

Franchising: the business strategy that changed the world, 1993, 258 pages, Carrie Shook, Robert L. Shook, 0130656089, 9780130656087, Prentice Hall, 1993

More than 540,000 franchised businesses dot the American landscape, ringing up total sales of \$758 billion - which equals almost one-third of the nation's retail market. No doubt about it, franchising is already big business and it's getting bigger every year. (A franchised business opens up every 17 minutes!) In this fascinating and thoroughly researched book, Robert and Carrie Shook - two experienced business writers - take you inside the franchising industry to show you how ten of the best-managed franchisors operate and the exact steps to take and to avoid if you're thinking of buying a franchise. The ten enormously successful franchises they examine include fast-food businesses such as McDonald's, Pizza Hut, and Dunkin' Donuts... service providers like H&R Block, Century 21 Real Estate, Duskin Corp., and ServiceMaster... as well as Midas Mufflers and the 7-Eleven convenience stores. Each franchise is looked at in great depth, making you privy to information rarely divulged to those outside the franchising industry or even to most franchisee-owners. Among other things, you'll discover what goes on inside the executive suites of these franchise operations... how key decisions are made and the business lessons that can be learned from their blunders; the sort of relationship that exists between each franchisor and its franchisees... training, services, and financing provided; fees and expenses to expect; how well a franchisor communicates with, and how extensively and strongly it supports, unit owners; candid comments from a wide cross-section of franchisees about what it's really like to own and run a particular franchise... how much money you can make, the amount of time you have to put in, the day-to-day problems you face, and anything else you'd ever want to know. In short, you'll see "from the inside" what it takes to successfully operate various kinds of franchises; if you have the temperament and skills to succeed; and how to avoid every pitfall from inadequate policy manuals to needless restrictions or controls.

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The closet entrepreneur 337 ways to start your successful business with little or no money, Neil Balter, Carrie Shook, Sep 1, 1994, Business & Economics, 280 pages. Stressing the necessary qualities required for successful entrepreneurship, a practical guide discusses marketplace values, credentials, product promotability, and a new.

How to buy and manage a franchise, Joseph Mancuso, Donald D. Boroian, Nov 1, 1993, Business & Economics, 286 pages. Looks at the history of franchising, describes the advantages and disadvantages of buying a franchise, and covers financing, legal restrictions, and the future of franchising.

The chief executive officers men who run big business in America, Robert L. Shook, 1981, Business & Economics, 239 pages. Profiles ten businessmen who have risen in the corporate world to become chief executives of major corporations, describing their background, success, activities, and.

Success Secrets of Sales Superstars The Moves and Mayhem Behind Selling Your Way to the Top as Told by 34 Industry Leaders, Robert L. Shook, Barry Farber, Apr 1, 2013, Business & Economics, 280 pages. Learn how Roger Newton, the co-discoverer of Lipitor, made an internal sale against all odds that championed the world's all-time best-selling drug. Meet Mark Roesler, CEO of.

The Complete Professional Salesman , Robert L. Shook, Herbert M. Shook, Jun 1, 1976, Selling, 239 pages. .

Business Builders in Fast Food , Nathan Aaseng, Jan 1, 2001, Business & Economics, 160 pages. Profiles ten entrepreneurs who started fast food businesses, including Fred Harvey (Harvey House), Walter Anderson and Billy Ingram (White Castle), J.F. McCullough and Harry.

Only in Virginia The Unique History, Humor, and Heart of the Old Dominion, Carrie Shook, Robert L. Shook, Jan 1, 1990, Virginia, 128 pages. .

Doing Business by the Good Book 52 Lessons on Success Straight from the Bible, David Steward, Robert L. Shook, Apr 24, 2012, Business & Economics, 288 pages. An indispensable volume that shows how to succeed in business by using the Bible and its lessons as a source of inspiration and guidance n 1990, David L. Steward founded his.

Miracle Medicines Seven Lifesaving Drugs and the People Who Created Them, Robert L. Shook, Mar 1, 2007, Medical, 400 pages. It's™s the business of saving lives. Miracle Medicines goes behind the scenes of the pharmaceutical industry and into the high-security laboratories to tell the stories of the.

The Shaklee story , Robert L. Shook, 1982, Biography & Autobiography, 180 pages. .

The franchise advantage make it work for you, Donald D. Boroian, Patrick J. Boroian, 1987, Business & Economics, 235 pages. .

Only in Texas what's bigger, better, and larger than life in the Lone Star State, Carrie Shook, Robert L. Shook, Jan 30, 1990, History, 127 pages. Presents historical facts and fascinating trivia that portray the unique character of Texas.

The Social Fund Current Role and Future Direction, , Jun 1, 2006, Public welfare, 64 pages. The discretionary Social Fund, which comprises Community Care Grants, Budgeting Loans and Crisis Loans, was set up to help people on a low income meet one-off expenses onThe National Gallery of Scotland Edinburgh, with 48 Colour Illustrations, National Gallery of Scotland, David Kighley Baxandall, 1968, , 103 pages UC/OS-III The Real-Time Kernel, Jean J. Labrosse, Sep 1, 2009, Computers, 932 pages. This book puts the spotlight on how a real-time kernel works. Using Micrium's C/OS-III as a reference, the book consists of two complete parts. The first describes real-time In the tantalizing second novel of erotic suspense in Jo Davis's sexy SHADO series, the mask slips and everything is revealed... Blaze Kelly, one of the Secret Homeland Defense.

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Eternal Sunshine of the Spotless Mind , Charlie Kaufman, Rob Feld, 2004, Eternal sunshine of the spotless mind. (Motion picture), 166 pages. In the new Charlie Kaufman film, Joel (Jim Carrey) is stunned to discover that his girlfriend Clementine (Kate Winslet) has had her memories of their tumultuous relationshipIndustrial Economics I., Paul A. Geroski, Richard J. Gilbert, Alexis Jacquemin, 2002, Corporations Destination--Poland , Peace Corps (U.S.). Office of World Wise Schools, 1999, Poland, 104 pages Rhino escapes from the zoo and leaves a trail of havoc and destruction in his wake, for which other animals take the blame. 'Exhilarating. No other novelist is giving so full a picture of modern conflict' SUNDAY TIMES THE WORLD'S NUMBER ONE TERRORIST IS ABOUT to UNLEASH A HOLY WAR. ONLY ONE AGENCY.

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Left out the plight of jobless workers in 1986, Center on Budget and Policy Priorities (Washington, D.C.), 1987, Business & Economics, 22 pages  
Helps editors of small-town newspapers decide how to report on sensitive issues such as suicides, sexual abuse, and accidents. Kaczmarek offers a look at the many ghost stories surrounding Chicago and the suburbs. The book is broken down by geographic areas in the city.

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Joan Jonas five works, Joan Jonas, Queens Museum of Art, 2003, Art, 176 pages. Five Works presents a much broader look at the American artist's oeuvre than its name suggests. This first major exhibition of Jonas's work in a New York museum includes a Cookery Book, Chef, 2009, Cooking, 208 pages. This historic book may have numerous typos and missing text. Purchasers can usually download a free scanned copy of the original book (without typos) from the publisher. Not

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