

**ICFE COURSE CALENDAR**  
**Institute of Certified Franchise Executives**  
**2018 Calendar As of 03/12/2018 - Subject to change**  
**For latest information call 202-662-0771 [w](http://www.franchise.org/cfe-home)**  
**[www.franchise.org/cfe-home](http://www.franchise.org/cfe-home)**

**Questions about the CFE calendar should be directed to  
Rose DuPont-202-662-0771; email—[rdupont@franchise.org](mailto: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 <b>(MANDATORY TO RECEIVE CFE)</b>	300 Education
IFA Franchise Toolkit	100 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

**IFA Video on Demand Programs**

IFA FRAN-GUARD™ <b>(MANDATORY TO RECEIVE CFE)</b>	300 Education
Franchise Relations in Action	200 Education
Moving from Conflict to Collaboration	200 Education
Executive Insights Series	75 Education
Best Practices in Franchise Management	75 Education



## **MAY (Continued)**

16	IFA Franchise Development Seminar <a href="https://www.franchise.org/events">https://www.franchise.org/events</a>	150 Education
22	<a href="#">Improving Franchise Advisory Councils</a>	100 Education
22	<a href="#">Managing Franchisee Underperformance</a>	
23	<a href="#">Effective Franchise Recruitment</a>	200 Education
24	<a href="#">Managing Franchise Resales</a>	100 Education
	Being held in Los Angeles – <u>500 Education credits for all segments</u> contact the Franchise Advisory Center at <a href="mailto:events@franchiseadvice.com.au">events@franchiseadvice.com.au</a> .	
31-June 2	IFE – New York <a href="http://www.ifeinfo.com/">http://www.ifeinfo.com/</a>	50 Participation

## **JUNE**

12	Improve Your Skills & Close More Franchise Sales	150 Education
13	How to Become a More Effective Field Consultant & Coach	150 Education
14	Hot Engagement Drives Profit & Growth	150 Education
15	Becoming A More Effective Leader Presented by Management 2000 - Sheraton Galleria – Houston, TX – information/registration <a href="#">click here</a>	150 Education
18-20	Franchise Update Consumer Marketing Conference Atlanta, GA - <a href="https://www.franchiseconsumermarketing.com/">https://www.franchiseconsumermarketing.com/</a>	300 Education

## **JULY**

24	FranNet Webinar - How to Best Work with Referral Groups Registration Link: <a href="https://mailchi.mp/7fb754a7735d/get-your-cfe-with-frannet">https://mailchi.mp/7fb754a7735d/get-your-cfe-with-frannet</a>	50 Participation
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## **SEPTEMBER**

5-7	IFA Franchise Action Network Annual Meeting – Washington, DC	100 Participation
11	FranNet Webinar - How Successful Franchisors and Franchisees Partner to Win Registration Link: <a href="https://cc.readytalk.com/r/629kr9kyntcz&amp;eom">https://cc.readytalk.com/r/629kr9kyntcz&amp;eom</a>	50 Participation

## **OCTOBER**

1-3	IFA Franchise Action Network Annual Meeting & Fall Leadership Meetings	100 Participation
16	Improve Your Skills & Close More Franchise Sales	150 Education
17	How to Become A More Effective Field Consultant & Coach	150 Education
18	How Engagement Drive Profit & Growth	150 Education
19	Becoming A More Effective Leader Presented by Management 2000 - Sheraton Galleria – Houston, TX – information/registration <a href="#">click here</a>	150 Education
18-19	IFA FranTech Franchsie Innovation Conference – Austin, TX	300 Education

**NOVEMBER**

1-3 Franchise Expo West – Los Angeles, CA 50 Participation  
<http://www.franchiseexpowest.com/>