial for more information.

Investment Range: \$143,900 - \$1,512,400

Minimum Capital Required: \$400,000

Franchising Since: 2015

Corporate Owned Stores: 2



FRANCHISOR

SI Staffing

Booth # 1128

Ivonne Escobar

Brand President

31 Light Street, Suite 400

Baltimore, MD 21202 USA

Tel: 410-547-2424

Email: ivonne@sistaffing.com

Website: www.sistaffing.com

SI Staffing specializes in staffing services in light industrial, administrative, technical, transportation, and medical fields. Do you like to make a positive impact on people and the community? This is the franchise for you. Experience is not necessary. Make money while helping others and making an impact.

Investment Range: \$70,000 - \$100,000

Minimum Capital Required: \$50,000

Franchising Since: 2018

Corporate Owned Stores: 1



FRANCHISOR

Signal Health Group

Booth # 329

Hahn March

President & CEO

10475 Crosspoint Boulevard

Indianapolis, IN 46256 USA

Tel: 800-953-6183

Email: hahnmarch@signalhg.com

Website: www.signalhg.com

Signal Health Group (SHG) is an integrated healthcare system that offers non-medical and medical in-home patient services. The company is expanding nationally to meet an increasing demand for home care services and currently offers affordable franchise opportunities in a rapidly expanding industry.

Investment Range: \$50,000 - \$100,000

Minimum Capital Required: \$30,000 or more

Franchising Since: 2018

Franchised Outlets: 6

Corporate Owned Stores: 3



Signarama INTERNATIONAL FRANCHISE GROUP **FRANCHISOR**
Signarama
Booth # 932
AJ Titus
President
2121 Vista Parkway
West Palm Beach, FL 33411 USA
Tel: 561-517-0208
Fax: 561-868-6797
Email: Nbrucknerjr@ufgcorp.com
Website: signaramafranchise.com


World's largest sign franchise with nearly 800 locations in more than 50 countries. No experience required- We provide a turnkey franchise with assistance in site selection, lease negotiations, 5 weeks of training, store setup, staffing, marketing programs and more. B2B with minimal inventory required. Financing available.

Investment Range: \$185,000 - \$200,00

Minimum Capital Required: \$50,000

Franchising Since: 1987

Franchised Outlets: 800

FRANCHISOR
Slim Chickens
Booth # 1146
Jackie Lobdell
Executive Director Franchise Development
1088 East Millsap Road
Fayetteville, AR 72703 USA
Tel: 630-300-4798
Email: jackie@slimchickens.com
Website: slimchickensfranchise.com

Slim Chickens is known for having the right combination of crave-able food, a cool vibe, and that extra touch of southern hospitality. We are perfectly poised for development with the right investors. From site selection through grand opening, our team is with you every step of the way.

Investment Range: \$500,000 - \$1,400,000

Franchising Since: 2013

Franchised Outlets: 65

Corporate Owned Stores: 20

THE SLIME FACTORY **FRANCHISOR**
Slime Factory
Booth # 1127
Priscila Diep
Authorized Member
8888 SW 136 ST, STE 300A
Miami, FL 33176 USA
Tel: 305-964-5699
Email: franchising@wecraft.info
Website: www.theslimefactory.com

Witty and fun lab where children become scientists wearing lab coats and protective glasses while making amazing slimes using the different Maddie Rae's Slime Recipes. The attraction also offers a gooey slime pool, giant slime show, and a photobooth. Each children receives a certificate and takes their slimes home.

Investment Range: \$107,450 - \$215,900

Minimum Capital Required: \$107,450

Franchising Since: 2019

Corporate Owned Stores: 1

SUPPLIER
SMB Franchise Advisors
Booth #727
Steve Beagelman
Chief Executive Officer
124 East Court Street
Doylestown, PA 18901 USA
Tel: 267-767-8130
Fax: 215-345-4922
Email: info@smbfranchising.com
Website: www.smbfranchising.com


The SMB Franchise Advisors Team works with established brands seeking new and innovative approaches to business development through franchising, while being committed to helping individuals who are just beginning to franchise their concept. We help open doors from your first franchisee to developing your emerging brand beyond 100 units in operation. As your outsourced executive franchise team we will connect you with the right partners for your success. Learn more about our services and stop by our booth to visit our team.



FRANCHISOR

Smoothie King Franchises, Inc.

Booth # 544

Addison Targosz
Franchise Development Coordinator
9797 Rombauer Road., Suite 150
Dallas, TX 75019 USA
Tel: 214-935-8900
Fax: 214-432-5732
Email: Addison.Targosz@smoothieking.com
Website: www.smoothiekingfranchise.com

Smoothie King Franchise, Inc. is a privately held franchise company with over 1000 locations in 33 US states and internationally in 3 countries. In 2019, Entrepreneur's annual Franchise 500 list ranked Smoothie King #22 overall and, for the 27th year, #1 in the juice bar category.

Investment Range:	\$263,550 - \$844,485
Minimum Capital Required:	\$100,000
Franchising Since:	1989
Franchised Outlets:	1003
Corporate Owned Stores:	33



FRANCHISOR

SoBol

Booth # 726

Jason Mazarone
CEO
185 Waverly Avenue
Patchogue, NY 11772 USA
Tel: 631-419-3470
Email: jasonmazarone@gmail.com
Website: ownasobol.com

SoBol are the masters of the acai bowl. Acai, pitaya and green bowls, along with our fresh Smoothies are not only delicious, they are prepared fresh and made to order without the long wait. Our homemade granola, freshly made smoothie bases and customization options sets us apart from the rest.

Investment Range:	\$125,000 - \$200,000
Minimum Capital Required:	\$125,000
Franchising Since:	2016
Franchised Outlets:	29
Corporate Owned Stores:	3



SUPPLIER

Spadea Lignana, LLC

Booth # 348 E

Tom Spadea
Partner
1315 Walnut Street, Suite 1532
Philadelphia, PA 19107 USA
Tel: 215-525-1165
Fax: 215-525-1165
Email: tspadea@spadealaw.com
Website: www.spadealaw.com

Experience counts. Many of our partners have been executives at franchisors and even franchisees themselves. We help our clients think long term and build the legal framework to create long term value. We hate hourly billing as much as our clients and offer a flat, fair and simple billing model.



FRANCHISOR

Sparklicious

Booth # 424

Kristin McGuinness
333 North Bedford Road
Mount Kisco, NY 10549 USA
Tel: 845-548-7993
Email: hello@sparklicious.com
Website: www.sparklicious.com

Sparklicious offers classes, programs and parties centered around a mix of unique crafts and select glamour activities. The overriding theme to everything we do is to empower girls and young women to be creative, unique and confident.

Investment Range:	\$200,000 - \$400,000
Franchising Since:	2019
Corporate Owned Stores:	1

SUPPLIER

Sparkwork Software

Booth # 471

Bijay Baniya
Business Partnerships
169 11th Street
San Francisco, CA 94103 USA
Tel: 415-832-9578
Email: info@sparkwork.io
Website: www.sparkwork.io

Sparkwork is an easy-to-use software for franchisors for measuring, streamlining and automating their training and communication processes across their franchise network. Sparkwork is the #1 software for leading franchisors across the world for implementing data-backed behavior changes and aligning the brand & culture.

STARK & STARK
ATTORNEYS AT LAW

SUPPLIER

Stark & Stark, Attorneys At Law

Booth # 348 B

Adam J. Siegelheim
Esquire

993 Lenox Drive, Building Two

Lawrenceville, NJ 08648 USA

Tel: 609-896-9060

Fax: 609-895-7395

Email: asiegelheim@stark-stark.com

Website: www.stark-stark.com



To realize the maximum potential of your franchise concept, you'll need every advantage. Stark & Stark's Franchise group is dedicated to helping your system grow, adjust and face new challenges. Our clients benefit from the combination of our legal experience and insight to successfully navigate your business.

FRANCHISOR

Steak 'n Shake

Booth #532

Tom Murray

CFO, Franchise Operations

17802 Interstate Highway 10, #400

San Antonio, TX 78257 USA

Tel: 210-478-7119

Email: tom.murray@steaknshake.com

Website: www.steaknshake.com

Founded in 1934, Steak 'n Shake pioneered the concept of premium Steakburgers™ and hand-dipped milk shakes. Today, this 83 year-old classic American brand has recently revitalized its franchising program and is seeking single and multi-unit operators to expand its network of over 600 locations in North America with 120 more in the next 3 years. Steak n Shake also has locations open in France, Italy, Ibiza, Kuwait, Saudi Arabia and Portugal, with an additional 100 restaurants in development over the next 3 years. Steak n Shake, "The Original Better Burger".

STEP GLOBAL

SUPPLIER

Step Global Group

Booth # 348 C

Preeya Malik

Managing Director

Jumeirah Lakes Towers Cluster North, Jumeirah Business Center
(JBC) 4

Dubai UAE, 3203 United Arab Emirates

Tel: +971 (0) 4 770 7825

Email: preeya@stepglobalgroup.com

Website: www.stepglobalgroup.com

STRETCH ZONE
CREATING THE FUTURE OF STRETCHING

FRANCHISOR

Stretch Zone Franchising

Booth # 834

Mike Bush

CEO

1500 Cordova Road, #204

Ft. Lauderdale, FL 33316 USA

Tel: 954-328-9028

Email: mbush@stretchzone.com

Website: www.stretchzone.com



Stretch Zone® created the Stretching niche. With more experience, more stores, and the most experienced management team, Stretch Zone's patented equipment, proven business model and world class training provides franchisees with a true turn-key model to capitalize on the forever relevant and growing health & wellness market.

Investment Range: \$87,600 - \$164,100

Minimum Capital Required: \$75,000

Franchising Since: 2016

Franchised Outlets: 58

Corporate Owned Stores: 8

SUBWAY

FRANCHISOR

Subway

Booth # 839

Ralph Piselli

325 Sub Way

Milford, CT 06461 USA

Tel: 800-888-4848

Fax: 203-876-6688

Email: FranchiseNAmerica@subway.com

Website: www.subway.com



Founded in 1965 the Subway® chain is highly recognized with a system that includes training and support in all areas of operation. Subway offers better for you alternatives to traditional fast food. All Subway restaurants are owned and operated by almost 21,000 Franchise Owners in more than 100 countries.

Investment Range: \$140,050 - \$342,400

Franchising Since: 1974

Franchised Outlets: 41,000



Sugarmoon Salon

Booth # 1222

Paola Girotti

President

1509 Danforth Ave

Toronto, Ontario, M4J5C3 Canada

Tel: 647-997-4509

Email: paola@sugarmoonsalon.com

Website: sugarmoonsalon.com

For nearly 2 decades of business, Sugarmoon has been an industry leader and trainer in the art of sugaring hair removal. Sugarmoon has 3 corporate locations in the heart of Toronto and now wants to share its best business practices with the world to grow the brand. Sugarmoon's eco focused organics is a favourite with clients.

Investment Range: \$90,000 - \$250,000

Minimum Capital Required: \$150,000

Franchising Since: 2019

Corporate Owned Stores: 3



Supreme Courts Franchising, LLC

Booth # 1245

Tom Neuman

CEO/Chief Justice

7 Monmouth Road, Suite 1-A

Oakhurst, NJ 07755 USA

Tel: 732-978-0488

Email: supremekourts@aol.com

Website: supremekourts.com

SUPREME KOURTS; established in 1958 is the OLDEST premier builder of tennis, basketball & Golf clubs in the USA - SK management designs, builds & services private estates & public municipalities, Universities, high schools + the new USTA Fl. campus. We are virtually recession-proof & HIGHLY profitable for the past 61 years.

Investment Range: \$150,000 - \$250,000

Minimum Capital Required: \$150,000

Franchising Since: 2019

Franchised Outlets: 1

Corporate Owned Stores: 1



Sushi Sake

Booth # 905

Jose Schwank

7175 SW 47th Street, Suite 206

Miami, FL 33155 USA

Tel: 844-697-7253

Email: franchise@sushisakemiami.com

Website: www.sushisakemiami.com

A Japanese-themed restaurant featuring hibachi, teriyaki, Sushi, Sashimi, as well as our homemade signature sauces in a chic ambiance for an enriched dining experience. We offer franchises for both sit down, full service restaurants and live Teppanyaki service at our Hibachi tables.

Investment Range: \$350,000 - \$900,000

Minimum Capital Required: \$100,000

Franchising Since: 2018

Corporate Owned Stores: 14



The Barre Code

Booth # 920

Brook Wise

435 North LaSalle Drive

Chicago, IL 60654 USA

Tel: 405-922-8282

Email: brook@thebarrecode.com

Website: www.thebarrecodefranchise.com

Passion for personal training and empowerment through positivity led to the creation of The Barre Code in 2010 in the River North neighborhood of Chicago. Today, through a network of dedicated franchisees, The Barre Code impacts the lives of thousands of clients everyday through just over 50 studios and one #BarreCodeNation.

Investment Range: \$195,500 - \$408,300

Minimum Capital Required: \$195,500

Franchising Since: 2010

Franchised Outlets: 52

Corporate Owned Stores: 5



FRANCHISOR

The Brass Tap

Booth # 1008

Jamie Cecil

VP of Franchise Development
5660 West Cypress Street, Suite A
Tampa, FL 33607 USA
Tel: 813-226-2333
Fax: 813-226-0030
Email: jcecil@fscfranchiseco.com
Website: www.thebrasstapfranchise.com

The Brass Tap is an upscale neighborhood craft beer bar offering far more than the typical beer bar experience. We offer a selection of 60 taps of local and international rotating craft beers and over 150 bottles, full liquor selection and premium wines. Our menu offers an up-scale twist of classic favorites to share.

Investment Range: \$791,967 - \$1,327,475
Minimum Capital Required: \$250,000
Franchising Since: 2012
Franchised Outlets: 55
Corporate Owned Stores: 1

SUPPLIER

The Epoch Times

Booth #1181

Phina Sun
Assistant Director of Event Marketing
229 West 28th Street
New York, NY 10001
Phina.sun@ntdtv.com
212-736-8535

TRUTH: We aim to serve society by delivering the truth. We provide credible, quality news that is honest and unbiased, never slanting from the influence of outside interests. HUMANITY AND TRADITIONAL VALUES: We promote awareness of virtues, strive to reintroduce the beauty of forgotten traditional culture, and aim to positively impact people and society in everything we do.

FRANCHISOR

The Fashion Class

Booth # 1269

Kerri Quigley
Owner
21 West 39th Street
New York, NY 10018 USA
Tel: 646-329-6663
Email: kerri@thefashionclass.com
Website: thefashionclass.com

Since 2010 The Fashion Class has taught children, teens & adults the art of sewing & fashion-design through proprietary project-based learning. Offering classes, camps & parties year-round we've sewn with thousands of kids & complete our seasons with a professional fashion show. Our studios are educational, fun & fabulous!

Investment Range: \$91,000 - \$167,083
Franchising Since: 2019
Corporate Owned Stores: 1



FRANCHISOR

The Goddard School

Booth # 326

Jeff Travitz
National Sales Controller
1016 West 9th Avenue
King of Prussia, PA 19406 USA
Tel: 800-272-4901
Fax: 610-205-1800
Email: jtravitz@goddardsystems.com
Website: www.goddardschoolfranchise.com

Goddard Systems, Inc. is expanding The Goddard School® network throughout the country. With a successful system in place and dedicated franchisees, Goddard has achieved its initial goal as the acknowledged leader in franchised childcare.

Investment Range: \$653,800 - \$814,500
Minimum Capital Required: \$150,000
Franchising Since: 1988
Franchised Outlets: 501





FRANCHISOR

The Great Greek

Booth # 533

Jim Butler

President

2121 Vista Parkway

West Palm Beach, FL 33411 USA

Tel: 561-868-6790

Email: jbutler@ufgcorp.com

Website: www.thegreatgreekgrill.com

Owned by third generation restaurateurs, The Great Greek Grill has been in the business of delicious food for over 30 years. Delicious food is what we know, what we do, and what we love. Our team takes pride in using only the freshest, quality ingredients for meals that we prepare daily.

<i>Investment Range:</i>	\$500,000 - \$650,000
<i>Minimum Capital Required:</i>	\$180,000
<i>Franchising Since:</i>	2018
<i>Franchised Outlets:</i>	37
<i>Corporate Owned Stores:</i>	4

SUPPLIER

The Greater Harlem Chamber of Commerce

Booth #375

Emmett Causey

General Manager

200A West 136th Street

New York, NY 10030

Tel: 212-862-7200

Email: ecausey@harlemdiscover.com

The Greater Harlem Chamber of Commerce (GHCC), originally incorporated in 1896 as the Harlem Board of Trade, is celebrating over 12 decades of service to Upper Manhattan and the greater New York region. In spite of periodic intervals of economic and social challenges, GHCC has continually served as an anchor for regional, city-wide and community stability and progress.



FRANCHISOR

The Joint Corporation

Booth # 538

Brian Markus

National RD Director

16767 North. Perimeter Drive, Suite 240

Scottsdale, AZ 85260 USA

Tel: 480-245-5960

Email: Brian.Markus@thejoint.com

Website: www.thejointfranchise.com

The Joint Chiropractic franchise has taken the chiropractic industry by storm and risen from a small number of stores to over 450 locations open across the country in less than a decade. We are seeking qualified franchisees and Regional Developers for select markets - no medical experience is necessary to franchise with us.

<i>Investment Range:</i>	\$181,250 - \$341,050
<i>Minimum Capital Required:</i>	\$100,000
<i>Franchising Since:</i>	2010
<i>Franchised Outlets:</i>	409
<i>Corporate Owned Stores:</i>	51



FRANCHISOR

The Learning Experience

Booth #215

Essie Kronstat

Vice President Franchise Development

World Headquarters, 210 Hillsboro Technology Drive

Deerfield Beach, FL 33441 USA

Tel: 561-886-6400

Fax: 561-886-6433

Email: ekronstat@tlecorp.com

Website: www.thelearningexperience.com

The Learning Experience has been providing childcare services nationally and internationally for over 30 years. Today The Learning Experience is often recognized as a trendsetter and groundbreaker in the child care and early education industries. With our 10,000 square foot turnkey centers and through proprietary technological and academic innovations and advancements, The Learning Experience will continue to be ahead of the competition and the nation's fastest growing child care and early education franchise.

FRANCHISOR

The Melting Pot

Jesi Tarver

Sr. Director, Franchise Development

7886 Woodland Center Boulevard

Tampa, FL 33614 USA

Tel: 813-425-6209

Email: jtarver@frontburnerbrands.com

Website: www.meltingpotfranchise.com

In the business of making memories for over 40 years, The Melting Pot® is the world's largest fondue franchise restaurant creating an engaging dining experience that turns an evening out into so much more! With over 110 locations open in the U.S., Canada, Mexico and the Middle East.

Investment Range: \$955,080 - \$1,420,700

Minimum Capital Required: \$375,000

Franchising Since: 1985

Franchised Outlets: 111

Corporate Owned Stores: 3

Booth # 534

FRANCHISOR

The Original Hot Dog Factory

Tarji Carter

Chief Development Officer

572 Edgewood Avenue, Suite 116

Atlanta, GA 30312 USA

Tel: 404-488-8854

Email: tcarter@theoriginalhotdogfactory.com

Website: www.theoriginalhotdogfactory.com

The Original Hot Dog Factory is seeking experienced single or multi-unit franchisees to acquire and develop locations in shopping areas, airports, colleges, and more. We are looking for people with a passion for business, matched by their desire to deliver the highest-quality customer service and hospitality.

Investment Range: \$97,500 - \$562,887

Minimum Capital Required: \$40,000

Franchising Since: 2018

Franchised Outlets: 2

Booth # 1234

FRANCHISOR

The Source Bulk Foods

Jurgen Kernbach

Unit 2/ 15 Commercial Road

Murwillumbah 2484 NSW, 2484 Australia

Tel: +61 411 422 2228

Email: jurgen@thesourcebulkfoods.com.au

Website: thesourcebulkfoods.com.au

With stores already established in Australia, New Zealand, London and Singapore, The Source Bulk Foods is all about nourishing families and our planet by providing wholesome, nutritious whole foods free from unnecessary packaging and chemicals. Master and single unit franchises available.

Investment Range: \$200,000 - \$2,000,000

Minimum Capital Required: \$100,000

Franchising Since: 2013

Franchised Outlets: 57

Corporate Owned Stores: 2



FRANCHISOR

The Waffle Experience**Booth # 1232**

David Isbell

Chief Operating Officer

4391 Gateway Park Boulevard, Suite 650

Sacramento, CA 95834 USA

Tel: 805-990-5695

Email: david@thewaffleexperience.com

Website: www.thewaffleexperience.com

The Waffle Experience proudly offers a waffle-inspired menu where farm fresh ingredients come together with scratch kitchen recipes. Each location features our unique charm and is place where food is thoughtfully complemented with natural ingredients, plated & served with quality service to make guests feel right at home.

Investment Range: \$175,000 - \$599,000

Minimum Capital Required: \$250,000

Franchising Since: 2017

Franchised Outlets: 2

Corporate Owned Stores: 2



FRANCHISOR

Tierra Encantada

Booth # 1251

Kristen Denzer
President/CEO
5750 Wentworth Ave
Minneapolis, MN 55419 USA
Tel: 612-423-5326

Email: franchise@tierraencantada.com
Website: franchise.tierraencantada.com

Tierra Encantada, the leader in Spanish immersion early education, provides a caring learning environment for children 6 weeks to 6 years of age. Featuring cloth diapers, infant sign language, and organic meals; our unique approach is exactly what parents are looking for today - and we have the waiting lists to prove it.

Investment Range: \$591,520 - \$1,055,000
Franchising Since: 2019
Corporate Owned Stores: 5



FRANCHISOR

Tina Maids

Booth #1126

William Geronco
4475 US Highway, 1S
St. Augustine, FL 32086 USA
Tel: 305-592-9229

Email: franchise@tinamaids.com
Website: TinaMaids.com

Tina Maids uses the highest and most innovative technology that's revolutionizing the cleaning industry. From our proprietary cloud based software to our mobile apps, running your own cleaning franchise has never been so easy. Professional marketing and customer support, a state-of-the-art platform and booking system.

Investment Range: \$38,650 - \$52,900
Minimum Capital Required: \$38,650
Franchising Since: 2019
Corporate Owned Stores: 1

SUPPLIER

T-Mobile USA

Booth #577

Lilly Tran
Marketing Specialist
1 Park Avenue, 14th Floor
New York, NY 10016 USA
Tel: 646-691-7088
Email: lilly.tran2@t-mobile.com
Website: www.t-mobile.com

As America's Un-carrier, T-Mobile US, Inc. (NASDAQ: TMUS) is redefining the way consumers and businesses buy wireless services through leading product and service innovation. The Company's advanced nationwide 4G LTE network delivers outstanding wireless experiences to millions of customers who are unwilling to compromise on quality and value. Based in Bellevue, Washington, T-Mobile US provides services through its subsidiaries and operates its flagship brands, T-Mobile and MetroPCS.



SUPPLIER

TopFire Media

Booth # 422

Matthew Jonas
President
905 West 175th Street
Homewood, IL 60430 USA
Tel: 708-249-1090
Fax: 708-957-2395
Email: info@topfiremedia.com
Website: www.topfiremedia.com

TopFire Media: award-winning integrated public relations and digital marketing agency, specializing in franchise marketing. Experts in public relations, SEO, online marketing, website development, social media and more. Visit Booth #422 for a free assessment of your digital marketing needs.



UBREAKIFIX **FRANCHISOR****uBreakiFix****Bryson Smith**

Director of Franchise Sales

200 South Orange Avenue, Suite 200

Orlando, FL 32801 USA

Tel: 321-445-8810

Fax: 877-704-0497

Email: franchising@ubreakifix.comWebsite: www.ubreakifix.com/franchising

uBreakiFix specializes in electronics repair. From smartphones to computers to tablets and more, if it has a power button we will fix it. We are the industry leaders and have the partnerships and competitive advantages to back up our growth. Our fast cash-on-cash return on investment speaks for itself!

Investment Range: \$130,000 - \$150,000*Minimum Capital Required:* \$150,000*Franchising Since:* 2013*Franchised Outlets:* 475*Corporate Owned Stores:* 12**Booth # 714****FRANCHISOR****Uncle Louie G Italian Ices****Booth #1247****Dino Russo**

President

115 Johnson Street

Staten Island, NY 10309 USA

Tel: 718-966-3763

Fax: 718-966-3764

Email: dinoices@aol.comWebsite: [unclelouiegee.com](http://www.unclelouiegee.com)

At Uncle Louie G, we thrive to make our brand consumer's #1 CHOICE. We are committed to providing innovated Homemade Gourmet Ice Cream & Italian Ice. We have over 60 locations in 9 states and we allow our product to speak for itself. We offer 3 type of Franchise opportunities 1) Store Front 2) Kiosk 3) Mobile Concession.

Investment Range: \$15,000 - \$75,000*Minimum Capital Required:* \$25,000*Franchising Since:* 2007*Franchised Outlets:* 50**UNITED FRANCHISE GROUP***The Global Leader for Entrepreneurs!***FRANCHISOR****UFG Master Partners****Booth # 828****Mike Prince**

2121 Vista Parkway

West Palm Beach, FL 33411 USA

Tel: 561-868-2627 / 561-323-1936

Email: mprince@ufgcorp.comWebsite: www.unitedfranchisegroup.com

United Franchise Group, consisting of 8 unique franchise brands, is seeking "master license" candidates for targeted countries around the world. The UFG brands are: Signarama, Fully Promoted, Transworld Business Advisors, Supergreen Solutions, Experimax, Jon Smith Subs, The Great Greek, and VentureX.

Investment Range: \$100,000 - \$499,000*Minimum Capital Required:* \$100,000*Franchising Since:* 1987*Franchised Outlets:* 1500**UNIVERSITY OF LOUISVILLE**

COLLEGE OF BUSINESS

SUPPLIER**University of Louisville,
College of Business****Booth # 1170****Manuela Perri**

Business Development Manager

University of Louisville, College of Business

Louisville, KY 40292 USA

Tel: 502-852-4821 / 5028524821

Email: manuela.perri@louisville.eduWebsite: www.uoflbiz.com

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URBAN BRICKS
PIZZA CO. **FRANCHISOR**
Urban Bricks Pizza
Booth # 822

Sarah Chontos
 4 Dominion Dr. Building 5 Suite 200
 San Antonio, TX 78257 USA
 Tel: 210-495-6666
 Email: franchising@urbanbrickspizza.com
 Website: www.urbanbrickspizza.com



Urban Bricks offers authentic, customizable Pizza, Pasta, Paninis and Salad. Unlike other fast-casual pizza concepts, Urban Bricks offers delivery, drive-thru and full bar options. Customers can choose from over 30 fresh ingredients and our dough is made in-house daily. Wheat and gluten-friendly options are also available.

Investment Range: \$176,850 - \$643,500
Minimum Capital Required: \$250,000
Franchising Since: 2015
Franchised Outlets: 16
Corporate Owned Stores: 1

US GLASS FENCE **FRANCHISOR**
US Glass Fence
Booth #1235

Robin Leigh
 132 Pepes Farm Road.
 Milford, CT 06460 USA
 Tel: 844-348-6977
 Email: mail.@usglassfence.com
 Website: usglassfence.com

US Glass Fence designs, installs, and maintains frameless glass fencing and railing systems, one of the most exciting trends in the home improvement field. We have been operating for over five years and completed hundreds of successful installations. This "Business in a Box Truck" fits a box truck with all the tools needed to install frameless glass fencing and stainless steel railings.

SUPPLIER
US Small Business Administration - NYC Booth # 274

Man-Li Lin
 Economic Development Specialist
 26 Federal Plaza, Room 3100
 New York, NY 10278 USA
 Tel: 212-264-7060
 Fax: 202-292-3873
 Email: man-li.lin@sba.gov
 Website: www.sba.gov/ny/ny

The U.S. Small Business Administration (SBA) is a federal government agency. SBA New York District Office serves New York City, Long Island and the downstate seven counties. SBA's programs and services include: Financing, Business Education, Government Contracting Assistance, Disaster Assistance and Advocacy.

VENTURE X **FRANCHISOR**
THE FUTURE OF CO-WORKING
Venture X
Booth # 833

Mark Patek
 Venture X Director of Sales
 2121 Vista Parkway
 West Palm Beach, FL 33411 USA
 Tel: 214-799-3569
 Fax: 561-868-6360
 Email: mpatek@ufgcorp.com
 Website: www.venturex.com



Venture X is one of the first franchise opportunities in the new booming industry of co-working. Our Venture X locations provide freelancers, corporate professionals and everyone in-between, the ideal working conditions that encourage collaboration, creativity, and energy they need to be successful.

Investment Range: \$600,000 - \$1,200,000
Minimum Capital Required: \$300,000
Franchising Since: 2016
Franchised Outlets: 14
Corporate Owned Stores: 1



FRANCHISOR

Wayback Burgers

Booth # 415

Bill Chemero
 Chief Development Officer
 716 South Main Street
 Cheshire, CT 06410 USA
 Tel: 203-649-3392
 Fax: 203-651-1361
 Email: bchemero@waybackburgers.com
 Website: www.waybackburgers.com

At Wayback Burgers we use only fresh, never frozen ground beef, and cook every single burger to order. That's the way great tasting burgers used to be made, and the way we still make them today.

Investment Range: \$350,000 - \$450,000
Minimum Capital Required: \$125,000
Franchising Since: 2009
Franchised Outlets: 155
Corporate Owned Stores: 4

FRANCHISOR

WeSalon

Booth # 1253

Kim Herman
 1350 South Colorado Boulevard, Ste 171
 Denver, CO 80222 USA
 Tel: 720-530-6100
 Email: franchising@we-salon.com
 Website: www.we-salon.com/franchising

WeSalon is a technology-driven salon system that is revolutionizing the international salon industry with hourly station rentals for salon and spa professionals. Low initial investment costs, proprietary operational software and rigorous standards make WeSalon the premier investment in the salon franchise space.



FRANCHISOR

Wingstop Restaurants

Booth # 526

Todd Peterson
 VP of Franchise Development
 5501 LBJ Freeway, 5th Floor
 Dallas, TX 75240 USA
 Tel: 972-686-6500
 Fax: 972-331-8499
 Email: tpeterson@wingstop.com
 Website: www.wingstopfranchise.com

Founded in 1994 and headquartered in Dallas, TX, Wingstop Inc. (NASDAQ:WING) operates and franchises more than 1,200 locations across the U.S. and 9 countries internationally. Wingstop's wings are always cooked to order. Wingstop has grown its domestic same-store sales for over 14 consecutive years.

Investment Range: \$340,815 - \$631,292
Minimum Capital Required: \$600,000
Franchising Since: 1997
Franchised Outlets: 1133
Corporate Owned Stores: 29



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SUPPLIER

Winmark Franchise Partners

Booth # 1023

Alan Majerko
 Vice President, Corporate Development
 605 Highway 169 North., Suite 400
 Minneapolis, MN 55441 USA
 Tel: 763-520-8500
 Email: info@winmarkfranchisepartners.com
 Website: www.winmarkfranchisepartners.com

Winmark Franchise Partners assists emerging franchisors, businesses, and companies that are ready to take their growth to the next level through franchise development and expansion. We provide invaluable consulting experience, insight and financing for growing and managing a successful business.





FRANCHISOR

Woof Gang Bakery

Paul Allen

Founder and CEO

7575 Dr Phillips Boulevard, Suite 270

Orlando, FL 32819 USA

Tel: 407-355-9210

Fax: 877-554-1020

Email: paul@WoofGangBakery.com

Website: www.WoofGangBakery.com

Woof Gang Bakery is the leading specialty retailer of pet food, pet supplies, pet wellness and professional pet grooming in North America, with more than 110 locations across the U.S. Woof Gang Bakery is the 9th largest pet retailers in North America and one of Central Florida's top privately held companies.

Investment Range: \$140,000 - \$250,000

Minimum Capital Required: \$200,000

Franchising Since: 2007

Franchised Outlets: 128

Corporate Owned Stores: 1

Booth # 115



FRANCHISOR

WorkLodge

Mike Thakur

Founder & Chief Cheerleader

118 Vintage Park Boulevard, Suite W

Houston, TX 77070 USA

Tel: 844-967-5563

Email: mike@wordlodge.com

Website: wordlodgefranchise.com

We're a purpose driven workspace provider combining coworking with private office suites for teams of 1-100. Our spacious, all-inclusive solutions benefit startups through Fortune 500 Companies. Flexible, Fully Furnished Workspaces that Change Lives.

Investment Range: \$380,000 - \$1,500,000

Minimum Capital Required: \$250,000

Franchising Since: 2018

Franchised Outlets: 3

Corporate Owned Stores: 3

Booth # 1223



FRANCHISOR

Woofie's Pet Ventures

Amy Reed

Co-Owner

44200 Waxpool Road, Ste 137

Ashburn, VA 20147 USA

Tel: 571-758-5384

Email: franchise@woofies.com

Website: ownawoofies.com

Sit. Stay. Sniff Out the Woofie's Opportunity! Turn your passion for pets into a rewarding, first of its kind pet care business! Woofie's leads the pack in superior pet care. We stand out in the pet care franchise industry because our unique combination of services create multiple revenue streams for our franchisees.

Investment Range: \$102,785 - \$172,485

Franchising Since: 2018

Franchised Outlets: 2

Corporate Owned Stores: 1

Booth # 146



ZAXBY'S



FRANCHISOR

Zaxby's Franchising

Tray Doster

Franchise Sales Director

1040 Founders Boulevard, Suite 300

Athens, GA 30606 USA

Tel: 706-621-1339

Fax: 706-389-7159

Email: tdoster@zaxbys.com

Website: www.zaxbysfranchising.com

Enjoying great chicken in an atmosphere where you could be yourself? That's what childhood friends Zach McLeroy and Tony Townley wanted to achieve when they founded Zaxby's back in the 1990s. Many years and locations later, Zaxby's is still delivering on that promise: to serve delicious chicken fingers, wings, sandwiches and salads in a fun, offbeat atmosphere where we welcome customers as friends. Zaxby's has more than 900 locations in 16 states. For more information, visit www.zaxbysfranchising.com.

Investment Range: \$362,700 - \$742,500

Minimum Capital Required: \$500,000

Franchising Since: 1994

Franchised Outlets: 900

Corporate Owned Stores: 140

Booth # 847





FRANCHISOR

Ziebart

Booth # 849

Amanda House
Senior Franchise Development Manager

1290 East Maple Road

Troy, MI 48083 USA

Tel: 248-837-3944

Fax: 248-588-1444

Email: mriley@ziebart.com

Website: www.ziebart.com/franchising

Founded in 1959 and franchising since 1962, Ziebart is the world-wide leader in automotive appearance and protection services, providing complete car care solutions to our customers via a network of approximately 400 locations, with over 1,000 service centers in 34 countries.

Investment Range: \$228,200 - \$450,000

Minimum Capital Required: \$100,000

Franchising Since: 1962

Franchised Outlets: 400

Corporate Owned Stores: 14



SUPPLIER

Zoho Corporation

Booth # 474

Mason Hering

4141 Hacienda

Pleasanton, CA 94588 USA

Tel: 512-785-6754

Email: mason@zohocorp.com

Website: www.zoho.com

With over 40 apps that manage every aspect of your business, Zoho is your complete franchise management solution. Zoho helps you manage marketing, franchise development, finance, as well as email and collaboration. Zoho is trusted by over 45 million users including several franchise operators stop by to see why.

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Restoration1
SI Staffing
Signal Health Group
Sugar Moon Salon
Supreme Kourts Franchising, LLC
The Fashion Class
Tina Maids
Uncle Louie G Italian Ices

\$100,000 - \$499,999

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AAMCO Transmissions and Total Car Care
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ActionCOACH
Amazing Lash Studio
Bailey Seafood
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Buff City Soap
Building Kidz School
BusinessKids
Carvel
Checkers Drive-In Restaurants
Chem-Dry
ChillRx Cryotherapy
Chocolate Moonshine
Chopped Leaf
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Cinnaholic
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DJ Got Me Fit
Don Peppinu
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Duraclean International, Inc.
EatGatherLove
Enviro-Master Services
Escapology
Experimax
Express Employment Professionals
Eye Level Learning Centers
Factory Donuts

Farm Stores
FASTSIGNS International, Inc.
French Fry Heaven
Generator Supercenter
Global Art & Creative USA
Go Go Curry Franchising
Grease Monkey International, LLC
Great American Cookies
Great Harvest Franchising
GreenLight Mobility
Ground Round Grill & Bar
Grumpy's Restaurant
GYMGUYZ
HomeVestors of America
iCRYO
Imagine Arts Academy
Jackson Hewitt Tax Service
Jani-King International
Jiffy Lube
Jimmy John's
Jon Smith Subs
Journey Fitness 333
Juicy Burgers Restaurants
Kiddie Academy
Lapels Dry Cleaning
Little Caesars Pizza
Little Land Play Gym
Lucky Dog Bark & Brew
LunchboxWax
Marco Polo Events Ltd
Matto
Medcross Healthcare Franchise, LLC
Minuteman Press International, Inc.
Monkee's
Nathan's Famous
Natural Chicken Grill
Neighborly
Nestle Toll House Cafe by Chip
Nexterus Franchising LLC
N-Hance
Nikita Hair Franchise
No-H2O
One You Love Homecare, LLC
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Pirtek USA
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Scissors & Scotch
Shots
Signal Health Group
Signarama
Slime Factory
Smoothie King Franchises, Inc.
SoBol
Sparklicious
Stretch Zone Franchising
Subway
Sugar Moon Salon
Supreme Kourts Franchising, LLC
Sushi Sake
The Barre Code
The Fashion Class
The Great Greek
The Joint Corporation
The Learning Experience
The Original Hot Dog Factory
The Source Bulk Foods
The Waffle Experience
Tina Maids
uBreakiFix
UFG Master Partners
Urban Bricks Pizza
Wayback Burgers
Woof Gang Bakery
Woofie's Pet Ventures
WorkLodge
Zaxby's Franchising
Ziebart

\$500,000 - \$999,999

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 The Great Greek
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 The Melting Pot
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 Urban Bricks Pizza
 Venture X
 Wingstop Restaurants
 WorkLodge
 Zaxby's Franchising

\$1,000,000+

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 RNR Tire Express
 Roy Rogers
 Scissors & Scotch

Shots
 Slim Chickens
 Smoothie King Franchises, Inc.
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 Elite Franchise Sales
 Entrepreneur Media Inc.
 FASTSIGNS International, Inc.
 Franchise Growth Solutions
 Franchise Update Media
 Franchise.com Network
 FranchiseSoft
 Franchising USA
 Global Franchise Magazine
 How to Buy A Franchise.com
 Minuteman Press International, Inc.
 Running Boards Marketing
 Signarama

Arts & Craft

Imagine Arts Academy
 Ornare
 Slime Factory
 The Fashion Class

Association

Franchising Association of India
 Hungarian Franchise Association
 International Franchise Association
 Loyalty Brands
 National Association of Women Business Owners

Attorney/Legal Service

A.Y. Strauss
 Cash Recovery Specialists
 Einbinder & Dunn, LLP
 Fisher Zucker, LLC
 Gray Plant Mooty
 Harold L. Kestenbaum, PC
 LegalShield

Physical Therapy NOW
 Spadea Lignana, LLC
 Stark & Stark, Attorneys At Law

Audio Visual Products & Services

Experimax
 School of Rock

Auto and Truck Renting, Buying and Leasing

RNR Tire Express

Automotive Products & Services

AAMCO Transmissions and Total Car Care
 Byrider Franchising
 Generator Supercenter
 Grease Monkey International, LLC
 Jiffy Lube
 No-H2O
 Pirtek USA
 RNR Tire Express
 Ziebart

Beauty Products & Skin Care

Amazing Lash Studio
 Buff City Soap
 ChillRx Cryotherapy
 LunchboxWax
 Massage Envy
 Nikita Hair Franchise
 Sparklicious
 Sugar Moon Salon

Beverages

Blue Martini
 Bout Time Pub & Grub
 Cinnabon
 Farm Stores
 French Fry Heaven
 Ground Round Grill & Bar
 Juicy Burgers Restaurants
 Lucky Dog Bark & Brew
 Matto
 Philly Pretzel Factory
 Shots
 Smoothie King Franchises, Inc.
 Subway
 The Brass Tap

Business Brokers

Absolut Ventures
 Elite Franchise Sales
 Franchise Creator
 Franchise Flippers
 Franchise Growth Solutions
 FranFund Inc.

Loyalty Brands
 Master Franchise Germany
 Retail Solutions
 Spadea Lignana, LLC

Business Consulting, Coaching & Training

5th Avenue Leads, LLC
 Accurate Franchising Inc.
 ActionCOACH
 ADP
 Big Sky Franchise Team
 BusinessKids
 DCV Franchise Group
 Food's Style
 Franchise Creator
 Franchise Dictionary Magazine
 Franchise Flippers
 Franchise Growth Solutions
 FRANData
 FranFund Inc.
 GNA Financial Services
 Harold L. Kestenbaum, PC
 High Achievers
 How to Buy A Franchise.com
 IFPG -International Franchise Professionals Group
 Marco Polo Events Ltd
 Master Franchise Germany
 MSA Worldwide
 New American Chamber of Commerce
 Nexterus Franchising LLC
 SCORE New York City
 SMB Franchise Advisors
 Sparkwork Software
 Winmark Franchise Partners

Business Products & Services

Accurate Franchising Inc.
 ActionCOACH
 ADP
 Apostrophe
 Benetrends Financial
 BizBuySell
 Byrider Franchising
 DCV Franchise Group
 ELEDLIGHTS
 FASTSIGNS International, Inc.
 Franchise Business REVIEW
 Franchise Dictionary Magazine
 Franchise Flippers
 Franchising USA
 FRANData
 FranFund Inc.
 High Achievers
 Jani-King International

LegalShield
 Milford Enterprises
 Minuteman Press International, Inc.
 MSA Worldwide
 NCR Silver
 Nexterus Franchising LLC
 Options Plus Plan
 Pirtek USA
 PuroClean
 Roborus
 SFV Services
 Signarama
 SMB Franchise Advisors
 Spadea Lignana, LLC
 TopFire Media
 Venture X
 WorkLodge
 Zoho Corporation

Chemicals & Related Products

Enviro-Master Services
 Jani-King International

Children's Products & Services

Big Blue Swim School
 Building Kidz School
 BusinessKids
 Children's Magnet Montessori School
 ClimbZone Franchising LLC
 Eye Level Learning Centers
 Fort Family
 Global Art & Creative USA
 Imagine Arts Academy
 Kiddie Academy
 Kids 'R' Kids Learning Academies
 Lightbridge Academy
 Little Land Play Gym
 Mad Science
 Miniboss Business School
 Primrose School Franchising Company
 School of Rock
 Slime Factory
 Sparklicious
 The Fashion Class
 The Goddard School
 The Learning Experience
 Tierra Encantada

Clothing & Shoes

Monkee's

Coffee

Cinnabon
 Davidovich Bakery NYC Bagel & Sandwich Shop
 Don Peppinu
 Matto
 Nestle Toll House Cafe by Chip
 Randy's Donuts

Computer/Electronics Products & Services

Experimax
 NCR Silver
 Roborus
 Sparkwork Software
 T-Mobile USA
 WeSalon

Construction: Materials, Service & Remodeling

Concession Nation
 Delta Restoration Services
 DeLuxe Building Solutions
 EatGatherLove
 ELEDLIGHTS
 Flynn Construction
 Generator Supercenter
 GF55 Partners
 GreenLight Mobility
 Lasky Architect P.A.
 N-Hance
 Ornare
 Pirtek USA
 PuroClean
 RestorationI
 Rytech Water Damage and Mold Specialists
 SFV Services
 Supreme Kourts Franchising, LLC

Consumer Buying Services

Franchise Dictionary Magazine
 Husse
 LunchboxWax

Cosmetics

4Ever Young
 Amazing Lash Studio
 Buff City Soap
 WeSalon

Decorating Services

Lasky Architect P.A.

Direct Mail

Cash Recovery Specialists

Educational Products & Services

ActionCOACH
 Building Kidz School
 BusinessKids
 Children's Magnet Montessori School
 Eye Level Learning Centers
 Fort Family
 Global Art & Creative USA
 Kiddie Academy
 Kids' R' Kids Learning Academies
 Lightbridge Academy
 Mad Science
 Miniboss Business School
 National Association of Women Business Owners
 Primrose School Franchising Company
 Qualigence International
 School of Rock
 Slime Factory
 The Fashion Class
 The Goddard School
 Tierra Encantada
 University of Louisville, College of Business

Embroidery, Screen Printing & Heat Transfer

UFG Master Partners

Employment Services

Express Employment Professionals
 Qualigence International
 SI Staffing

Entertainment Services

Arooga's Grille House & Sports Bar
 ClimbZone Franchising LLC
 Escapology
 Fort Family
 Mad Science
 Outer Banks Boil Company
 School of Rock

Environmental Services

Chem-Dry
 Duraclean International, Inc.
 Enviro-Master Services
 RestorationI
 Rytech Water Damage and Mold Specialists

Events, Event's Products & Services

Absolut Ventures
 DJ Got Me Fit
 Dream Vacations
 Entrepreneur Media Inc.
 Fort Family
 Franchise Update Media
 Marco Polo Events Ltd
 MFV Expositions

Financial Services

Benetrends Financial
 Byrider Franchising
 Cash Recovery Specialists
 DCV Franchise Group
 First Bank SBA
 FranFund Inc.
 Liberty Tax Service
 NCR Silver
 Options Plus Plan
 SBA Loan Group
 SMB Franchise Advisors

Fitness

9Round Kickboxing
 Body Fit Training
 ChillRx Cryotherapy
 clever fit GmbH
 ClimbZone Franchising LLC
 DJ Got Me Fit
 FITSPACE Boutique Fitness
 Gold's Gym International
 GYMGUIYZ
 iCRYO
 Journey Fitness 333
 Little Land Play Gym
 Marco Polo Events Ltd
 Massage Envy
 Stretch Zone Franchising
 Supreme Kourts Franchising, LLC
 The Barre Code

Food: Baked Goods/Donuts/Pastry

Carvel
 Cinnabon
 Cinnaholic
 Crepe Delicious
 Davidovich Bakery NYC Bagel & Sandwich Shop
 Don Peppinu
 Duck Donuts
 Factory Donuts
 Farm Stores
 Focus Brands International
 Great American Cookies
 Great Harvest Franchising
 Juicy Burgers Restaurants
 Nestle Toll House Cafe by Chip
 Paris Baguette
 Philly Pretzel Factory
 Pretzelmaker
 Randy's Donuts
 Rita's Franchise Company

Food: Candy/Popcorn/Snacks

Chocolate Moonshine
 Cinnabon
 Focus Brands International
 Great American Cookies
 Peterbrooke Chocolatier
 Philly Pretzel Factory
 Pretzelmaker
 Reis and Irvy's Frozen Yogurt
 The Original Hot Dog Factory

Food: Ice Cream/Fruit Smoothies/Yogurt

Acai Express
 Carvel
 Concession Nation
 Crepe Delicious
 Don Peppinu
 Freddy's Frozen Custard & Steakburgers
 Nestle Toll House Cafe by Chip
 Reis and Irvy's Frozen Yogurt
 Rita's Franchise Company
 Smoothie King Franchises, Inc.
 Uncle Louie G Italian Ices

Food: Meal Preparation

Concession Nation
 The Source Bulk Foods

Food: Pizza

Little Caesars Pizza
 Riko's Pizza
 Subway
 Urban Bricks Pizza

Food: Restaurants

Arooga's Grille House & Sports Bar
 Bailey Seafood
 Blue Martini
 Bojangles' Restaurants
 Bout Time Pub & Grub
 Carl's Jr.
 Carvel
 Checkers Drive-In Restaurants
 Chopped Leaf
 Claymont Steak Shop
 Concession Nation
 Copper Branch
 Crepe Delicious
 Davidovich Bakery NYC Bagel & Sandwich Shop
 Focus Brands International
 Franchise Dictionary Magazine
 Freddy's Frozen Custard & Steakburgers
 French Fry Heaven
 Fresh & Co.
 Go Go Curry Franchising
 Golden Corral Buffet & Grill
 Great American Cookies
 Great Harvest Franchising
 Ground Round Grill & Bar
 Grumpy's Restaurant
 Hardee's
 Hooters of America, LLC
 Jimmy John's
 Jon Smith Subs
 Juicy Burgers Restaurants
 Lasky Architect P.A.
 Linga POS by Benser Hospitality
 Little Caesars Pizza
 Nathan's Famous
 Natural Chicken Grill
 NCR Silver
 Nestle Toll House Cafe by Chip
 Papaya King
 Pita Pit
 Poki Bowl
 Pretzelmaker
 PrimoHoagies
 Rakkan Ramen
 Randy's Donuts
 Rita's Franchise Company
 Roy Rogers
 Shots
 Slim Chickens
 SoBol
 Steak 'n Shake
 Subway
 Sushi Sake
 The Brass Tap

The Great Greek
 The Melting Pot
 The Original Hot Dog Factory
 The Waffle Experience
 UFG Master Partners
 Urban Bricks Pizza
 Wayback Burgers
 Wingstop Restaurants
 Zaxby's Franchising

Food: Specialty

Acai Express
 Arooga's Grille House & Sports Bar
 Bailey Seafood
 Bout Time Pub & Grub
 Chocolate Moonshine
 Chopped Leaf
 Cinnaholic
 Copper Branch
 Crepe Delicious
 Cuban Eddie's
 Davidovich Bakery NYC Bagel & Sandwich Shop
 Farm Stores
 Focus Brands International
 Freddy's Frozen Custard & Steakburgers
 French Fry Heaven
 Fresh & Co.
 Go Go Curry Franchising
 Great American Cookies
 Great Harvest Franchising
 Ground Round Grill & Bar
 Grumpy's Restaurant
 Juicy Burgers Restaurants
 Lucky Dog Bark & Brew
 Matto
 Outer Banks Boil Company
 Papaya King
 Peterbrooke Chocolatier
 Philly Pretzel Factory
 Pita Pit
 Poki Bowl
 Pretzelmaker
 PrimoHoagies
 Rakkan Ramen
 Reis and Irvy's Frozen Yogurt
 Rita's Franchise Company
 Shots
 SoBol
 Subway
 The Brass Tap
 The Melting Pot
 The Original Hot Dog Factory
 The Source Bulk Foods
 The Waffle Experience
 Wayback Burgers

Franchise Consulting

5th Avenue Leads, LLC
 Accurate Franchising Inc.
 ADP
 Big Sky Franchise Team
 Elite Franchise Sales
 Franchise Business REVIEW
 Franchise Creator
 Franchise Dynamics
 Franchise Growth Solutions
 Franchise.com Network
 FRANData
 Global Franchise Magazine
 Harold L. Kestenbaum, PC
 IFPG -International Franchise Professionals Group
 iFranchise Group
 International Franchise Association
 MSA Worldwide
 QX Accounting Services Inc.
 SFV Services
 SMB Franchise Advisors
 Spadea Lignana, LLC
 UFG Master Partners
 Winmark Franchise Partners

Franchising Association

Accurate Franchising Inc.
 Franchise Creator
 IFPG -International Franchise Professionals Group
 International Franchise Association

Gaming & Entertainment

Experimax

Golf Equipment & Services

BigShots Golf

Government Agency/Non-Profit Organization

Empire State Development
 Franchising Association of India
 New American Chamber of Commerce
 US Small Business Administration - NYC

Green and Eco-Friendly

Enviro-Master Services
 Lapels Dry Cleaning
 Rytech Water Damage and Mold Specialists

Hair Salons & Services

Amazing Lash Studio
 LunchboxWax
 Nikita Hair Franchise
 WeSalon

Health Aids & Services

4Ever Young
 American Family Care
 Gold's Gym International
 GreenLight Mobility
 iCRYO
 Little Land Play Gym
 Medcross Healthcare Franchise, LLC
 Miracle Leaf Health Centers
 Mobility City
 ONE Cannabis
 One You Love Homecare, LLC
 Orthotic & Prosthetic Clinics of America
 Pearle Vision
 Physical Therapy NOW
 Signal Health Group
 Stretch Zone Franchising
 The Joint Corporation

Home Furnishings: Retail & Services

Generator Supercenter
 Ormare

Home Inspection Services

Pillar To Post Home Inspectors
 Rytech Water Damage and Mold Specialists

Hotel, Motel & Short Term Residential Properties

Casey's Cleaning
 DeLuxe Building Solutions
 Regus

Insurance

Benetrends Financial
 Delta Restoration Services
 Farmers Insurance Agency
 Gallagher Franchise Solutions
 LegalShield
 Options Plus Plan

Internet Services/Online Business Development

5th Avenue Leads, LLC
 BeTheBoss.com
 BizBuySell
 Business Exchange
 Entrepreneur Media Inc.
 Franchise Flippers
 Franchise Update Media
 Franchiseresales.com
 FranchiseSoft
 Sparkwork Software
 T-Mobile USA

Janitorial Services

Casey's Cleaning
Chem-Dry
Duraclean International, Inc.
Jani-King International
Regal Maid Service
Tina Maids

Jewelry

Monkee's

Laundry & Dry Cleaning

Lapels Dry Cleaning

Lawn, Garden, Agricultural Products & Services

Neighborly

Maid & Personal Services

Casey's Cleaning
Neighborly
Regal Maid Service
Signal Health Group
Tina Maids

Maintenance, Cleaning & Sanitation

Casey's Cleaning
Chem-Dry
Duraclean International, Inc.
ELEDLIGHTS
Enviro-Master Services
Neighborly
PuroClean
Restoration1

Marketing/Public Relations

Absolut Ventures
Apostrophe
Big Sky Franchise Team
BizBuySell
Brandzooka
Business Exchange
Food's Style
FranchiseSoft
Franchising USA
FRANdata
Global Franchise Magazine
How to Buy A Franchise.com
Loyalty Brands
Milford Enterprises
Minuteman Press International, Inc.
New American Chamber of Commerce
Running Boards Marketing
Zoho Corporation

Nail Salon

A Perfect 10 Nail & Beauty Bar

Optical Aids and Services

Pearle Vision

Package Preparation/Shipment/Mail Services

Nexterus Franchising LLC

Painting Services

N-Hance

Pet Sales, Supplies & Services

Camp Bow Wow®
Dogtopia
Husse
K-9 Resorts Daycare & Luxury Hotel
Lucky Dog Bark & Brew
Pet Supplies Plus
Woof Gang Bakery
Woofie's Pet Ventures

Pressure Washing & Restoration

Delta Restoration Services
Duraclean International, Inc.
Jani-King International
Neighborly
Restoration1

Printing/Photocopying Services

FASTSIGNS International, Inc.
Minuteman Press International, Inc.

Promotional Items

Milford Enterprises

Publications

Business Exchange
Entrepreneur Media Inc.
Franchise Business REVIEW
Franchise Times
Franchise Update Media
Franchisesales.com
Franchising USA
Global Franchise Magazine
How to Buy A Franchise.com
New American Chamber of Commerce

Real Estate Services

HomeVestors of America
 N-Hance
 Pillar To Post Home Inspectors
 PropertyGuys.com
 Regus
 Retail Solutions
 Schuckman Realty Inc.
 SFV Services
 Venture X
 WorkLodge

Recreation: Equipment & Supplies

Supreme Courts Franchising, LLC

Recreation: Exercise, Sports, Entertainment & Services

Big Blue Swim School
 ClimbZone Franchising LLC
 Escapology
 Ground Round Grill & Bar
 Lucky Dog Bark & Brew
 Marco Polo Events Ltd
 Supreme Courts Franchising, LLC

Rental: Equipment and Supplies

Mobility City
 RNR Tire Express

Retail Stores: Specialty

Balloon Kings
 Big Blue Swim School
 Buff City Soap
 Byrider Franchising
 Chocolate Moonshine
 Dogtopia
 ELEDLIGHTS
 Experimax
 Farm Stores
 Generator Supercenter
 Husse
 iCRYO
 Lapels Dry Cleaning
 Lasky Architect P.A.
 Milford Enterprises
 Monkee's
 ONE Cannabis
 Pearle Vision
 Pet Supplies Plus
 Peterbrooke Chocolatier
 Retail Solutions
 RNR Tire Express
 Schuckman Realty Inc.
 Slime Factory

Smoothie King Franchises, Inc.
 The Joint Corporation
 The Source Bulk Foods
 T-Mobile USA
 uBreakiFix
 Woof Gang Bakery
 Ziebart

Senior Services

DeLuxe Building Solutions
 GreenLight Mobility
 Mobility City
 Physical Therapy NOW
 Signal Health Group
 Stretch Zone Franchising

Sign Products & Services

FASTSIGNS International, Inc.
 Signarama

Spas: Day & Medical

4Ever Young
 ChillRx Cryotherapy
 Massage Envy
 Sugar Moon Salon
 WeSalon

Telecommunication Services

T-Mobile USA

Tools & Hardware

Pirtek USA

Transportation Services

Nexterus Franchising LLC

Travel Services

Dream Vacations

Weight Conditioning/Control/Loss

4Ever Young
 Journey Fitness 333
 Physical Therapy NOW
 Smoothie King Franchises, Inc.

EatGatherLove
Kitchens Reimagined

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HOSSEIN KASMAI, CEO

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- MARKETING AND SALES MATERIAL
- GO TO MARKET STRATEGY
- FRANCHISE TRAINING
- FRANCHISE MARKETING
- FRANCHISE SALES
- FRANCHISE CONSULTING

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Single Units

A single-unit franchisee has the right to operate one franchise unit. Most franchisees enter the world of franchising by owning one unit. It is an excellent way to gain an understanding of the franchise system before considering additional units.

4Ever Young
 9Round Kickboxing
 A Perfect 10 Nail & Beauty Bar
 AAMCO Transmissions and Total Car Care
 Acai Express
 ActionCOACH
 Amazing Lash Studio
 American Family Care
 Bailey Seafood
 Balloon Kings
 Big Blue Swim School
 Blue Martini
 Body Fit Training
 Bout Time Pub & Grub
 Buff City Soap
 Building Kidz School
 BusinessKids
 Byrider Franchising
 Camp Bow Wow®
 Carvel
 Casey's Cleaning
 Checkers Drive-In Restaurants
 Chem-Dry
 Children's Magnet Montessori School
 ChillRx Cryotherapy
 Chocolate Moonshine
 Chopped Leaf
 Cinnabon
 Cinnaholic
 Claymont Steak Shop
 ClimbZone Franchising LLC
 Copper Branch
 Crepe Delicious
 Cuban Eddie's
 Davidovich Bakery NYC Bagel & Sandwich Shop
 Delta Restoration Services
 DJ Got Me Fit
 Dogtopia
 Don Peppinu
 Dream Vacations
 Duck Donuts
 Duraclean International, Inc.
 EatGatherLove
 Enviro-Master Services
 Escapology
 Experimax
 Express Employment Professionals
 Eye Level Learning Centers
 Factory Donuts
 Farm Stores
 FASTSIGNS International, Inc.
 FITSPACE Boutique Fitness
 Fort Family
 Franchise Creator
 French Fry Heaven
 Generator Supercenter
 Global Art & Creative USA
 Go Go Curry Franchising
 Golden Corral Buffet & Grill
 Gold's Gym International
 Grease Monkey International, LLC
 Great American Cookies
 Great Harvest Franchising
 GreenLight Mobility
 Ground Round Grill & Bar
 Grumpy's Restaurant
 GYMGUYZ
 High Achievers
 HomeVestors of America
 Husse
 iCRYO
 Imagine Arts Academy
 Jackson Hewitt Tax Service
 Jani-King International
 Jiffy Lube
 Jimmy John's
 Jon Smith Subs
 Journey Fitness 333
 Juicy Burgers Restaurants
 K-9 Resorts Daycare & Luxury Hotel
 Kiddie Academy
 Kids 'R' Kids Learning Academies
 Lapels Dry Cleaning
 Liberty Tax Service
 Lightbridge Academy
 Little Caesars Pizza
 Little Land Play Gym
 Loyalty Brands
 Lucky Dog Bark & Brew
 LunchboxWax
 Mad Science
 Marco Polo Events Ltd
 Massage Envy
 Matto
 Medcross Healthcare Franchise, LLC
 Miniboss Business School

Minuteman Press International, Inc.
 Mobility City
 Monkee's
 Nathan's Famous
 Natural Chicken Grill
 Neighborly
 Nestle Toll House Cafe by Chip
 Nexterus Franchising LLC
 N-Hance
 Nikita Hair Franchise
 No-H2O
 ONE Cannabis
 One You Love Homecare, LLC
 Ornare
 Orthotic & Prosthetic Clinics of America
 Outer Banks Boil Company
 Papaya King
 Paris Baguette
 Pearle Vision
 Pet Supplies Plus
 Peterbrooke Chocolatier
 Philly Pretzel Factory
 Physical Therapy NOW
 Pillar To Post Home Inspectors
 Pirtek USA
 Pita Pit
 Poki Bowl
 Pretzelmaker
 PrimoHoagies
 Primrose School Franchising Company
 PropertyGuys.com
 PuroClean
 Rakkan Ramen
 Randy's Donuts
 Running Boards Marketing
 Regal Maid Service
 Reis and Irvy's Frozen Yogurt
 Restoration1
 Riko's Pizza
 Rita's Franchise Company
 RNR Tire Express
 Roy Rogers
 Rytech Water Damage and Mold Specialists
 School of Rock
 Scissors & Scotch
 Shots
 SI Staffing
 Signal Health Group
 Signarama
 Slime Factory
 Smoothie King Franchises, Inc.
 SoBol
 Sparklicious
 Steak 'n Shake
 Stretch Zone Franchising
 Subway
 Sugar Moon Salon
 Supreme Kourts Franchising, LLC
 Sushi Sake
 The Barre Code
 The Brass Tap
 The Fashion Class
 The Goddard School
 The Great Greek
 The Joint Corporation
 The Learning Experience
 The Melting Pot
 The Original Hot Dog Factory
 The Source Bulk Foods
 The Waffle Experience
 Tierra Encantada
 Tina Maids
 uBreakiFix
 UFG Master Partners
 Uncle Louie G Italian Ices
 Urban Bricks Pizza
 Venture X
 Wayback Burgers
 WeSalon
 Wingstop Restaurants
 Woof Gang Bakery
 Woofie's Pet Ventures
 WorkLodge
 Zaxby's Franchising
 Ziebart

Multi-Units

Multi-unit franchising creates the opportunity for a franchisee to open more than one unit. In this case, multiple units are sometimes sold at a reduced rate per unit. In this type of operation, the franchisee partakes less in the day-to-day operations of the unit. Instead, the multi-unit franchisee manages all the locations at a higher level. Usually the franchisee will hire managers and staff for each location to perform the daily operations.

4Ever Young	Freddy's Frozen Custard & Steakburgers
9Round Kickboxing	French Fry Heaven
A Perfect 10 Nail & Beauty Bar	Fresh & Co.
Acai Express	Generator Supercenter
ActionCOACH	Global Art & Creative USA
Amazing Lash Studio	Go Go Curry Franchising
American Family Care	Golden Corral Buffet & Grill
Arooga's Grille House & Sports Bar	Gold's Gym International
Bailey Seafood	Grease Monkey International, LLC
Balloon Kings	Great American Cookies
Big Blue Swim School	Great Harvest Franchising
Blue Martini	GreenLight Mobility
Body Fit Training	Ground Round Grill & Bar
Bojangles' Restaurants	Grumpy's Restaurant
Bout Time Pub & Grub	GYMGUYZ
Buff City Soap	Hardee's
Building Kidz School	High Achievers
BusinessKids	Hooters of America, LLC
Byrider Franchising	Husse
Carl's Jr.	iCRYO
Carvel	Jackson Hewitt Tax Service
Chem-Dry	Jani-King International
Children's Magnet Montessori School	Jiffy Lube
ChillRx Cryotherapy	Jimmy John's
Chocolate Moonshine	Jon Smith Subs
Chopped Leaf	Journey Fitness 333
Cinnabon	Juicy Burgers Restaurants
Cinnaholic	K-9 Resorts Daycare & Luxury Hotel
Claymont Steak Shop	Kiddie Academy
Copper Branch	Lapels Dry Cleaning
Crepe Delicious	Liberty Tax Service
Cuban Eddie's	Lightbridge Academy
Davidovich Bakery NYC Bagel & Sandwich Shop	Little Caesars Pizza
Delta Restoration Services	Little Land Play Gym
DJ Got Me Fit	Loyalty Brands
Dogtopia	Lucky Dog Bark & Brew
Don Peppinu	LunchboxWax
Duck Donuts	Marco Polo Events Ltd
Duraclean International, Inc.	Massage Envy
EatGatherLove	Matto
Escapology	Medcross Healthcare Franchise, LLC
Experimax	Miniboss Business School
Factory Donuts	Mobility City
Farm Stores	Monkee's
Fort Family	Nathan's Famous
Franchise Creator	Natural Chicken Grill

Neighborly
Nestle Toll House Cafe by Chip
N-Hance
Nikita Hair Franchise
No-H2O
ONE Cannabis
One You Love Homecare, LLC
Orthotic & Prosthetic Clinics of America
Outer Banks Boil Company
Papaya King
Paris Baguette
Pearle Vision
Pet Supplies Plus
Peterbrooke Chocolatier
Philly Pretzel Factory
Physical Therapy NOW
Pita Pit
Poki Bowl
Pretzelmaker
PrimoHoagies
Primrose School Franchising Company
PropertyGuys.com
Rakkan Ramen
Randy's Donuts
Regal Maid Service
Regus
Reis and Irvy's Frozen Yogurt
Restoration1
Riko's Pizza
Rita's Franchise Company
Roy Rogers
Rytech Water Damage and Mold Specialists
School of Rock
Scissors & Scotch
Shots
SI Staffing
Signal Health Group
Slim Chickens
Slime Factory
Smoothie King Franchises, Inc.
SoBoI
Sparklicious
Steak 'n Shake
Stretch Zone Franchising
Subway
Sugar Moon Salon
Supreme Kourts Franchising, LLC
Sushi Sake
The Barre Code
The Brass Tap
The Great Greek
The Joint Corporation
The Learning Experience
The Melting Pot
The Original Hot Dog Factory
The Source Bulk Foods
The Waffle Experience
Tierra Encantada
Tina Maids
uBreakiFix
UFG Master Partners
Uncle Louie G Italian Ices
Urban Bricks Pizza
Venture X
Wayback Burgers
WeSalon
Wingstop Restaurants
Woof Gang Bakery
WorkLodge

Area Developers

This license usually grants the franchisee the right to open a certain number of franchises in a given area. There is usually a production schedule where the area development franchisee must open a certain number of franchises during a certain period. As long as the area development franchisee stays on track in opening franchises in the area, he/she has an exclusive area where no other franchisees are allowed to open a franchise.

- 4Ever Young
- A Perfect 10 Nail & Beauty Bar
- Acai Express
- ActionCOACH
- American Family Care
- Bailey Seafood
- Balloon Kings
- Big Blue Swim School
- Blue Martini
- Body Fit Training
- Bojangles' Restaurants
- Bout Time Pub & Grub
- Buff City Soap
- Building Kidz School
- BusinessKids
- Byrider Franchising
- Carl's Jr.
- Carvel
- Casey's Cleaning
- Children's Magnet Montessori School
- ChillRx Cryotherapy
- Chocolate Moonshine
- Cinnabon
- Cinnaholic
- Copper Branch
- Crepe Delicious
- Cuban Eddie's
- Davidovich Bakery NYC Bagel & Sandwich Shop
- DJ Got Me Fit
- Dogtopia
- Don Peppinu
- Duck Donuts
- Duraclean International, Inc.
- Escapology
- Experimax
- Farm Stores
- FITSPACE Boutique Fitness
- Fort Family
- Franchise Creator
- Freddy's Frozen Custard & Steamburgers
- French Fry Heaven
- Generator Supercenter
- Global Art & Creative USA
- Go Go Curry Franchising
- Golden Corral Buffet & Grill
- Gold's Gym International
- Grease Monkey International, LLC
- Great American Cookies
- Great Harvest Franchising
- Ground Round Grill & Bar
- Grumpy's Restaurant
- Hardee's
- High Achievers
- Hushe
- iCRYO
- Jackson Hewitt Tax Service
- Jani-King International
- Jon Smith Subs
- Journey Fitness 333
- Juicy Burgers Restaurants
- Lapels Dry Cleaning
- Liberty Tax Service
- Lightbridge Academy
- Little Land Play Gym
- Loyalty Brands
- Lucky Dog Bark & Brew
- LunchboxWax
- Marco Polo Events Ltd
- Medcross Healthcare Franchise, LLC
- Mobiility City
- Nathan's Famous
- Natural Chicken Grill
- Neighborly
- Nestle Toll House Cafe by Chip
- N-Hance
- Nikita Hair Franchise
- One You Love Homecare, LLC
- Ornare
- Orthotic & Prosthetic Clinics of America
- Outer Banks Boil Company
- Papaya King
- Paris Baguette
- Pearle Vision
- Pet Supplies Plus
- Peterbrooke Chocolatier
- Physical Therapy NOW
- Poki Bowl
- Pretzelmaker
- PropertyGuys.com
- Rakkan Ramen
- Randy's Donuts
- Running Boards Marketing

Riko's Pizza
 School of Rock
 Scissors & Scotch
 Shots
 Signal Health Group
 Slim Chickens
 Slime Factory
 Smoothie King Franchises, Inc.
 SoBol
 Sparklicious
 Steak 'n Shake
 Stretch Zone Franchising
 Sugar Moon Salon
 Supreme Kourts Franchising, LLC
 Sushi Sake
 The Barre Code
 The Great Greek

The Learning Experience
 The Original Hot Dog Factory
 The Source Bulk Foods
 The Waffle Experience
 Tierra Encantada
 Tina Maids
 uBreakiFix
 UFG Master Partners
 Uncle Louie G Italian Ices
 Urban Bricks Pizza
 Venture X
 WeSalon
 Wingstop Restaurants
 Woof Gang Bakery
 WorkLodge

60 years in business

3rd straight year of double-digit sales increases

Top 35% of locations surpassing
\$1 million in sales in 2018*



Join the Legacy

1-800-877-1312

Ziebart waives 100% of the franchise fee for U.S. military veterans

* Figures reflect 2018 Annual Gross Sales stats for top performing locations. A new franchisee's results may differ from the represented performance. There is no assurance that you will do as well and you must accept that risk. This offering is made by prospects only.

Seeking Master Licensees

Master licensing is a very effective means of expanding franchise systems internationally. Master Licensees have the exclusive right to develop one or more of the franchise brands within their territory. (A territory is considered a country, a part of a very large country or multiple small countries.)

ActionCOACH

Arooga's Grille House & Sports Bar

clever fit GmbH

Farm Stores

Great Harvest Franchising

Hooters of America, LLC

Minuteman Press International, Inc.

Physical Therapy NOW

Steak 'n Shake

Uncle Louie G Italian Ices

BECOME A LOCAL BUSINESS HERO

High Achievers franchise owners provide local business owners shared wisdom and guidance so that together you can make a profound social and economic impact in your community.

- Under \$50k in total investment
- No employees requirement
- No retail space requirement
- Tiny monthly overhead
- Make your schedule
- Day to first dollar in 30-45 days
- Recurring passive income stream
- Lifestyle brand
- Booth 1219



HIGH ACHIEVERS

Empowering the World to
Embracing a Lifestyle of High Achievement*



4Ever Young**Booth # 1125**

Deniz Duygulu, Co-owner

Carlton Washington, Co-owner

Category: Spas: Day & Medical ; Cosmetics ; Weight Conditioning/Control/Loss ; Health Aids & Services**Geographic Area of Interest:** Worldwide**9Round Kickboxing****Booth # 608**

Shannon Hudson, CEO

Category: Fitness**Geographic Area of Interest:** Asia, Australia-New Zealand, Canada, Middle East, Western Europe, Worldwide**AAMCO Transmissions and Total Car Care Booth # 428**

Kim Robinson, Director, Franchise Development

Category: Automotive Products & Services**Geographic Area of Interest:** Asia, Australia-New Zealand, Canada, Middle East, Western Europe**Acai Express****Booth # 642**

Hector F Westerband, President

Ricardo Mercade, Marketing Director

Category: Food: Specialty ; Food: Ice Cream/Fruit Smoothies/Yogurt**Geographic Area of Interest:** Canada, Central America, South America, Western Europe**ActionCOACH****Booth #332**

Vic Ciuffetelli, CEO EMEA

Paul Henshall, CEO Asia PAC

Category: Business Consulting, Coaching & Training ; Business Products & Services ; Educational Products & Services**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Amazing Lash Studio****Booth # 325**

Dan Demolli, VP Franchise Development

Category: Beauty Products & Skin Care ; Hair Salons & Services ; Cosmetics**Geographic Area of Interest:** Worldwide**American Family Care****Booth # 909**

Russ Smith, Dir. Franchise Development

Sean Hart, VP Franchise Development

Category: Health Aids & Services**Geographic Area of Interest:** Worldwide**Arooga's Grille House & Sports Bar****Booth #625**

Keith Swade, Director of Franchise Development

Category: Food: Restaurants ; Food: Specialty ; Entertainment Services**Geographic Area of Interest:** Asia, Australia-New Zealand, Canada, Eastern Europe, Middle East, Western Europe**Blue Martini****Booth # 1117**

Bill herman, Business Development

Category: Beverages ; Food: Restaurants**Geographic Area of Interest:** Australia-New Zealand, Canada, Central America, Eastern Europe, South America, Western Europe, Worldwide**Body Fit Training****Booth # 547**

Richard Burnet, Joint CEO

Cameron Falloon, Founder and Joint CEO

Category: Fitness**Geographic Area of Interest:** Worldwide**Bout Time Pub & Grub****Booth # 228/226**

Steve McDowell, VP Brand Development

Tim Ryan, CFO

Category: Food: Restaurants ; Beverages ; Food: Specialty ; Food: Restaurants**Geographic Area of Interest:** Canada, Central America, Middle East, South America, Western Europe**Building Kidz School****Booth # 1227**

Sanjay Gehani, Partner & CMO

Michael Peterson, Director, Franchise Sales

Category: Children's Products & Services ; Educational Products & Services**Geographic Area of Interest:** Worldwide**BusinessKids****Booth # 1213**

Ma. Carmen Cabrera, Owner

Category: Children's Products & Services ; Educational Products & Services ; Business Consulting, Coaching & Training**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Carl's Jr.****Booth # 927**

CKE Restaurants Holdings, Inc., President, International

Marc Mushkin, VP, International

Category: Food: Restaurants**Geographic Area of Interest:** Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Carvel****Booth # 115**

Jennifer Dougherty, International Development Services Manager

Category: Food: Ice Cream/Fruit Smoothies/Yogurt ; Food: Baked Goods/Donuts/Pastry ; Food: Restaurants**Geographic Area of Interest:** Worldwide

Chem-Dry **Booth # 924**

Joe Manuszak, Director of International Development
Darby Phillips, International Support Specialist

Category: Maintenance, Cleaning & Sanitation ; Janitorial Services ; Environmental Services

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Chocolate Moonshine **Booth # 805**

Chris Warman, President
Edward Heller, Vice President Retail

Category: Food: Candy/Popcorn/Snacks ; Food: Specialty ; Retail Stores: Specialty

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Chopped Leaf **Booth # 1254**

Matt McKeogh, Development Manager
Nik Jurkovic, VP of Development

Category: Food: Restaurants ; Food: Specialty

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Cinnabon **Booth # 715**

Jennifer Dougherty, International Development Services Manager

Category: Food: Baked Goods/Donuts/Pastry ; Food: Candy/Popcorn/Snacks ; Beverages ; Coffee

Geographic Area of Interest: Worldwide

Cinnaholic **Booth # 242**

Spencer Reid, President

Category: Food: Baked Goods/Donuts/Pastry ; Food: Specialty

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

clever fit GmbH **Booth #1027**

Felix Peckert, GM International

Category: Fitness

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

ClimbZone Franchising LLC **Booth # 933**

Nico Buik, CEO, Owner
Carl Jeffers,

Category: Children's Products & Services ; Fitness ; Recreation: Exercise, Sports, Entertainment & Services ; Entertainment Services
Geographic Area of Interest: Worldwide

Copper Branch **Booth # 432/434**

Mark Segall, Director of Franchising
Jeff Itzcovitch, Global Business Development Manager

Category: Food: Restaurants ; Food: Specialty

Geographic Area of Interest: Worldwide

Crepe Delicous **Booth # 628**

Oded Yefet, CEO

Elik Farin, COO

Category: Food: Specialty ; Food: Ice Cream/Fruit Smoothies/Yogurt ; Food: Baked Goods/Donuts/Pastry ; Food: Restaurants

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Dogtopia **Booth # 816**

Alex Samios, Franchise Development

Category: Pet Sales, Supplies & Services ; Retail Stores: Specialty

Geographic Area of Interest: Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Don Peppinu **Booth # 1022**

Giuseppe, Flamingo

Category: Food: Ice Cream/Fruit Smoothies/Yogurt ; Coffee ; Food: Baked Goods/Donuts/Pastry

Geographic Area of Interest: Canada, Central America, South America, Worldwide

Duck Donuts **Booth # 706**

Marcel Portmann, Global Development

Category: Food: Baked Goods/Donuts/Pastry

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Duraclean International, Inc. **Booth # 509**

Vince Caffarello, President

Mike Higgins, Director of Market Expansion & Development

Category: Environmental Services ; Maintenance, Cleaning & Sanitation ; Janitorial Services ; Pressure Washing & Restoration

Geographic Area of Interest: Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe

Enviro-Master Services **Booth # 708**

Brian Wieters, EVP of Franchise Development

Melissa O'Brien, Executive Assistant

Category: Environmental Services ; Maintenance, Cleaning & Sanitation ; Chemicals & Related Products ; Green and Eco-Friendly

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Escapology **Booth # 614**

Lloyd Nottley, Director of Franchise Sales

Steve Croughan, Operations Director

Category: Entertainment Services ; Recreation: Exercise, Sports, Entertainment & Services

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Experimax **Booth # 1220**

Tipton Shonkwiler, International Director

Category: Computer/Electronics Products & Services ; Retail Stores: Specialty ; Audio Visual Products & Services ; Gaming & Entertainment

Geographic Area of Interest: Worldwide

Express Employment Professionals **Booth # 920**

Dan Gunderson, Senior Franchise Executive

Category: Employment Services

Geographic Area of Interest: Canada

Eye Level Learning Centers **Booth # 231**

Kate Kim, Assistant Manager

Category: Educational Products & Services ; Children's Products & Services

Geographic Area of Interest: Africa, Asia, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Farm Stores **Booth #1139**

Category: Retail Stores: Specialty ; Beverages ; Food: Baked Goods/Donuts/Pastry ; Food: Specialty

Geographic Area of Interest: Worldwide

FASTSIGNS International, Inc. **Booth # 214**

Mark Jameson, EVP, Franchise Support and Development

Category: Sign Products & Services ; Business Products & Services ; Printing/Photocopying Services ; Advertising

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

FITSPACE Boutique Fitness **Booth # 1249**

Alexey Kashirin, Founder

Anastasia Yusina, Founder

Category: Fitness

Geographic Area of Interest: Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Focus Brands International **Booth # 715**

Jennifer Dougherty, International Development Services Manager

Category: Food: Baked Goods/Donuts/Pastry ; Food: Candy/Popcorn/Snacks ; Food: Restaurants ; Food: Specialty

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Fort Family **Booth # 1140**

Daria Kravchenko, Global Sales Manager

Category: Children's Products & Services ; Educational Products & Services ; Events, Event's Products & Services ; Entertainment Services

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Franchise Creator **Booth # 1131**

John Romney, VP Development

Laz Lopez, Business Dev Manager

Category: Franchise Consulting ; Business Consulting, Coaching & Training ; Business Brokers ; Franchising Association

Geographic Area of Interest: Worldwide

Freddy's Frozen Custard & Steakburgers **Booth # 638**

Andrew Thengvall, Sr VP Strategic Growth

Category: Food: Restaurants ; Food: Specialty ; Food: Ice Cream/Fruit Smoothies/Yogurt

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

French Fry Heaven **Booth # 433**

Fran, Franchising Development

Category: Food: Restaurants ; Food: Specialty ; Beverages

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

fresh&co **Booth # 1122**

Alex Perez, COO

Category: Food: Restaurants ; Food: Specialty

Geographic Area of Interest: Worldwide

Global Art & Creative USA **Booth # 441**

Soon Seng Wong, CMO

Lisa Eu, COO

Category: Educational Products & Services ; Children's Products & Services

Geographic Area of Interest: Central America, South America

Gold's Gym International **Booth # 850**

Ken Phipps, Director of Global Franchise Development

Category: Fitness ; Health Aids & Services

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Grease Monkey International, LLC **Booth # 612**

Chris Wachendorfer, VP International Sales

Ralph Yarusso, Chief Development Officer

Category: Automotive Products & Services

Geographic Area of Interest: Canada, Central America, South America, Worldwide

Great American Cookies **Booth # 427**

Tim Linderman, Chief Development Officer

Holly Frey, VP of International Development & Operations

Category: Food: Baked Goods/Donuts/Pastry ; Food: Specialty ; Food: Candy/Popcorn/Snacks ; Food: Restaurants

Geographic Area of Interest: Asia, Canada, Central America, Eastern Europe, Middle East, South America, Worldwide

Great Harvest Franchising **Booth #623**

Greg Bastek, Franchise Sales

Eric Keshin, President

Category: Food: Restaurants ; Food: Baked Goods/Donuts/Pastry ; Food: Specialty

Geographic Area of Interest: Asia, Australia-New Zealand, Canada, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Ground Round Grill & Bar **Booth # 316**

Jack Crawford, President & CEO

Michael Ludwig, Director of Operations

Category: Food: Restaurants ; Beverages ; Food: Specialty ; Recreation: Exercise, Sports, Entertainment & Services

Geographic Area of Interest: Canada

GYMGUYZ **Booth # 729**

Josh York, Founder & CEO

Josh York, Founder & CEO

Category: Fitness

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Hardee's **Booth # 927**

Ned Lyerly, President, International

Marc Mushkin, VP, International

Category: Food: Restaurants

Geographic Area of Interest: Middle East, Worldwide

High Achievers **Booth # 1219**

Ken Sawyer, Director of Marketing

David Alexander, CEO

Category: Business Consulting, Coaching & Training ; Business Products & Services

Geographic Area of Interest: Worldwide

Hooters of America, LLC **Booth #1029**

Mark Whittle, Chief Development Officer

Sydni Lashley, Franchise Sales & Development Specialist

Category: Food: Restaurants

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, South America, Western Europe, Worldwide

iCRYO **Booth # 100**

Bill Jones, Co-Founder / CEO

Kyle Jones, Co-Founder / COO

Category: Health Aids & Services ; Fitness ; Retail Stores: Specialty

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Imagine Arts Academy **Booth # 525**

Tom Dufore, Sales

Sean Callaway, Sales

Category: Arts & Craft ; Children's Products & Services

Geographic Area of Interest: Worldwide

Jani-King International **Booth # 205**

Ted Looney, Vice President

Sean Ayres, Executive VP

Category: Janitorial Services ; Chemicals & Related Products ; Pressure Washing & Restoration ; Business Products & Services

Geographic Area of Interest: Africa, Asia, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Jon Smith Subs **Booth # 632**

Tipton Shonkwiler, International Director

Victor Daher, VP of International Sales

Category: Food: Restaurants

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Journey Fitness 333 **Booth # 1231**

Travis Barnes, CEO

Cyndy Barnes, CFO

Category: Fitness ; Weight Conditioning/Control/Loss

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Juicy Burgers Restaurants**Booth # 1225**

Nick Walpert, CEO

Melissa Santos, VP Development

Category: Food: Restaurants ; Beverages ; Food: Specialty ; Food: Baked Goods/Donuts/Pastry**Geographic Area of Interest:** Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Kids 'R' Kids Learning Academies****Booth # 745**

David Vinson, CEO/President

Rashid Khan, VP of Franchise Development

Category: Educational Products & Services ; Children's Products & Services**Geographic Area of Interest:** Worldwide**Lapels Dry Cleaning****Booth # 720**

Kevin Dubois, President & CEO

Michael Eisner, VP Franchise Development

Category: Laundry & Dry Cleaning ; Retail Stores: Specialty ; Green and Eco-Friendly**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Little Caesars Pizza****Booth # 604**

Michael Therrian, Director, International

Bill Schreiber, Vice President, International

Category: Food: Pizza ; Food: Restaurants**Geographic Area of Interest:** Canada, Central America, Worldwide**Little Land Play Gym****Booth # 1028**

Ernie Beltz Jr., CEO

Category: Children's Products & Services ; Fitness ; Health Aids & Services**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Mad Science****Booth # 525**

Shafik Mina, President

Sean Callaway, Sales

Category: Children's Products & Services ; Educational Products & Services ; Entertainment Services**Geographic Area of Interest:** Worldwide**Marco Polo Events Ltd****Booth # 1147**

David Moran, CEO

Louis Bollard, Team Director

Category: Events, Event's Products & Services ; Fitness ; Recreation: Exercise, Sports, Entertainment & Services ; Business Consulting, Coaching & Training**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Massage Envy****Booth # 529**

Kurt Ullman, Vice President of International Development

Category: Spas: Day & Medical ; Beauty Products & Skin Care ; Fitness**Geographic Area of Interest:** Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Miniboss Business School****Booth # 571**

Olga Azarova, CEO

Valentina Slobodianiuk, Franchise Department

Category: Children's Products & Services ; Educational Products & Services**Geographic Area of Interest:** Worldwide**Minuteman Press International, Inc.****Booth #227**

George Holzmacher, V.P.- International Development

Category: Printing/Photocopying Services ; Business Products & Services ; Advertising ; Marketing/Public Relations**Geographic Area of Interest:** Africa, Australia-New Zealand, Canada, Central America, South America, Western Europe, Worldwide**Monkee's****Booth # 627**

Troy Taylor, V.P. of Franchise Development

Perry Ludy, President

Category: Clothing & Shoes ; Jewelry ; Retail Stores: Specialty**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Nathan's Famous****Booth # 1020**

Dwayne Hoffman, Senior Director of Franchise Development

Scott Harvey, Executive Vice President

Category: Food: Restaurants ; Food: Restaurants**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Natural Chicken Grill****Booth # 1230**

John Romney, Dir. of Franchise Development

Category: Food: Restaurants**Geographic Area of Interest:** Worldwide

Neighborly**Booth # 405**

Robert Tunmire, Executive Vice President
Mike Bidwell, CEO

Category: Pressure Washing & Restoration ; Maintenance, Cleaning & Sanitation ; Lawn, Garden, Agricultural Products & Services ; Maid & Personal Services

Geographic Area of Interest: Canada, Western Europe

N-Hance**Booth # 924**

Joe Manuszak, VP, International Development

Category: Construction: Materials, Service & Remodeling ; Painting Services ; Real Estate Services

Geographic Area of Interest: Worldwide

Nikita Hair Franchise**Booth #1124**

Omar Celada, Franchise Consultant
Andrea Lyman, CEO

Category: Hair Salons & Services ; Beauty Products & Skin Care

Geographic Area of Interest: Worldwide

ONE Cannabis**Booth # 423**

Justin Livingston, Vice President of Franchise Development
Mike Weinberger, COO

Category: Retail Stores: Specialty ; Health Aids & Services

Geographic Area of Interest: Canada

Ornare**Booth # 1266**

Claudio, Director
JOhn Bacon, VP of Sales

Category: Construction: Materials, Service & Remodeling ; Arts & Craft ; Home Furnishings: Retail & Services

Geographic Area of Interest: Asia, Canada, Central America, Middle East, South America, Worldwide

Paris Baguette**Booth # 233**

David Chung, Franchise Development

Category: Food: Baked Goods/Donuts/Pastry

Geographic Area of Interest: Worldwide

Peterbrooke Chocolatier**Booth # 431**

Jeffery Smith, COO

Category: Retail Stores: Specialty ; Food: Candy/Popcorn/Snacks ; Food: Specialty ; Food: Candy/Popcorn/Snacks

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Physical Therapy NOW**Booth #1121**

Sharmi Cattani, Vice President Of Franchise Development
Andy Zapata, CEO

Category: Health Aids & Services ; Senior Services ; Weight Conditioning/Control/Loss ; Attorney/Legal Service

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Pillar To Post Home Inspectors**Booth # 616**

Eric Steward, Marketing Manager

Category: Home Inspection Services ; Real Estate Services

Geographic Area of Interest: Canada

Pita Pit**Booth # 323**

Nelson Lang, Founder

Category: Food: Restaurants ; Food: Specialty

Geographic Area of Interest: Worldwide

Poki Bowl**Booth # 1129**

Lazaro Lopez, Business Development Manager
Hossein Kasnmai, President of Franchise Operations

Category: Food: Restaurants ; Food: Specialty

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Pretzelmaker**Booth # 427**

Dustin Thompson, Director of Franchise Marketing
Tim Linderman, Chief Development Officer

Category: Food: Baked Goods/Donuts/Pastry ; Food: Specialty ; Food: Candy/Popcorn/Snacks ; Food: Restaurants

Geographic Area of Interest: Asia, Canada, Central America, Eastern Europe, Middle East, South America, Worldwide

PropertyGuys.com**Booth # 1026**

Ken LeBlanc, CEO

Walter Melanson, Director of Partnerships

Category: Real Estate Services

Geographic Area of Interest: Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Rakkan Ramen**Booth # 217**

Ken Ishiyama, VP Operations
Ryohei Ito, CEO

Category: Food: Restaurants ; Food: Specialty

Geographic Area of Interest: Australia-New Zealand, Canada, Middle East, South America, Western Europe

Randy's Donuts**Booth # 1025**

Tom Bartsch, VP Marketing & Development

Mark Kelegian, President

Category: Food: Baked Goods/Donuts/Pastry ; Food: Restaurants ; Coffee**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Reis and Irvy's Frozen Yogurt****Booth # 133**

Nick Yates, Chairman

Art Budman, CEO

Category: Food: Specialty ; Food: Candy/Popcorn/Snacks ; Food: Ice Cream/Fruit Smoothies/Yogurt**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Restoration1****Booth # 609**

Gary Findley, CEO

Category: Maintenance, Cleaning & Sanitation ; Construction: Materials, Service & Remodeling ; Environmental Services ; Pressure Washing & Restoration**Geographic Area of Interest:** Australia-New Zealand, Eastern Europe**Rita's Franchise Company****Booth # 829**

Lori Shaffron, Senior Director of Franchise Development

Jenna Spadaccino, Franchise Sales Associate

Category: Food: Ice Cream/Fruit Smoothies/Yogurt ; Food: Specialty; Food: Baked Goods/Donuts/Pastry ; Food: Restaurants**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**RNR Tire Express****Booth # 515**

Vince Ficarotta, V.P. Franchise Development

Adam Sutton, Executive V.P.

Category: Automotive Products & Services ; Retail Stores: Specialty ; Rental: Equipment and Supplies ; Auto and Truck Renting, Buying and Leasing**Geographic Area of Interest:** Australia-New Zealand, Canada**School of Rock****Booth # 312**

Anthony Padulo, Chief Development Officer

Mariana Paes, Franchise Development Market Planning Manager

Category: Educational Products & Services ; Children's Products & Services ; Entertainment Services ; Audio Visual Products & Services**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Worldwide**Scissors & Scotch****Booth # 1241**

Erik Anderson, Co-founder

Geographic Area of Interest: Worldwide**Shots****Booth #1228**

Oscar Zapata, CEO

David Estrada, CFO

Category: Beverages ; Food: Restaurants ; Food: Specialty**Geographic Area of Interest:** Worldwide**Signarama****Booth # 932**

Tipton Shonkwiler, International Director, UFG

Category: Sign Products & Services ; Advertising ; Business Products & Services**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Slim Chickens****Booth # 1146**

Sam Rothschild, COO and Owner

Jackie Lobdell, Executive Dir Franchise Development

Category: Food: Restaurants**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Slime Factory****Booth # 1127**

Priscila Diep, Authorized Member

Luis Sanson, Authorized Member

Category: Children's Products & Services ; Educational Products & Services ; Arts & Craft ; Retail Stores: Specialty**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Smoothie King Franchises, Inc.****Booth # 544**

Kevin King, Chief Development Officer

Chad Tramuta, Franchise Development Manager

Category: Food: Ice Cream/Fruit Smoothies/Yogurt ; Beverages ; Retail Stores: Specialty ; Weight Conditioning/Control/Loss**Geographic Area of Interest:** Asia, Central America, Middle East, South America, Western Europe, Worldwide**Steak 'n Shake****Booth #532**

Greg Carey, VP, International Operations & Development

Tom Murray, VP & CFO of Franchising

Category: Food: Restaurants**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Sugarmoon Salon**Booth #1222**

Paola Girotti, President

John Romney, Franchise Creators

Category: Beauty Products & Skin Care ; Spas: Day & Medical ; Beauty Products & Skin Care**Geographic Area of Interest:** Australia-New Zealand, Canada, Worldwide**Supreme Kourts Franchising, LLC****Booth # 1245**

Tom Neuman, CEO/ Chief Justice

Steven Krieger, OWNER / COO

Category: Construction: Materials, Service & Remodeling ; Fitness ; Recreation: Equipment & Supplies ; Recreation: Exercise, Sports, Entertainment & Services**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Sushi Sake****Booth # 905**

Jose Schwank, Franchise Operations

Angel Aguayo, Director of Operations

Category: Food: Restaurants**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**The Fashion Class****Booth # 1269**

Kerri Quigley

Category: Arts & Craft ; Children's Products & Services ; Educational Products & Services**Geographic Area of Interest:** Worldwide**The Great Greek****Booth # 533**

Tipton Shonkwiler, International Director

Victor Daher, VP of International Sales

Category: Food: Restaurants**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**The Joint Corporation****Booth # 538**

Brian Markus, National RD Director

Salvatore Demuro, Franchise Sales Manager

Category: Health Aids & Services ; Retail Stores: Specialty**Geographic Area of Interest:** Worldwide**The Learning Experience****Booth #215**

Essie Kronstat, VP Franchise Development

Category: Children's Products & Services ; Children's Products & Services**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**The Melting Pot****Booth # 534**

Jesi Tarver, Sr. Director, of Franchise Development

Dan Stone, CFE, Chief Business & People Development Officer

Category: Food: Restaurants ; Food: Specialty**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**The Source Bulk Foods****Booth # 838**

Jurgen Kernbach, Director Franchising

Paul Medeiros, Managing Director

Category: Food: Specialty ; Retail Stores: Specialty ; Food: Meal Preparation**Geographic Area of Interest:** Asia, Canada, Eastern Europe, Western Europe**The Waffle Experience****Booth # 1232**

Michael Donoho, President

David Isbell, COO

Category: Food: Restaurants ; Food: Specialty**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Tierra Encantada****Booth # 1251**

Leslie Manes, Sales Director

Category: Educational Products & Services ; Children's Products & Services**Geographic Area of Interest:** Worldwide**Tina Maids****Booth #1126**

John Romney, VP of Sales

William Geronco, CEO

Category: Maid & Personal Services ; Janitorial Services**Geographic Area of Interest:** Worldwide**uBreakiFix****Booth # 714**

Todd Evans, VP Franchising

Brynson Smith, Director of Franchise Sales

Category: Retail Stores: Specialty**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**UFG Master Partners****Booth # 828**

Victor Daher, VP of LATAM

Mike Prince, Global Development Coordinator

Category: Franchise Consulting ; Food: Restaurants ; Embroidery, Screen Printing & Heat Transfer**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide

Uncle Louie G Italian Ices**Booth #1247**

Dino, Russo

Category: Food: Ice Cream/Fruit Smoothies/Yogurt**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Urban Bricks Pizza****Booth # 822**

Sammy Aldeeb, CEO

Rana Aldeeb, International Franchise Director

Category: Food: Pizza ; Food: Restaurants**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**Wayback Burgers****Booth # 415**

Bill Cherno, CDO

John Carter, CEO

Category: Food: Restaurants ; Food: Specialty**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe, Worldwide**WeSalon****Booth # 1253**

Justin Yarusso, Senior Software Engineer

Kim Herman, CEO

Category: Hair Salons & Services ; Spas: Day & Medical ; Cosmetics ; Computer/Electronics Products & Services**Geographic Area of Interest:** Worldwide**Wingstop Restaurants****Booth # 526**

Larry Kruguer, EVP and Chief Operating Officer

Category: Food: Restaurants**Geographic Area of Interest:** Asia, Australia-New Zealand, Canada, Central America, Eastern Europe, Middle East, South America, Western Europe**Woof Gang Bakery****Booth #115**

Marcos Caetano, COO

Category: Pet Sales, Supplies & Services ; Retail Stores: Specialty**Geographic Area of Interest:** Asia, Canada, Central America, Middle East, South America, Western Europe**WorkLodge****Booth # 1223**

Mike Thakur, Founder

James Ashton, VP Franchising

Category: Business Products & Services ; Real Estate Services**Geographic Area of Interest:** Australia-New Zealand, Canada, Central America, South America, Western Europe**Ziebart****Booth # 849**

Michael W. Riley, Senior Vice President

Bruce Weir, Vice President

Category: Automotive Products & Services ; Retail Stores: Specialty**Geographic Area of Interest:** Africa, Asia, Australia-New Zealand, Central America, Eastern Europe, South America, Western Europe

Africa

ActionCOACH
 BusinessKids
 Chem-Dry
 Chocolate Moonshine
 Chopped Leaf
 Cinnaholic
 clever fit GmbH
 Crepe Delicious
 Duck Donuts
 Enviro-Master Services
 Escapology
 Eye Level Learning Centers
 FASTSIGNS International, Inc.
 Focus Brands International
 Fort Family
 Freddy's Frozen Custard & Steamburgers
 French Fry Heaven
 Gold's Gym International
 GYMGUIZ
 Hooters of America, LLC
 iCRYO
 Jani-King International
 Jon Smith Subs
 Journey Fitness 333
 Lapels Dry Cleaning
 Little Land Play Gym
 Marco Polo Events Ltd
 Minuteman Press International, Inc.
 Monkee's
 Nathan's Famous
 Peterbrooke Chocolatier
 Physical Therapy NOW
 Poki Bowl
 PropertyGuys.com
 Randy's Donuts
 Reis and Irvy's Frozen Yogurt
 Rita's Franchise Company
 School of Rock
 Signarama
 Slim Chickens
 Slime Factory
 Steak 'n Shake
 Supreme Kourts Franchising, LLC
 Sushi Sake
 The Great Greek
 The Learning Experience
 The Melting Pot
 The Waffle Experience
 uBreakiFix
 UFG Master Partners
 Uncle Louie G Italian Ices
 Urban Bricks Pizza

Wayback Burgers
 Ziebart

Asia

9Round Kickboxing
 AAMCO Transmissions and Total Car Care
 ActionCOACH
 Arooga's Grille House & Sports Bar
 BusinessKids
 Carl's Jr.
 Chem-Dry
 Chocolate Moonshine
 Chopped Leaf
 Cinnaholic
 clever fit GmbH
 Crepe Delicious
 Dogtopia
 Duck Donuts
 Duraclean International, Inc.
 Enviro-Master Services
 Escapology
 Eye Level Learning Centers
 FASTSIGNS International, Inc.
 FITSPACE Boutique Fitness
 Focus Brands International
 Fort Family
 Freddy's Frozen Custard & Steamburgers
 French Fry Heaven
 Gold's Gym International
 Great American Cookies
 Great Harvest Franchising
 GYMGUIZ
 Hooters of America, LLC
 iCRYO
 Jani-King International
 Jon Smith Subs
 Journey Fitness 333
 Juicy Burgers Restaurants
 Lapels Dry Cleaning
 Little Land Play Gym
 Marco Polo Events Ltd
 Massage Envy
 Monkee's
 Nathan's Famous
 Ormare
 Peterbrooke Chocolatier
 Physical Therapy NOW
 Poki Bowl
 Pretzelmaker
 PropertyGuys.com
 Randy's Donuts
 Reis and Irvy's Frozen Yogurt
 Rita's Franchise Company
 School of Rock

Signarama
 Slim Chickens
 Slime Factory
 Smoothie King Franchises, Inc.
 Steak 'n Shake
 Supreme Kourts Franchising, LLC
 Sushi Sake
 The Great Greek
 The Learning Experience
 The Melting Pot
 The Source Bulk Foods
 The Waffle Experience
 uBreakiFix
 UFG Master Partners
 Uncle Louie G Italian Ices
 Urban Bricks Pizza
 Wayback Burgers
 Wingstop Restaurants
 Woof Gang Bakery
 Ziebart

Australia-New Zealand

9Round Kickboxing
 AAMCO Transmissions and Total Car Care
 ActionCOACH
 Arooga's Grille House & Sports Bar
 Blue Martini
 BusinessKids
 Carl's Jr.
 Chem-Dry
 Chocolate Moonshine
 Chopped Leaf
 Cinnaholic
 clever fit GmbH
 Crepe Delicious
 Dogtopia
 Duck Donuts
 Duraclean International, Inc.
 Enviro-Master Services
 Escapology
 FASTSIGNS International, Inc.
 FITSPACE Boutique Fitness
 Focus Brands International
 Fort Family
 Freddy's Frozen Custard & Steakburgers
 French Fry Heaven
 Gold's Gym International
 Great Harvest Franchising
 GYMGUIZ
 Hooters of America, LLC
 iCRYO
 Jon Smith Subs
 Journey Fitness 333

Juicy Burgers Restaurants
 Lapels Dry Cleaning
 Little Land Play Gym
 Marco Polo Events Ltd
 Massage Envy
 Minuteman Press International, Inc.
 Monkee's
 Nathan's Famous
 Peterbrooke Chocolatier
 Physical Therapy NOW
 Poki Bowl
 PropertyGuys.com
 Rakkam Ramen
 Randy's Donuts
 Reis and Irvy's Frozen Yogurt
 Restoration1
 Rita's Franchise Company
 RNR Tire Express
 School of Rock
 Signarama
 Slim Chickens
 Slime Factory
 Steak 'n Shake
 Sugar Moon Salon
 Supreme Kourts Franchising, LLC
 Sushi Sake
 The Great Greek
 The Learning Experience
 The Melting Pot
 The Waffle Experience
 uBreakiFix
 UFG Master Partners
 Uncle Louie G Italian Ices
 Urban Bricks Pizza
 Wayback Burgers
 Wingstop Restaurants
 WorkLodge
 Ziebart

Canada

9Round Kickboxing
 AAMCO Transmissions and Total Car Care
 Acai Express
 ActionCOACH
 Arooga's Grille House & Sports Bar
 Blue Martini
 Bout Time Pub & Grub
 BusinessKids
 Carl's Jr.
 Chem-Dry
 Chocolate Moonshine
 Chopped Leaf
 Cinnaholic
 clever fit GmbH
 Crepe Delicious
 Dogtopia
 Don Peppinu
 Duck Donuts
 Duraclean International, Inc.
 Enviro-Master Services
 Escapology
 Express Employment Professionals
 Eye Level Learning Centers
 FASTSIGNS International, Inc.
 FITSPACE Boutique Fitness
 Focus Brands International
 Fort Family
 Freddy's Frozen Custard & Steakburgers
 French Fry Heaven
 Gold's Gym International
 Grease Monkey International, LLC
 Great American Cookies
 Great Harvest Franchising
 Ground Round Grill & Bar
 GYMGUIZ
 Hooters of America, LLC
 iCRYO
 Jon Smith Subs
 Journey Fitness 333
 Juicy Burgers Restaurants
 Lapels Dry Cleaning
 Little Caesars Pizza
 Little Land Play Gym
 Marco Polo Events Ltd
 Massage Envy
 Minuteman Press International, Inc.
 Monkee's
 Nathan's Famous
 Neighborly
 ONE Cannabis
 Ornare
 Peterbrooke Chocolatier
 Physical Therapy NOW

Pillar To Post Home Inspectors
 Poki Bowl
 Pretzelmaker
 PropertyGuys.com
 Rakkam Ramen
 Randy's Donuts
 Reis and Irvy's Frozen Yogurt
 Rita's Franchise Company
 RNR Tire Express
 School of Rock
 Signarama
 Slim Chickens
 Slime Factory
 Steak 'n Shake
 Sugar Moon Salon
 Supreme Kourts Franchising, LLC
 Sushi Sake
 The Great Greek
 The Learning Experience
 The Melting Pot
 The Source Bulk Foods
 The Waffle Experience
 UFG Master Partners
 Uncle Louie G Italian Ices
 Urban Bricks Pizza
 Wayback Burgers
 Wingstop Restaurants
 Wool Gang Bakery
 WorkLodge

Central America

Acai Express
 ActionCOACH
 Blue Martini
 Bout Time Pub & Grub
 BusinessKids
 Carl's Jr.
 Chem-Dry
 Chocolate Moonshine
 Chopped Leaf
 Cinnaholic
 clever fit GmbH
 Crepe Delicious
 Dogtopia
 Don Peppinu
 Duck Donuts
 Duraclean International, Inc.
 Enviro-Master Services
 Escapology
 Eye Level Learning Centers
 FASTSIGNS International, Inc.
 FITSPACE Boutique Fitness
 Focus Brands International
 Fort Family

Freddy's Frozen Custard & Steakhburgers
 French Fry Heaven
 Global Art & Creative USA
 Gold's Gym International
 Grease Monkey International, LLC
 Great American Cookies
 GYMGUIZ
 Hooters of America, LLC
 iCRYO
 Jani-King International
 Jon Smith Subs
 Journey Fitness 333
 Juicy Burgers Restaurants
 Lapels Dry Cleaning
 Little Caesars Pizza
 Little Land Play Gym
 Marco Polo Events Ltd
 Massage Envy
 Minuteman Press International, Inc.
 Monkee's
 Nathan's Famous
 Ornare
 Peterbrooke Chocolatier
 Physical Therapy NOW
 Poki Bowl
 Pretzelmaker
 PropertyGuys.com
 Randy's Donuts
 Reis and Irvy's Frozen Yogurt
 Rita's Franchise Company
 School of Rock
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 Slim Chickens
 Slime Factory
 Smoothie King Franchises, Inc.
 Steak 'n Shake
 Supreme Kourts Franchising, LLC
 Sushi Sake
 The Great Greek
 The Learning Experience
 The Melting Pot
 The Waffle Experience
 uBreakFix
 UFG Master Partners
 Uncle Louie G Italian Ices
 Urban Bricks Pizza
 Wayback Burgers
 Wingstop Restaurants
 Woof Gang Bakery
 WorkLodge
 Ziebart

Eastern Europe

ActionCOACH
 Arooga's Grille House & Sports Bar
 Blue Martini
 BusinessKids
 Carl's Jr.
 Chem-Dry
 Chocolate Moonshine
 Chopped Leaf
 Cinnaholic
 clever fit GmbH
 Crepe Delicious
 Dogtopia
 Duck Donuts
 Duraclean International, Inc.
 Enviro-Master Services
 Escapology
 Eye Level Learning Centers
 FASTSIGNS International, Inc.
 FITSPACE Boutique Fitness
 Focus Brands International
 Fort Family
 Freddy's Frozen Custard & Steakhburgers
 French Fry Heaven
 Gold's Gym International
 Great American Cookies
 Great Harvest Franchising
 GYMGUIZ
 Hooters of America, LLC
 iCRYO
 Jani-King International
 Jon Smith Subs
 Journey Fitness 333
 Juicy Burgers Restaurants
 Lapels Dry Cleaning
 Little Land Play Gym
 Marco Polo Events Ltd
 Massage Envy
 Monkee's
 Nathan's Famous
 Peterbrooke Chocolatier
 Physical Therapy NOW
 Poki Bowl
 Pretzelmaker
 PropertyGuys.com
 Randy's Donuts
 Reis and Irvy's Frozen Yogurt
 Restoration1
 Rita's Franchise Company
 School of Rock
 Signarama
 Slim Chickens
 Slime Factory
 Steak 'n Shake

Supreme Kourts Franchising, LLC
 Sushi Sake
 The Great Greek
 The Learning Experience
 The Melting Pot
 The Source Bulk Foods
 The Waffle Experience
 uBreakiFix
 UFG Master Partners
 Uncle Louie G Italian Ices
 Urban Bricks Pizza
 Wayback Burgers
 Wingstop Restaurants
 Ziebart

Middle East

9Round Kickboxing
 AAMCO Transmissions and Total Car Care
 ActionCOACH
 Arooga's Grille House & Sports Bar
 Bout Time Pub & Grub
 BusinessKids
 Carl's Jr.
 Chem-Dry
 Chocolate Moonshine
 Chopped Leaf
 Cinnaholic
 clever fit GmbH
 Crepe Delicious
 Dogtopia
 Duck Donuts
 Duraclean International, Inc.
 Enviro-Master Services
 Escapology
 Eye Level Learning Centers
 FASTSIGNS International, Inc.
 FITSPACE Boutique Fitness
 Focus Brands International
 Fort Family
 Freddy's Frozen Custard & Steakburgers
 French Fry Heaven
 Gold's Gym International
 Great American Cookies
 Great Harvest Franchising
 GYMGUYZ
 Hardee's
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 Jani-King International
 Jon Smith Subs
 Journey Fitness 333
 Juicy Burgers Restaurants
 Lapels Dry Cleaning

Little Land Play Gym
 Marco Polo Events Ltd
 Massage Envy
 Monkee's
 Nathan's Famous
 Ornare
 Peterbrooke Chocolatier
 Physical Therapy NOW
 Poki Bowl
 Pretzelmaker
 PropertyGuys.com
 Rakkam Ramen
 Randy's Donuts
 Reis and Irvy's Frozen Yogurt
 Rita's Franchise Company
 School of Rock
 Signarama
 Slim Chickens
 Slime Factory
 Smoothie King Franchises, Inc.
 Steak 'n Shake
 Supreme Kourts Franchising, LLC
 Sushi Sake
 The Great Greek
 The Learning Experience
 The Melting Pot
 The Waffle Experience
 uBreakiFix
 UFG Master Partners
 Uncle Louie G Italian Ices
 Urban Bricks Pizza
 Wayback Burgers
 Wingstop Restaurants
 Woof Gang Bakery

South America

Acai Express
 ActionCOACH
 Blue Martini
 Bout Time Pub & Grub
 BusinessKids
 Carl's Jr.
 Chem-Dry
 Chocolate Moonshine
 Chopped Leaf
 Cinnaholic
 clever fit GmbH
 Crepe Delicious
 Dogtopia
 Don Peppino
 Duck Donuts
 Duraclean International, Inc.
 Enviro-Master Services
 Escapology
 Eye Level Learning Centers
 FASTSIGNS International, Inc.
 FITSPACE Boutique Fitness
 Focus Brands International
 Fort Family
 Freddy's Frozen Custard & Steaksburgers
 French Fry Heaven
 Global Art & Creative USA
 Gold's Gym International
 Grease Monkey International, LLC
 Great American Cookies
 Great Harvest Franchising
 GYMGUIZ
 Hooters of America, LLC
 iCRYO
 Jani-King International
 Jon Smith Subs
 Journey Fitness 333
 Juicy Burgers Restaurants
 Lapels Dry Cleaning
 Little Land Play Gym
 Marco Polo Events Ltd
 Massage Envy
 Minuteman Press International, Inc.
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 Peterbrooke Chocolatier
 Physical Therapy NOW
 Poki Bowl
 Pretzelmaker
 PropertyGuys.com
 Rakkam Ramen
 Randy's Donuts

Reis and Irvy's Frozen Yogurt
 Rita's Franchise Company
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 Slime Factory
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 Steak 'n Shake
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 uBreakiFix
 UFG Master Partners
 Uncle Louie G Italian Ices
 Urban Bricks Pizza
 Wayback Burgers
 Wingstop Restaurants
 Woof Gang Bakery
 WorkLodge
 Ziebart

Western Europe

9Round Kickboxing
 AAMCO Transmissions and Total Car Care
 Acai Express
 ActionCOACH
 Arooga's Grille House & Sports Bar
 Blue Martini
 Bout Time Pub & Grub
 BusinessKids
 Carl's Jr.
 Chem-Dry
 Chocolate Moonshine
 Chopped Leaf
 Cinnaholic
 clever fit GmbH
 Crepe Delicious
 Dogtopia
 Duck Donuts
 Duraclean International, Inc.
 Enviro-Master Services
 Escapology
 Eye Level Learning Centers
 FASTSIGNS International, Inc.
 FITSPACE Boutique Fitness
 Focus Brands International
 Fort Family
 Freddy's Frozen Custard & Steaksburgers
 French Fry Heaven
 Gold's Gym International
 Great Harvest Franchising

GYMGUYZ

Hooters of America, LLC
 iCRYO
 Jani-King International
 Jon Smith Subs
 Journey Fitness 333
 Juicy Burgers Restaurants
 Lapels Dry Cleaning
 Little Land Play Gym
 Marco Polo Events Ltd
 Massage Envy
 Minuteman Press International, Inc.
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 Nathan's Famous
 Neighborly
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 Physical Therapy NOW
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 Steak 'n Shake
 Supreme Kourts Franchising, LLC
 Sushi Sake
 The Great Greek
 The Learning Experience
 The Melting Pot
 The Source Bulk Foods
 The Waffle Experience
 uBreakiFix
 UFG Master Partners
 Uncle Louie G Italian Ices
 Urban Bricks Pizza
 Wayback Burgers
 Wingstop Restaurants
 Woof Gang Bakery
 WorkLodge
 Ziebart

Worldwide

4Ever Young
 9Round Kickboxing
 ActionCOACH
 Amazing Lash Studio
 American Family Care
 Blue Martini
 Body Fit Training
 Building Kidz School
 BusinessKids
 Carl's Jr.
 Carvel
 Chem-Dry
 Chocolate Moonshine
 Chopped Leaf
 Cinnabon
 Cinnaholic
 clever fit GmbH
 ClimbZone Franchising LLC
 Copper Branch
 Crepe Delicious
 Dogtopia
 Don Peppinu
 Duck Donuts
 Enviro-Master Services
 Escapology
 Experimax
 Eye Level Learning Centers
 Farm Stores
 FASTSIGNS International, Inc.
 FITSPACE Boutique Fitness
 Focus Brands International
 Fort Family
 Franchise Creator
 Freddy's Frozen Custard & Steakburgers
 French Fry Heaven
 Fresh & Co.
 Gold's Gym International
 Grease Monkey International, LLC
 Great American Cookies
 Great Harvest Franchising
 GYMGUYZ
 Hardee's
 High Achievers
 Hooters of America, LLC
 iCRYO
 Imagine Arts Academy
 Jani-King International
 Jon Smith Subs
 Journey Fitness 333
 Juicy Burgers Restaurants
 Kids 'R' Kids Learning Academies
 Lapels Dry Cleaning
 Little Caesars Pizza

Little Land Play Gym
 Mad Science
 Marco Polo Events Ltd
 Massage Envy
 Miniboss Business School
 Minuteman Press International, Inc.
 Monkee's
 Nathan's Famous
 Natural Chicken Grill
 N-Hance
 Nikita Hair Franchise
 Ornare
 Paris Baguette
 Peterbrooke Chocolatier
 Physical Therapy NOW
 Pita Pit
 Poki Bowl
 Pretzelmaker
 PropertyGuys.com
 Randy's Donuts
 Reis and Irvy's Frozen Yogurt
 Rita's Franchise Company
 School of Rock
 Scissors & Scotch

Shots
 Signarama
 Slim Chickens
 Slime Factory
 Smoothie King Franchises, Inc.
 Steak 'n Shake
 Sugar Moon Salon
 Supreme Kourts Franchising, LLC
 Sushi Sake
 The Fashion Class
 The Great Greek
 The Joint Corporation
 The Learning Experience
 The Melting Pot
 The Waffle Experience
 Tierra Encantada
 Tina Maids
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*Source: Flexible Space Report, JLL, 2018

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Oil Changes & More



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