

How

to manage the business continuity risks of your franchisees

We know that running a franchised business is a very involved process. You have to select the very best entrepreneurs as franchisees, identify the right premises, put a rock-solid agreement in place and manage the franchisee relationship to the benefit of all parties.

We understand the dynamics of business and so we know that financial planning, which is part and parcel of risk management, is mostly unaddressed or only partly taken care of.

As a franchisor, you are ideally positioned to support your franchisees in managing the most prominent financial planning risks. By doing so, the franchisees can protect their business asset while you are protecting your brand and business model.

Sanlam has the expertise to support you and your franchisees to manage the most crucial elements of financial planning.

🔍 Six articles

With the help of FASA, we will provide you with six articles which will cover the following elements in more detail:

- 01** • How a franchisee can protect the continuity of his/her business
- 02** • Is there alignment between your franchise agreement and the mitigating measures of business continuity risks?
- 03** • How a franchisee can qualify for the best possible short-term insurance premium when insuring business assets

- 04** • How to create an employee benefit structure to attract and keep middle management
- 05** • How to optimise electronic payments and collections in your business
- 06** • How to integrate personal and business financial planning

We look forward to embarking on this journey of discovery with you, with the primary purpose to add value to your franchise operation.

Be on the lookout for Article 1!

Phone us on **0860 100 539**, send an email to sme@sanlam.co.za or visit us at www.sanlam.co.za/sme