

ICFE COURSE CALENDAR
Institute of Certified Franchise Executives
2017 Calendar As of 8.11.2017 –
Subject to change
 For latest information call 202-662-0771
www.franchise.org/cfe-home

Questions about the CFE calendar should be directed to
 Rose DuPont–202-662-0771; email—rdupont@franchise.org



INSTITUTE OF CERTIFIED
FRANCHISE EXECUTIVES

*Mission: To enhance the professionalism of franchising
 by certifying the highest standards of quality training and education.*

WSI AND TUTOR DOCTOR are the proud educational sponsors of the Institute of Certified Franchise Executives. With CFE certified leadership and management teams committed to the program, WSI and Tutor Doctor are strong advocates of the ICFE program.



CANDIDATES MAY TAKE A MAXIMUM OF 1.500 EDUCATION CREDITS ONLINE

[All online courses are available through Franchise University](#)

FRANCHISE UNIVERSITY

Number/Type of Credits

Franchising: Franchise Manager Package – 7 courses	150 Education
Franchising: Individual Package – 4 courses	100 Education
Franchising Basics	300 Education
Profit Mastery Series Modules 1-6 (complete full series 350 Education credits)	50 Education each
ICFE Study Guide Exam (MANDATORY TO RECEIVE CFE)	300 Education
IFA Franchise Toolkit	100 Education
CFE Study Guide Lessons [credits per lesson]	25 Education
Recruiting & Hiring	150 Education
Performance Management	150 Education
Managing Conflict	100 Education
Coaching Your Employees	150 Education
Generational Divide	150 Education
Succession Planning	150 Education
Mastering Cross-Generational Communications	150 Education
Reduce Stress Through Effective Conflict Resolution	150 Education

FranklinCovey Courses

Project Management Essentials	200 Education
Presentation Advantage	200 Education
Time Management Essentials: Powered by the 5 Choices to Extraordinary Productivity	200 Education

OCTOBER (continued)

18	Strategies for Increasing Franchisees' Unit Revenue & Profits for information & registration click here	150 Education
19-20	IFA Fran-Tech Digital Marketing & Technology Conference – San Diego, CA Click here for information/brochure/registration	300 Education
26-28	Georgetown University Franchise Management Certificate Program <i>Managing a Franchise Business</i> – information & registration	450 Education

NOVEMBER

2-4	Franchise Expo West – Los Angeles – for information & registration click here (additional credits for education programs to be determined)	50 Participation
6-9	IFA Emerging Franchisor Conference – Phoenix, AZ For information & registration click here – Open to franchisees and franchisors only; suppliers only if a sponsor	600 Education
13-15	Restaurant Finance and Development Conference – Las Vegas, NV - Click here for information and registration	300 Education

DECEMBER

Nov. 30-	Georgetown University Franchise Management Certificate Program	450 Education
Dec. 2	<i>The Future of Franchising</i> – Information & registration	

JANUARY 2018

18-20	Franchise Expo South – Dallas, TX	50 Participation
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FEBRUARY 2018

10-13	IFA Annual Convention – Phoenix, AZ	300 Education & 100 Participation
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FEBRUARY 2018 (continued)

9-10	ICFE Special Sessions	
	Friday, February 9, 2018	
	FranTogether	200 Education
	Leading With Excellence in Franchising	200 Education
	Principles of Franchising	200 Education
	Profit Mastery: Financial Boot Camp Part I	200 Education

FEBRUARY 2018 (continued)

[Saturday, February 10, 2018](#)

Create a Culture of Extraordinary Productivity
IFA Fran-Guard™
Profit Mastery: Charting a Course for the Future Part II

200 Education
300 Education
200 Education

MAY 2018

6-8 IFA Legal Symposium – Washington, DC

300 Education &
100 Participation
150 Education

8-9 IBA/IFA Joint Conference – Washington, DC

31-June 2 IFE – New York

50 Participation