**Agenda:**

**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.*

Can’t wait to see you all there,

***Premier Sport***

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Top 10 t/over franchises by numbers:** |  |  |  |  |
|  | **Top 10 best**  | **Top 10 Avg** | **Network avg** | **My Business?** |
| Turnover  |  £ 839,253.00  |  £ 381,260.00  |  £ 166,000.00  |   |
| Growth £ |  £ 188,000.00  |  £ 73,600.00  |  £ 21,276.00  |   |
| Growth % | 54% | 25% | 25% |   |
|  Penetration | 55% | 32% | 15% |   |
| Schools work with | 77 | 42 | 20 |   |
| Avg school spend |  £ 14,455.00  |  £ 9,691.00  |  £ 5,885.00  |   |
| Holiday income |  £ 69,642.00  |  £ 32,364.00  |  £ 10,998.00  |   |
| Parents booking holiday courses | 2188 | 858 | 267 |   |
| Avg parent spend on holiday courses |  £ 69.72  |  £ 40.95  |  £ 41.21  |   |
| Parents booking EC events | 3108 | 1542 | 533 |   |
| Parent funded EC income |  £ 91,260.00  |  £ 47,240.00  |  £ 20,332.00  |   |
| Avg parent spend on EC events | 65.94 | 35.41 | 38.16 |   |

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