



THE **ENTREPRENEUR'S** *e* **SOURCE**®
Career Ownership Coaching™ 2022



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We're Glad You're Here



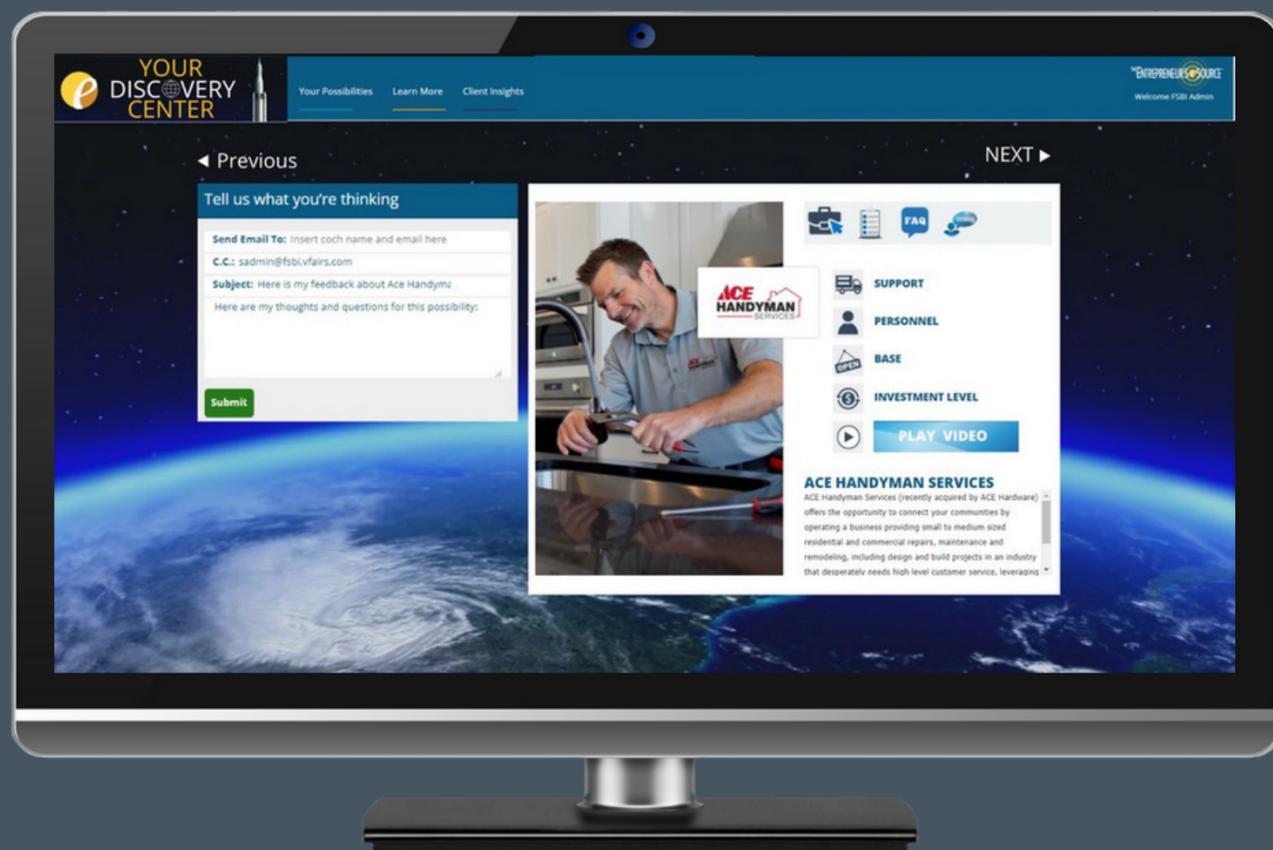
Who Are We?



- ▶ #1 Franchise Ownership Coaching with over 150 active TES coaches throughout North America
- ▶ Pioneered the Franchise Referral Organization to Market Nearly 40 Years Ago
- ▶ Helped nearly 1000 franchise concepts grow
- ▶ We are also a franchisor + Coaches are franchisees
- ▶ Coaching Culture vs. Broker Mentality



Resources Available to Our Members



- ▶ Member Profile in E-Source Central 2
- ▶ Education Webinars to Coaches (Live and On-demand)
- ▶ Virtual Booth on our Your Discovery Center educational platform
- ▶ Internal News Platform
- ▶ Coach Ambassador Program
- ▶ Coach Client Collaboration Certification Program
- ▶ Annual Conference



Collaboration is Key

▶ We are looking to work with franchisor members who can commit to aligning with the TES Methodology.

▶ Educational Approach vs a Qualification Approach.

▶ The Coach Client Collaboration Program will give you the tools to work effectively with both Coaches and Clients.



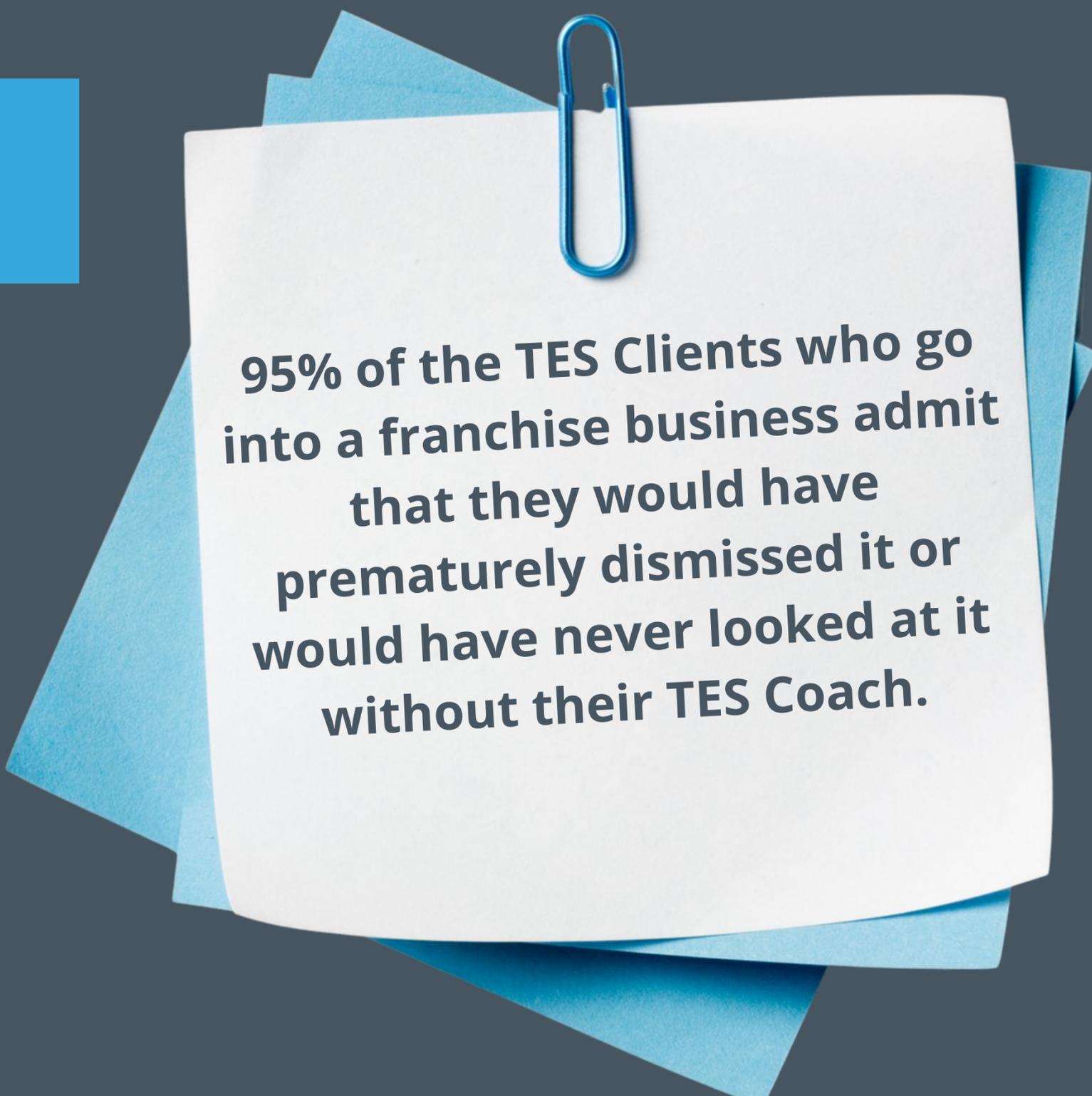
The Entrepreneur's Source Coaching Experience



Franchisor members are 9x more likely to find their next high performing franchisee through TES.

- ▶ We are Coaches, not brokers.
- ▶ We create an experience for clients, not a process.
- ▶ We create a safe space for clients to explore possibilities.
- ▶ TES focuses on Education, Awareness, and Discovery.





95% of the TES Clients who go into a franchise business admit that they would have prematurely dismissed it or would have never looked at it without their TES Coach.

