



Train others to help them manage well

FRANCHISING

IF YOU would like to start the New Year with a new venture, a franchise can prove helpful.

It is your own business, but built using a model tested by the franchisor.

In return for an initial investment and monthly fees, you (the franchisee) get the business model, brand name, training, a launch package and on-going support.

After a senior management career, Chris Davies, 53, wanted to run his own business.

'I thought franchising was limited to fast food chains, but a franchise exhibition revealed a huge range of franchises and I found Sandler Training,' says Chris.

He now offers business training, consultancy and coaching as the Sandler franchisee in Milton Keynes, Bucks.

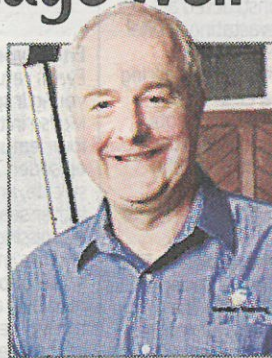
'It's my business, but all the training materials and support I need are supplied,' he says.

Shaun Thomson, Sandler Training UK chief executive, says: 'Our franchisees come from a wide variety of backgrounds, but all want to build a consulting business and can communicate and coach business clients.'

Investment is £45,000.

After redundancy, David Quinn, 58, took charge of his destiny.

'Franchises offered a formula designed for success, and the Driver Hire recruitment franchise



New venture: Chris Davies

sued my management experience in the motor transport industry,' he says. Now the Driver Hire franchisee in Chelmsford, Essex, he advises: 'Research franchising, then which one suits you and consult your family.'

The investment is from £40,000.

Nadya Walker's last New Year resolution was to start a business. Now she is the Yogabellies franchisee in Virginia Water, Surrey, teaching pregnancy yoga, mum and baby yoga and baby massage.

'A friend told me about franchising after I was made redundant. I'd done yoga for ten years, so this business was ideal. I teach two classes a week around my two-year-old Joshua and am expecting a baby girl,' says Nadya.

'It's been a huge change, but I'm happier doing something that I love and being part of a community of women supporting women.'

Investment is £4,999.

■ SANDLER 01608 611211;
Driver Hire 01274 361073;
Yogabellies 0141 332 5733.

LINDA WHITNEY