

**ICFE COURSE CALENDAR**  
**Institute of Certified Franchise Executives**  
**2017 Calendar As of 1/04/2018- 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



## **MARCH**

1	How Engagement Drives Profit & Growth	150	Education
2	Becoming a More Effective Leader Presented by Management 2000 - Sheraton Galleria – Houston, TX – information/registration <a href="#">click here</a>	150	Education
13	FranNet Webinar - Growing Your Franchise from Two to Twenty, or Twenty to Two Registration Link: <a href="https://cc.readytalk.com/r/cn2pq3qlenvt&amp;eom">https://cc.readytalk.com/r/cn2pq3qlenvt&amp;eom</a>	50	Participation
22-24	Managing a Franchise Business – Georgetown University For information and registration <a href="#">click here.</a>	450	Education

## **APRIL**

3-6	Franchise Update Multi-Unit Franchising Conference Information & Registration - <a href="https://www.multiunitfranchisingconference.com/">https://www.multiunitfranchisingconference.com/</a>	300	Education
19-21	The Future of Franchising – Georgetown University For information and registration, <a href="#">click here.</a>	450	Education

## **MAY**

6-8	IFA Legal Symposium – Washington, DC <a href="https://www.franchise.org/events">https://www.franchise.org/events</a>	300	Education & 100 Participation
8-9	IBA/IFA Joint Conference – Washington, DC <a href="https://www.franchise.org/events">https://www.franchise.org/events</a>	150	Education & 100 Participation
8	FranNet Webinar - Growing Your Franchise with the Right Franchisees Registration Link: <a href="https://cc.readytalk.com/r/bi7x2vnx4rna&amp;eom">https://cc.readytalk.com/r/bi7x2vnx4rna&amp;eom</a>	50	Participation
16	IFA Franchise Development Seminar <a href="https://www.franchise.org/events">https://www.franchise.org/events</a>	150	Education
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 50 Participation  
Registration Link: <https://cc.readytalk.com/r/xq8mrx5anfv7&eom>

## **SEPTEMBER**

5-7 IFA Franchise Action Network Annual Meeting – Washington, DC 100 Participation

11 FranNet Webinar - How Successful Franchisors and Franchisees  
Partner to Win 50 Participation  
Registration Link: <https://cc.readytalk.com/r/629kr9kyntcz&eom>

## **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 150 Education

Presented by Management 2000 - Sheraton Galleria – Houston, TX –  
information/registration [click here](#)

18-19 IFA FranTech Franchsie Innovation Conference – Austin, TX 300 Education

## **NOVEMBER**

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