

LUNCH N LEARN

SHOW ME THE MONEY

How Funding Partners Propel Franchisor Success

IFA WEBINAR SERIES

August 15, 2023

SPONSORED BY:



Webinar Sponsor



CONTACT INFO:

Benetrends Financial

Michael Minitelli

SVP of Business Development

E: mminitelli@benetrends.com

M: 908-447-0098

Today's Featured Speakers



Michael Minitelli
VP of Business Development
Benetrends Financial
E: mminitelli@benetrends.com
M: 908-447-0098



Danielle Wright, CFE
Chief Development Officer
Premium Service Brands



Dave Warn, CFE
Vice President of Franchise Development
Buzz Franchise Brands

The Benefits of Working with a Funding Partner

- **Why Work with a Funding Partner?**
- **The Benefits of have a “go-to” person and Funding Partner**
 - Working with someone you trust; having a REAL person to ask questions to
 - Disclosure of Information
 - Not all brands have the means to have in-house financing teams (this can get costly, and with heavy lead flow it’s difficult to get those deals across the finish line quickly)
 - Banking Relationships
- **Common Mistakes Franchisors make during the funding process**

How and When to Qualify your candidates

- **THE BIG QUESTION:**
 - When should a candidate be introduced to a funding partner?
 - Qualifying or Disqualifying
 - Timing of discovery days

Resources from Experts Available

- Working with a funding partner can bring many resources from experts in the industry that are beneficial to your franchise system and franchisees
- Resources might include funding calculators, co-branded materials, flyers & brochures
- Webinars
- Attendance at Conferences, Events, Discovery Days

Total Cash Amount In All Your Accounts
(checking, savings, money market, CDs, etc.)

First Name

Total Value Of Retirement Funds
(401(k), IRA, and other retirement accounts)

Last Name


Total Value Of Non-Retirement Investments
(stocks, bonds, etc.)

Email Address

Credit Score
(If you are not sure of your current credit score, visit freecreditreport.com or CreditKarma.com)

Phone Number

[Calculate Now](#)

Powered by Benetrends  **benetrends**
FINANCIAL
Family over Finance. Funding your growth.

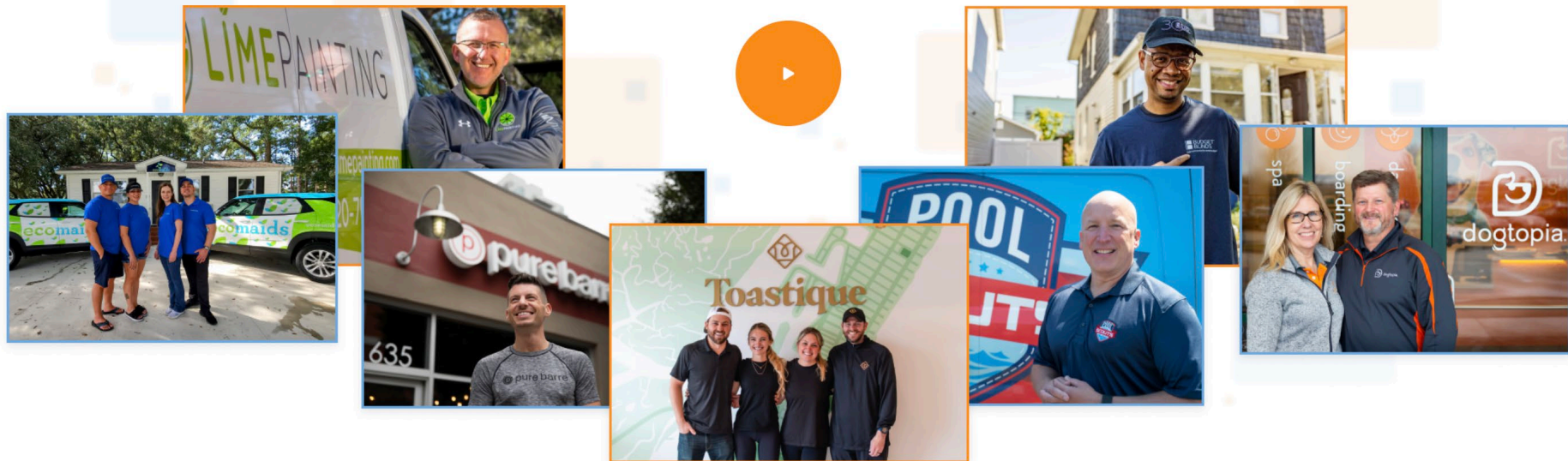


Working with Benetrends...

- If you are looking for a funding partner visit us at www.benetrends.com or reach out to Michael Minitelli at mminitelli@benetrends.com

Transforming Dreams into Businesses

Accelerate your journey from dream to reality with Benetrends Financial. We offer swift, cost-effective, and tailored funding solutions to breathe life into your small business or startup. Our team of experts employs innovative strategies to secure the optimal funding you need, propelling your ideas into sustainable entrepreneurial success. With Benetrends Financial, we're not just funding your business, we're transforming dreams into thriving enterprises.



Connect with us on LinkedIn



Michael Minitelli



Danielle Wright, CFE



Dave Warn, CFE



Questions?

Thank you for attending!