



Refranchising

Refranchising is the process of franchising company owned units.

Over the last few years, numerous Franchise companies have discovered the many benefits to Refranchising including **a new source of revenue, reduced overhead, increased access to capital for facility and equipment upgrades, and improved same store performance.**

The professionals at *National Franchise Sales* have developed successful Refranchising Programs for several regional and national franchise companies. Through these programs, companies have raised millions in capital and have experienced improved sales performance. This is accomplished in part by the introduction of new capital to the business by the franchisee... capital that can be used for marketing, training, new equipment, or other facility upgrades. In doing so, the entire brand image is enhanced often resulting in improved sales averages for the franchises' units and the remaining company locations.

A Refranchising Program with *National Franchise Sales* can bring great rewards to a franchise company without the headache or overhead of an in-house divestiture team.

National Franchise Sales has a proven ability to accurately **appraise the value** of franchise units; attract, screen and interview **qualified candidates**; arrange adequate financing; adhere to the intricacies of state and federal franchise regulations; ensure that the proper information has been provided to all clients; obtain **franchisor approval** and avail its services to the new franchisee and the franchisor throughout the transaction to assure the successful **consummation of the sale.**

National Franchise Sales has built a strong reputation in the franchise industry for obtaining the highest available price, while introducing the best possible candidates to the franchisor. Franchisees placed by National Franchise Sales have historically outperformed previous management in both gross sales and profitability.