



IFA Annual Conventions	300 Education & 100 Participation
IFA Legal Symposiums	300 Education & 100 Participation
Georgetown Univeristy Franchise Management Certificate Program	

### **MARCH**

6-7	Franchise Finance & Development Conference <a href="#">Wynn Encore, Las Vegas--</a>	300 Education
15-17	Georgetown University Franchise Management Certificate Program Part I – Building Blocks of Franchising – <a href="#">for information click here</a> <a href="#">Click here to register on line</a>	450 Education

### **APRIL**

12-14	Georgetown University Franchise Management Certificate Program Part II – Managing a Franchise Business – <a href="#">for information click here</a> <a href="#">Click here to register on line</a>	450 Education
16-18	The Entrepreneurial Leader Series—Module III <i>Influential and Innovative Leader—NOVA Southeastern University</i> <a href="#">Information &amp; Registration</a>	450 Education
18-19	IFA Franchise Development Seminar – Tampa, FL For information 202-628-8000	150 Education
30-May 2	Franchise Mini MBA™--Module 1— <i>Innovation &amp; Growth</i> Nova Southeastern University - <a href="#">Information &amp; Registration</a>	450 Education

### **MAY (Continued)**

<b><u>Date/Name of Course/Presenter/Location</u></b>	<b><u>Number/Type of Credits</u></b>	
3-5	Franchise Mini MBA™—Module II <i>Franchise Sales &amp; Development</i> Nova Southeastern University - <a href="#">Information &amp; Registration</a>	450 Education
7-9	Franchise Mini MBA™—Module II <i>Strategic Management &amp; Strategy Formulation</i> Nova Southeastern University - <a href="#">Information &amp; Registration</a>	450 Education
16-18	Best Ideas & Leadership Summit 2012 FranConnection- <a href="http://www.franconnect.com/franconnection">www.franconnect.com/franconnection</a>	300 Education

### **JUNE**

15-17	International Franchise Expo–New York– <a href="http://www.ifeinfo.com/">http://www.ifeinfo.com/</a>	50 Participation
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23-27	FranDev 2012 – Tucson For information/registration – <a href="http://www.mgmt2000.com">www.mgmt2000.com</a> or call 800-847-5763	450 Education
25-27	The Entrepreneurial Leader Series—Module I <i>21<sup>st</sup> Century Leader</i> Nova Southeastern University— <a href="#">Information &amp; Registration</a>	450 Education
28-30	The Entrepreneurial Leader Series—Module II <i>Leading Effective Teams</i> Nova Southeastern University— <a href="#">Information &amp; Registration</a>	450 Education

## **OCTOBER**

4-6	Franchise Mini MBA™ — Module I— <i>Innovation &amp; Growth</i> Nova Southeastern University <a href="#">Information &amp; Registration</a>	450 Education
8-10	Franchise Mini MBA™—Module II Nova Southeastern University <i>Franchise Sales &amp; Development</i> - Information & Registratiom	450 Education
10-11	IFA Franchise Development Seminar – Anaheim, CA For information 202-628-8000	150 Education
11-13	Franchise Mini MBA™— Module III Nova Southeastern University <i>Strategic Management &amp; Strategy Formulation</i> - <a href="#">Information &amp; Registration</a>	450 Education

## **NOVEMBER**

<b><u>Date/Name of Course/Presenter/Location</u></b>	<b><u>Number/Type of Credits</u></b>	
7-8	IFA Franchise Development Seminar – Dallas, TX For information 202-628-8000	150 Education
7-10	Emerging Franchisor Conference Nova Southeastern University - <a href="#">Information &amp; Registration</a>	300 Education
12-13	Developing Operations Manuals & Franchise Training Systems Nova Southeastern University - <a href="#">Information &amp; Registration</a>	300 Education

## **FUTURE DATES**

### **IFA Annual Convention (100 Participation/300 Education)**

February 11-14, 2012—Marriott World Center, Orlando, FL  
 February 17-20, 2013—MGM Grand Hotel, Las Vegas, NV  
 February 22-25, 2014—New Orleans Convention Center, New Orleans, LA  
 February 15-18, 2015—MGM Grand Hotel, Las Vegas, NV

**IFA Legal Symposium (300 Education)**

May 20-22, 2012 – JW Marriott Hotel—Washington, DC  
May 5-7, 2013—JW Marriott Hotel—Washington, DC

**IBA/IFA Joint Conferences (150 Education)**

May 22-23, 2012 —JW Marriott Hotel—Washington, DC  
May 7-8, 2013—JW Marriott Hotel—Washington, DC

**IFA Public Affairs Conference (100 Participation)**

September 9-12, 2012—JW Marriott Hotel—Washington, DC  
September 15-18, 2013—JW Marriott Hotel—Washington, DC



*For nearly 30 years The Entrepreneur's Source coaching network of nearly 250 coaches have matched tens of thousands of clients to hundreds of franchise companies, generating millions of dollars in revenues, franchise fees and on-going royalties for the franchising sector. Our ZorSource team now empowers franchisors with effective coaching services designed to improve a multitude of areas including: strategic planning, marketing and lead generation, franchise development/awards, unit economics, franchisee education, conference planning, global expansion, funding programs and much more.*

*We are extremely proud of our decade of dedication to the IFA and our numerous executives who received CFE accreditation, and the hundreds of franchise executives who see significant value within our Franchise Accelerated Success Training™ (FAST) CFE program.*