

ICFE COURSE CALENDAR
Institute of Certified Franchise Executives
2018 Calendar As of 05/10/2018 - Subject to change
For latest information call 202-662-0771
www.franchise.or/cfe

**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 module
ICFE Study Guide Exam (MANDATORY TO RECEIVE CFE)	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

JUNE

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

JULY

24	FranNet Webinar - How to Best Work with Referral Groups Registration Link: https://mailchi.mp/7fb754a7735d/get-your-cfe-with-frannet	50 Participation
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SEPTEMBER

5-7	IFA Franchise Action Network Annual Meeting – Washington, DC https://www.franchise.org/fan	100 Participation
11	FranNet Webinar - How Successful Franchisors and Franchisees Partner to Win Registration Link: https://cc.readytalk.com/r/629kr9kyntcz&com	50 Participation
20-22	Georgetown Franchise Management Certificate Program Building Blocks of Franchising For information and registration, click here .	450 Education

OCTOBER

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 click here	150 Education
9	IFA Fran-Guard™ - Franchise Update Leadership & Development Conference – Atlanta, GA- For information/registration click here .	300 Education
10-11	Franchise Update Leadership & Development Conference – Atlanta, GA For Information/registration click here	300 Education
18-19	IFA FranTech Franchise Innovation Conference – Austin, TX https://www.franchise.org/events	300 Education
25-27	Georgetown Franchise Management Certificate Program Managing a Franchise Business For information and registration, click here	450 Education

NOVEMBER

1-3	Franchise Expo West – Los Angeles, CA 50 Participation -	100 Participation
29-Dec. 1	Georgetown Franchise Management Certificate Program The Future of Franchising For information and registration, click here	450 Education

JANUARY 2019

22-23	Selling Franchises Bootcamp Titus Center of Franchising, Palm Beach Atlantic University, Palm Beach, FL Click here for information. Click here for registration.	300 Education
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FEBRUARY

23-24	ICFE Special Sessions – Mandalay Bay Hotel, Las Vegas, NV	200 - 300 Education
24-27	IFA Annual Convention – Mandalay Bay Hotel, Las Vegas, NV	300 Education 100 Participation