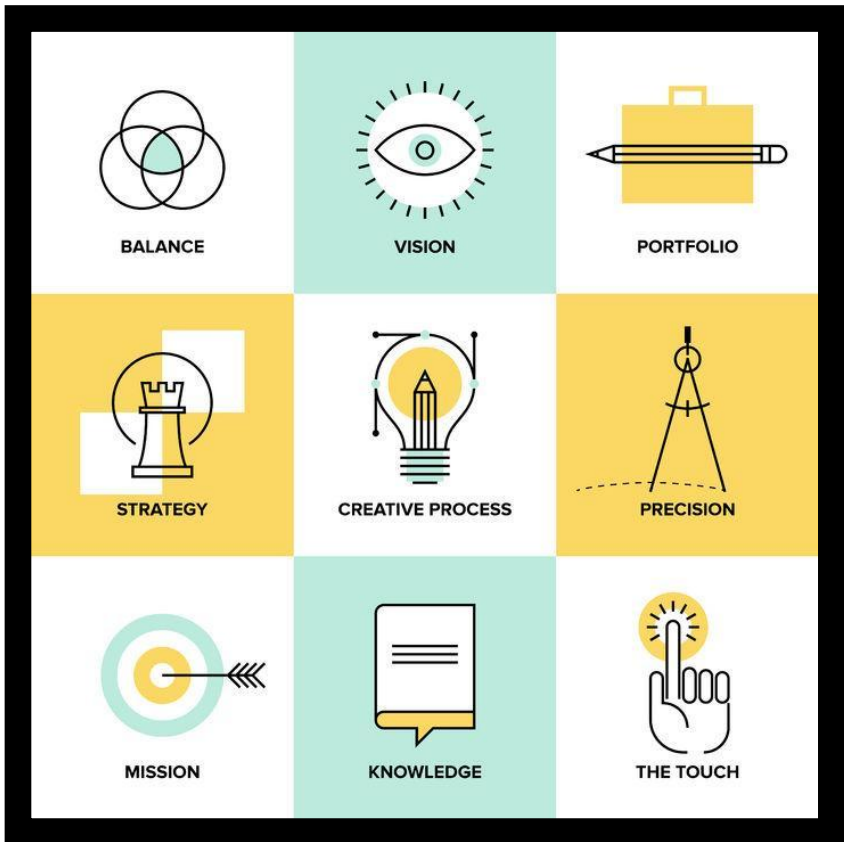




Franchising allows a business owner to legally mirror or adopt a unique business model or practices of a successful company.

Develop your Business System and Bring Results.

We provide a Franchisor Development Coaching Programme that also includes chain store and licensing knowhow to start off and give direction to upscale your successful business model. This includes the preparation of Standard Operation Procedures (SOP), such as **Operation Manual, Training Manual, HQ Operation and Management System Development**, that contributes to organisational effectiveness and efficiency.



PREPARING YOU AS A QUALIFIED FRANCHISOR

Being a good franchisor requires you to ensure that your franchisees succeed, which in turn grows your business and brand. Among the roles you have to take are:

As a **business partner** to supply intangible properties and services, including trademarks, confidential information, business models and management systems.

As **business development support**, supplying research and development services to your franchisees. You can also evaluate innovations by franchisees and implement those determined to be beneficial throughout your network.

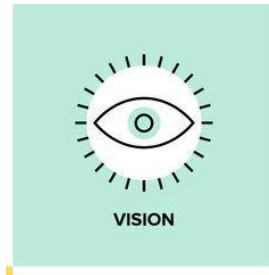
As a **trainer** and an **advisor** to your franchisees, furnishing location surveys, marketing services etc. to your franchisees.

As a **supplier of tangible products**, such as finished goods, equipment, including materials or ingredients that the franchisee uses to make a product and/or perform a service. As franchisor, you might assign a limited number of approved suppliers for quality control or trade secret protection purposes, and establish a convenient, reliable and low cost supply source for its franchisees to enjoy cost benefits.

RANGE OF SERVICES – STAGE 1

Creating a vision

“A clear and unique vision provides the organisation with direction to be communicated to members of the organisation members, thereby getting everyone to align with the company's long-term goals”



Creating a mission



“A mission tells what the company does to an outsider, and provides a template for decision making, enabling business owners to delegate responsibility and authority. This aligns the people within the organisation to have the same aim

“Franchising is one of the many ways to distribute your products or services to the local/global market. A unique business model has several competitive advantages, including attracting potential franchisees.

Creating unique business model



RANGE OF SERVICES – STAGE 2

Creating Unique CIS

“An unique Corporate Identity System (CIS) allows a business to stand out on its own in the market, increasing commercial competitiveness.”



Creating Operating Manuals



“Having a Standard Operation Manual help a franchisor to share and teach business operation know-how and strategies that have already proven successful.”

“Just having a strategy is not enough. A company needs to be trained and coached to implement its franchising strategies, and move towards business transformation. Key areas include **MARKETING, OPERATION SUPPORT and STRATEGY.**”

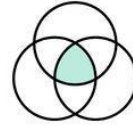
Train for Implementation



RANGE OF SERVICES – STAGE 3

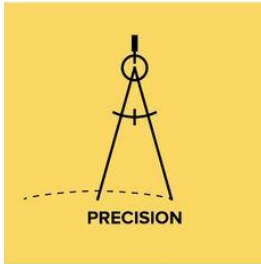
“As franchising is a business where you sell your ‘Business know-how’ to another business entity, an appropriate franchise package, where both parties benefit, is important in order to attract them.”

Design Franchise Package



BALANCE

Clarify and validate results



“As a results oriented **COACHING PROGRAMME**, we not only offer solutions, but track and measure your business to ensure it achieves the expected results.”

“To be a successful franchisor, you will need to market your franchise. Successful establishment of your franchise territory will require brand awareness, support from the HQ operation support team, and a solid market strategy.”

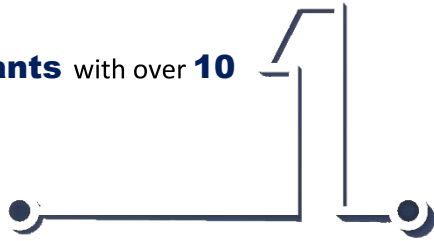
Market to establish portfolio



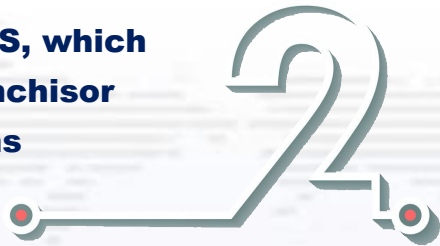
PORTFOLIO

WHY US

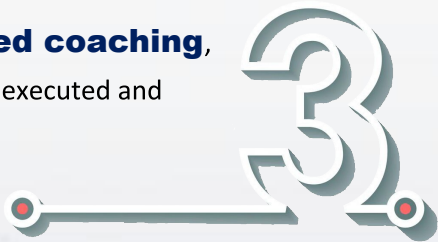
Experienced consultants with over **10** years experience.



Member of the **panel consultants** of **PNS**, which offers quality **Franchisor coaching programs**





FOCUS on results-based coaching, so the strategies planned will be executed and show results



PRINCIPAL CONSULTANT

Jessica Tan

Business Process and Procedure Lead Consultant

- Graduate of **National Taiwan University**, with a Bachelor's Degree in Industrial Management.
- Appointed HR Consultant under National Human Resource Centre (NHRC).
- Certified Franchise Consultant by MFA.
- Certified Trainer by PSMB (HRDF).
- Certified ISO 9000 Lead Auditor.
- Certified Process base Internal Auditor.
- Certified Meta-NLP Practitioner on Personal Coaching. 
- Certified in Fundamentals of Business Process Management from **Queensland University of Technology, Australia**.
- Certified PEAKS Psychometric Profiling Trainer. 
- **NanYang Siang Pau** appointed Columnist Writer.
- Advisory experience includes subsidiary of listing companies, overseas companies, various organizations, SME in Malaysia, China and Vietnam, including:



Since 2001, Involved Industries including ...

- Manufacturing
- Construction
- Architecture
- Trading Company
- Printing House
- Travel Agency
- Food & Beverage (Restaurant, Catering)
- Beauty Saloon (Franchise Saloon)
- Retail (Chain Retail)
- Learning / Education Centre
- Service industry such as Company Secretary; Accounting Firm; Audit & Tax Firm



ASSOCIATE COACH/CONSULTANT

Maresa Ng

Business Coach, Entrepreneur, Speaker, Coach Trainer



- Coach & Trainer- ActionCOACH #1 . Business Coach in South East Asia in 2019, Coaching since 2008. Worked with businesses & coaches in Malaysia, Vietnam, Philippines, Singapore, Japan and Australia.
- ActionCOACH Certified Business Coach.
- Associate Certified Meta Coach (ACMC) with Meta Coach Foundation (MCF).
- Certified Trainer with PSMB (HRDF).
- Certified AccuMatch Behavioral Coach and Master Partner - Malaysia & Singapore.

Pioneer in The Spark Group, an organisation of business & leadership coaches, offering tools & resources.

SERVICE PACKAGE.

Service Description	Item included in package
<p>Business Analysis (Business values) <i>(Reviewing of franchise opportunity, company strengths, and uniqueness of product/service)</i></p>	Upon request
<p>Franchising Awareness Training Programme <i>(Awareness training on Franchise Set-Up and Franchise Obligations, which provides the Management Team a better understanding regarding what is franchise, how to franchise, and the Franchise Act)</i></p>	Included in 1 package
<p>Develop the Franchise Concept <i>(To identify the franchise business package therefore being able to be marketed.)</i></p>	
<p>Develop the Franchise Document <i>(Manuals that include all aspects required to execute the task / job which it is for the purpose of providing details guideline for the staff to follow and meeting compliance requirements required by the Statutory of submitting for franchise application)</i></p>	
<p>Registration of Franchise License <i>(Submit application to Government body)</i></p>	
<p>Franchisor Management System <i>(Develop sets of SOPs that benefits to new management structure)</i></p>	Upon request
<p>After Franchise Registration Coaching <i>(included coaching session on topics as Franchise Selection, Franchise Marketing, Franchise Support and Franchise Strategy)</i></p>	Upon request
<p>Consultation Period</p>	According to project planning
<p>Meeting Arrangement</p>	Date and time discussed

WE are COMMITED to ASSISTING YOU

**With CONSISTENT DELIVERY of a HIGH
STANDARD of SERVICES or PRODUCTS so
you can ATTRACT MORE CUSTOMERS**



SYSTEM

SOLUTIONS

SPECIALIST

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3S Business Solution Adviser Sdn Bhd (811588-T)

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