



IFA ANNUAL CONVENTION

20
22



How to Win and Influence Franchisee Leadership

Session Speakers



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Clint Ehlers
Franchise Owner
FASTSIGNS

It takes 2

- Is there Cooperation?
- Is it a Partnership?
- Where's the focus?

Joe Lindenmayer
Franchise Owner
California Closets

From a Franchise Insider

Successful Execution & Engagement begins with Understanding the Team... “People First, People Last”

- What’s Important to Them and How Do You Build That into Your Operations?
- Find Out What’s “Goofy”...
- Force Multipliers... Find Them!

Tom Wood
CEO/President
Floor Coverings International



Building Trust with your Network

- Find Common Alignment
- Cast a unified Vision that Stretches the Organization
- Demonstrate that you're willing to sacrifice as well
- Lead with the Vision in mind

Mike Hopkins
Chief Operating Officer
Paul Davis

Change- A Success Model

