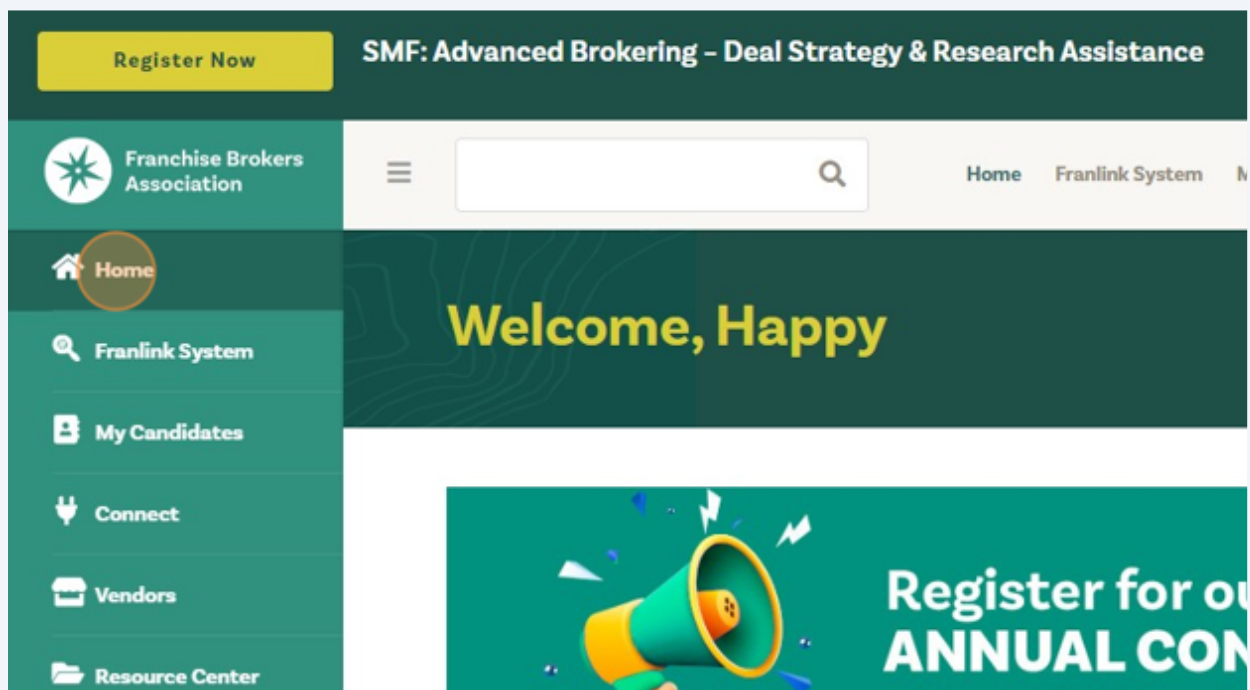


Navigating and Accessing Different Features on FBAMembers.com

How to access and navigate the FTI Calendar

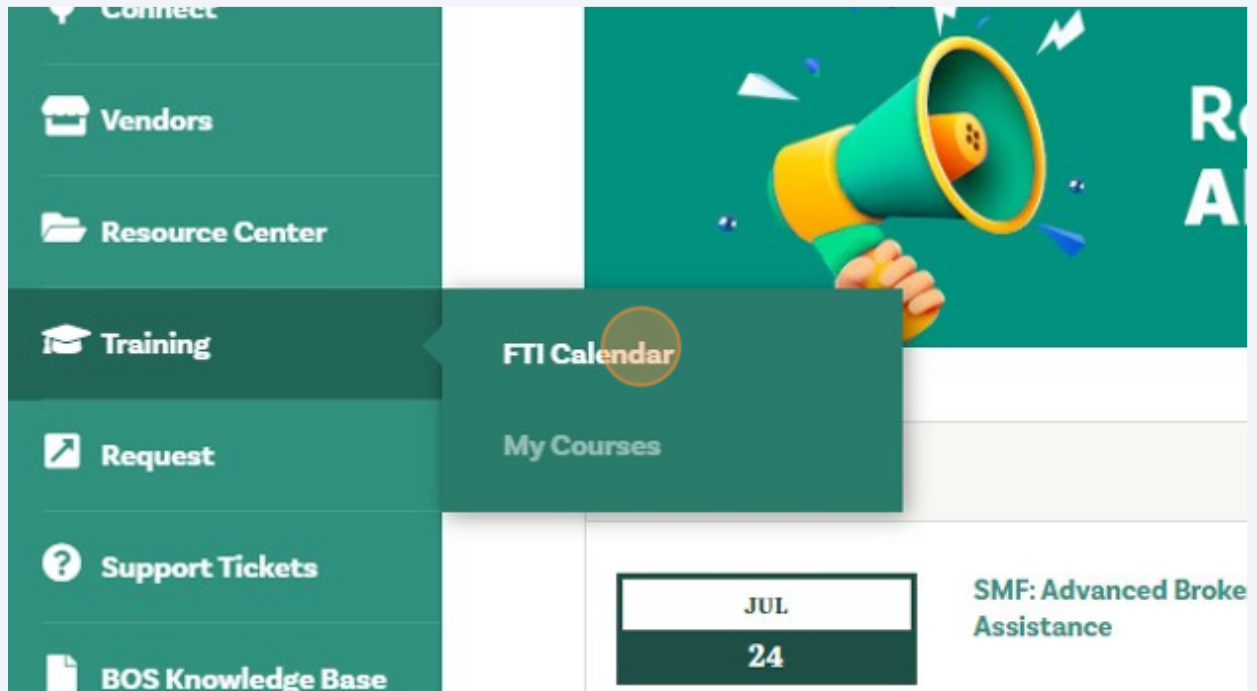
 Tip! Must log into Fbamembers.com

- 1 From the left-hand side of the page, go down the list and mouse over "Training".



 Tip! Each day of your training session, you must always start by clicking on the " FTI Calendar".

2 Click "FTI Calendar"



3 To access the scheduled LIVE sessions and workshops, browse through the event schedule, and click on the distinguished green-shaded color associated with it. This will instantly connect you to the live stream.

om				
om		1:00 - 2:30 Defining an Entity Structure	1:00 - 2:00 How to submit entity	1:00 - 2:30 Introduct
om		2:30 - 3:00 - Catching up on	2:00 - 3:00 Getting Your Federal Tax ID	2:00 - 3:00 Catchi
om		3:00 - 4:00 Meet Your Franchise	3:00 - 4:00 Business Office Resources	3:00 - 4:00 Head L
om		4:00 - 5:00 Brainstorming Your	4:00 - 5:00 Office Supply Purchase	4:00 - 5:00 Openin
om				

4

Navigate through effortlessly by clicking on the arrows (< left or right >) to view the previous week or jump to the next week.

Franchise Brokers Association

Home Franlink System My Candidates Connect Vendors Resource Center Training

< > today Jul

	SUN 7/16	MON 7/17	TUE 7/18
all-day			
6am			
7am			
8am			
9am		9:00 - 10:00 What You Need to Know to	9:00 - 10:00 Intro to Zorakle SpotOn!

5

The left arrow is for the previous week.

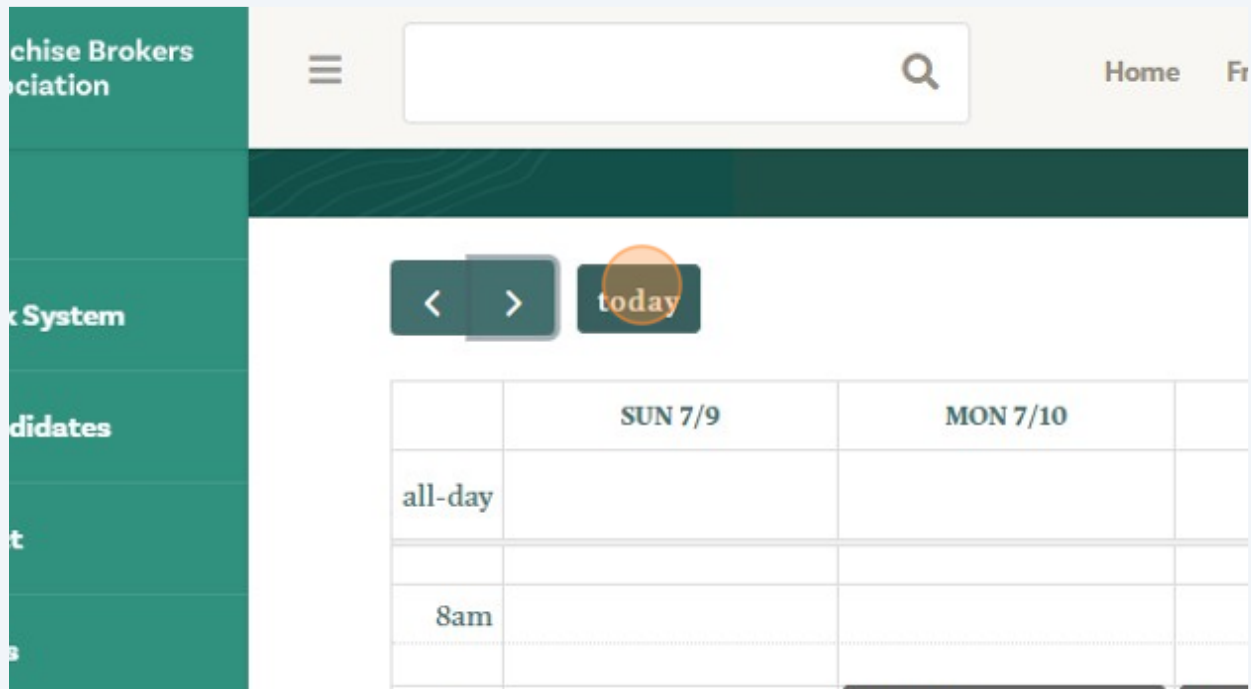
Franchise Brokers Association

Home Franlink System My Candidates Connect Vendors

< > today

	SUN 7/23	MON 7/24
all-day		
6am		
7am		

- 6 Click on "today" for the current day.



- 7 To participate in LIVE meetings and workshops, navigate to the training agenda and look for the distinguished green-shaded lesson. These indicate the sessions that are happening in real-time. Click on it to view its contents and the "Join Here" button.

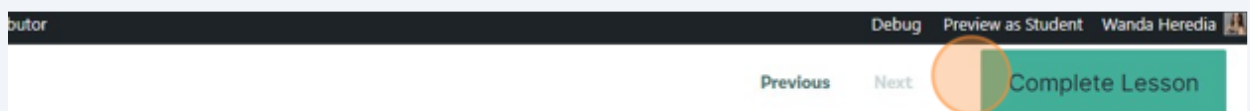
		10:30 - 12:00	10:30 - 12:00	Your SPIN Selling Knowledge
11am		Ways the FDD Affects The Franchisee Once	Benetrends Part 2 – Franchise Funding Partners	
12pm				
1pm		1:00 - 4:00 Zorakle SpotOn! Stages of Growth (Afternoon Session 2)	1:00 - 5:00 Catching up on Missed Lessons	1:00 - 1:30 - BOS – C 1:30 - 2:00 - BOS – C 2:00 - 2:30 - BOS – T 2:30 - 3:00 - FBA Le 3:00 - 3:30 - FBA Le 3:30 - 5:00
2pm				
3pm				
4pm		4:00 - 5:00 Catching up on Missed		Catching up on M Lessons
5pm				

- 8 Locate the button "CLICK HERE TO JOIN US LIVE!" This is the Zoom session.

CLICK HERE TO JOIN US LIVE!

ndeeds must have webcams on to foster better discussion and involvement
We value everyone's ideas and encourage you to contribute. Be ready for

- 9 To mark your progress and completion for each lesson you have read or worked on, simply click on the "Complete Lesson" button provided. This will help you keep track of your learning journey and ensure you have covered all the necessary material.



N Selling Session 3: Quiz Your

N Selling Knowledge

DESCRIPTION: During this time the instructor will go through application examples of the
Based Broker lesson. This recorded session will help trainees understand how to utilize
ng to open up the dialogue with clients.

e includes

10

To assess your understanding and knowledge, click on the "Quiz" button to access and complete the quiz. This will give you the opportunity to test yourself and reinforce the concepts covered in the lessons. Good luck with the quiz!

Federal Sales Laws

- State Laws & Seller Disclosure
- Franchise Broker Seller Disclosure Form
- Franchise Sales Compliance Training - Mandatory 
- WA Registration State Law Filings: Washington State
- NY Registration State Law Filings: New York

Federal Sales Laws

Franchise Sales Training – Mandatory

LESSON DESCRIPTION: This lesson will cover the basics of franchise sales. There is a liability for both the franchisor and the representatives who are uninformed or misinformed.

This course will address FTC (Federal Trade Commission) compliance as a Franchise Seller, tips