**100 Club B2B event - Agenda**

**Date:** Tuesday 27th October 2015

**Venue:** Lea Marston Hotel [**www.leamarstonhotel.co.uk**](http://www.leamarstonhotel.co.uk)

**Room:** The Manor (double check at Reception on arrival)

**Times**

**8.45am:** *Arrival - Tea & Coffee*

**9.00am:** *Welcome, purpose and outcomes*

**10.00am – 12pm:** *Growth & Expansion -* Franchise Network ‘Good practice’ examples Q & A;

* **Jon Mills;** How we increased income AND saved 50 hours per term by converting all Extra Curricular bookings to Online only
* **Danny Melling;** How we now pay AP’s £17k salary and achieve a 30% OP with our new company structure
* **Elliot Anderson**; How I arranged 38 sales meetings in Autumn term 1 which will potentially return £1/4Million over two years.
* **Phil Gaffer;** Franchisees who have built wealth by adding new territories into their existing company structures. How they have done it and at what cost.

**12.00pm – 12.45pm:** *2 course hot lunch and networking*

**1.00pm – 2.30pm:** *‘Speed dating’ style networking – increase Price, Volume & reduce cost (waste)*

**2.30pm - 3.00pm:** *Wrap up and actions / commitments.*

See you Tuesday!

Danny Melling

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Operations Director

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