

1. Record Nr.	UNINA9910450478703321
Autore	Meaney James A
Titolo	How to buy a franchise [[electronic resource] /] / by James A Meaney
Pubbl/distr/stampa	Naperville, Ill., : Sphinx Pub, 2004
ISBN	1-281-83378-9 9786611833787 1-4175-5490-8
Edizione	[1st ed.]
Descrizione fisica	1 online resource (242 p.)
Disciplina	658.8/708/0681
Soggetti	Franchises (Retail trade) Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Why buy a franchise? -- What is a franchise? -- Finding the right franchise for you -- Disclosure laws -- The disclosure statement -- Financial feasibility -- Professional assistance -- Franchise salespeople and brokers -- The background of the franchisor -- Investigating existing franchisees -- Earning claims -- Understanding and negotiating the franchise agreement -- Your relationship with the franchisor -- Franchisee input and franchisee associations -- Conclusion -- Appendix A: Uniform franchise offering circular (sample) -- Appendix B: Franchise agreement (sample) -- Appendix C: State filing requirements.