

2025 IFA CONVENTION

LAS VEGAS, NV | FEB. 10-13

TEAM
FRANCHISING



Welcome to the 2025 Franchisor Leadership Think Tank & Forum Exchange

2025 IFA
CONVENTION



TEAM
FRANCHISING





Dustin Hansen

CEO & Global Board
InXpress



InXpress®

- **Founded in 1999**
- **Countries:**
 - **Australia, UK, USA, Canada, Hong Kong, New Zealand, S Korea*, Netherlands*, Morocco*, Vietnam, India, France, Germany, South Africa**
- **550+ franchise units; \$400M+ system sales**
- **Sold to Private Equity November 2020**

SESSION INSTRUCTIONS

- 1. Franchise Satisfaction and Engagement**
- 2. Franchise Development**
- 3. Access to Capital**
- 4. Team Member/Employee Recruitment and Engagement**



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1. Franchise Satisfaction and Engagement
2. Franchise Development
3. Access to Capital
4. Team Member/Employee Recruitment and Engagement

1. **Facilitator gathers each participants business challenge (10 minutes)**
2. **Facilitator groups each business challenge into topic areas (1 minute)**
3. **Facilitator leads the discussion around each business challenge, spending about 10-12 minutes on each challenge (50 - 60 minutes)**
4. **Five tables report out on one solution that can impact all attendees. (5 minutes)**

CLOSING THOUGHT

Franchising is the licensing of a business model that produces predictable cash flows to an average franchisee, with average intelligence, with average work ethic on an average day.

David Barr – Emerging Franchisor Conference; New Orleans November 2023



**THANK YOU for attending
the 2025
Franchisor Leadership Think
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