



Connecting the Dots:  
**PARTNERS**  
in the franchise ecosystem



# Meet the **PANEL**



**Ali Kraus**  
VP of Marketing  
Benetrends



**Todd Harris**  
Franchisee  
Restoration 1



**Marissa Frois**  
CEO, TES



**Daniel Prendergast**  
COACH, Franchisee  
TES



# Understanding the Franchise ECOSYSTEM



The interconnected roles of franchisors, funding partners (or any partner), and franchisees.



How TES, Benetrends, and franchisees work together to fuel business growth.



The importance of strong partnerships in the franchising world.



# A CASE STUDY OF OUR VERY OWN

*with Daniel Prendergast*

## The Journey to Franchisee/ TES COACH

### How it began

Getting into franchising with The Entrepreneur Source

### Funding with a trusted partner

ROBS Funding, how it clicked

## The Role of TES + Benetrends

### Partners in Success

How working together is EVERYTHING

### Relationship Driven

Building our teams, our products, and our systems





# Todd Harris' Path to Franchise Success

- Seeking Guidance
- Connecting with Dan Prendergast
- Finding the Perfect Franchise
- Partnering for Success
- Building the Right Team





**Q & A**  
*with the panel*



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# CONNECT WITH US

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