



A Heartfelt Congratulations on Completing Your Franchise Broker Training!

What an incredible journey you've embarked upon, and you've done it! We couldn't be more delighted to share in this moment with you as you complete your initial franchise broker training.

Our interactions, though virtual, have been nothing short of delightful. The LIVE training sessions, in particular, were a highlight, and seeing you thrive was truly inspiring.

This may mark the end of your initial training, but, in reality, it's the beginning of a thrilling adventure. We believe in you, and we know you're well-prepared to set forth on your new business endeavor. While there's still much to achieve, always remember that you are not alone.

As a guide on to the next steps, I'd like to offer you this post-training resource, including a roadmap, important reminders, and links to key resources.

Moreover, we encourage you to stay connected with our interconnected community. This will serve as your ongoing source of support, collaboration, and friendship.

Lastly, if you haven't already, please complete our Training Evaluation Survey sent via email, this can help us improve and share your valuable experience with others.

I wish you a wonderful journey ahead!

Sincerely,

Wanda Heredia



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Franchise Brokers Association Post Training Resources

[Fbamembers.com](https://fbamembers.com)

Quick Access to the Franchise Brokering Process

(Click on the links below)

- [Brokering Daily Prioritization Guide](#)
- [Brokering Sales Process - 10 Steps](#)
- [Post FTI Training Courses](#)
- [Navigating the FBA Portal](#)
- [Franchise Search \(FLS\)](#)
- [Candidates Listing](#)
- [BOS Knowledge base & Tutorials](#)
- [Learning Resources & Guides](#)
- [Help Support & Assistance](#)
- [FBA Events & Calendar](#)
- [Attend Weekly Mentoring](#)
 - [Beginner Mentoring](#)
 - [Strategy & Pitch](#)
 - [Advanced Brokering](#)
 - [BOS Masterminds](#)
- [Resource Center](#)
- [Franchise Resales](#)
- [Leaderboard](#)

Preferred Vendor Partners

For information on all FBA Vendor Partners and their contact information, visit fbamembers.com/vendor-fls/

(Click on the links below)

- ✓ [Funding & Accounting Partners](#)
- ✓ [Franchise Development](#)
- ✓ [Insurance](#)
- ✓ [Lead Providers](#)
- ✓ [Legal Partners](#)
- ✓ [Marketing](#)
- ✓ [Technology](#)

Online Magazine

Explore our Online Magazine, a dynamic platform highlighting our vibrant FBA community through engaging stories, big happenings, FBA Culture, upcoming events, and much more. ([Click on the links below](#))

- ✓ [GOOD News Magazine](#)
- ✓ [FranchiseNews.Today](#)
- ✓ [Brand Strategy](#)
- ✓ [Brand Knowledge](#)
- ✓ [Franchise News for Brokers](#)
- ✓ [Franchise News for Candidates](#)

Mentoring & Events

All the support you need is just a click away...

The FBA conducts several dedicated mentoring sessions each week, and we strongly encourage brokers to attend each session, as each one covers different topics and provides opportunities for deal help and support.

Beginner Brokering - Weekly on Fridays @ 2pm ET

After FTI Training, join our Beginner Brokering mentoring designed for brokers with under 6 months of experience. This session covers the sales process, case studies, resources, role plays, active pipelines, and reinforces the 10 Steps, facilitated by your Sales Trainer & Coach, Amanda Vargas.

Strategy & Pitch - Weekly on Wednesdays @ 1pm ET

Topic discussions in this session are accelerated for brokers that have an active pipeline and seek deal support. This is an open forum and collaboration hour, bring your questions, concerns, or issues.

Advanced Brokering - Weekly on Mondays @ 12pm ET

Learn from industry experts, collaborate support with peers, enhance your knowledge and skills, and stay updated. Access experienced mentors, networking, trend insights, and more. Topics include brand strategies, deal tactics, franchise opportunities, and growth.

FOR BOS Brokers

BOS Masterminds - Weekly on Wednesdays @ 3pm ET

Exclusive Mastermind workshop for BOS Brokers. Dive into topics including BOS Pipeline Management, Deal Support, Email Templates & Sequences, Candidate-Facing Content, Playbooks, Tribal Knowledge, BOS Tutorials and more to boost your productivity.

BOS Referral Strategies - Weekly on Wednesdays @ 4pm ET

Collaborate with other BOS Brokers to explore diverse methods and strategies for enhancing your referral network and generating organic leads.

BOS Franchise CoLab - Weekly on Thursdays @ 11:30am ET

BOS CoBroker Franchise Collaboration. This optional gathering promises boundless learning and networking opportunities event. Collaborate with other BOS Brokers to explore diverse methods and strategies for enhancing your referral network and generating organic leads.

FBA Members Events

Register and connect with fellow FBA members in continuous events throughout the year. Check out dates and times on the FBA Events Calendar. ([Click on the links below](#))

- ✓ [FBA Event Bulletin](#)
- ✓ [Membership Mixers](#)
- ✓ [Annual Conference](#)
- ✓ [Live Speedrounds](#)
- ✓ [Legal Webinar](#)
- ✓ [Reframe - Refocus - Release: Members Health: Health Session](#)

Featured Franchise Webinars

The FBA Calendar is filled with opportunities for brokers to learn and meet exciting franchises. The best way for you to help your candidates is to be educated on the inventory. We encourage you and show support to our Franchisor Members by attending the webinars and Speedrounds and reading articles as frequently as possible. *(Click on the links below)*

- **Strategy & Pitch Topic: How To Sell This Brand:** Franchisor invite into broker mentoring to learn best ways to pitch their brand
- **Franchisor Speedround LIVE:** Offering a rapid fire webinar to learn new brands and can invite your candidates. Scheduled twice a month
- **Membership Mixers:** Networking quarterly events for all FBA Members (Brokers and Franchisors).
- **GOOD News Magazine:** Articles are segmented into categories featuring Premium Brands, Brand Strategy, and Blogs

Annual Conference

As FBA members, we educate and mentor our candidates through their journey of franchise discovery. You are the guides. We use our time together each December to align our values, beliefs and strategies so that we can be as effective as possible in the coming year and beyond.

Visit franchisebce.com for details and registration.

FBA Leaderboard

As an association, our goal is to continue to grow and prosper the whole organization. To retain and expand our Franchise inventory, it's essential that our Franchisor members see value in their partnership. They are looking for active efforts from our Brokers that result in closed deals.

To achieve this, the FBA Leaderboard is a platform that allows FBA Brokers to share their deal closings with the association. Commissions are not entered this form, only the franchise or license fees. The ranking of Top Producer is determined by the franchise fees collected.

Leaderboard standings reflect closings between November 1st to October 31st. Visit fbamembers.com/leaderboard for details.

FranchiseNews.Today

This platform is your dedicated tool for effortless sharing of information blog articles with your candidates. offering exclusive insights without any FBA contact forms or tracking ensuring a hassle-free experience. Stay updated and boost your marketing efforts.

Visit FranchiseNews.Today and share articles

The Mindless Leader Podcast

Traditionally, the word "mindful" is used in a positive, enlightening context. But the title of our podcast will challenge you to see it in a different light.

The podcast is called, **The Mindless Leader - Getting Out Of Your Head And Into The Zone.**

It's all about clearing the head trash that is weighing you down and stepping into your full potential as a present leader. A leader who leads with light, love, and awareness - NOT the ego, not mind "full".

Read more about the [Mindless Leader Podcast](#)

What's Up FBA?

We love telling stories. Stay up to date with everything new at FBA! Learn about our latest initiatives, get training on evolving technology, receive reminders about members events. Here you'll have access to all our GOOD news.

Visit [What's Up FBA](#)

Bonuses, Commissions, & Franchise News for Brokers

Stay up-to-date with any updates from franchisors about their brand that pertain to brokers, increases with bonus incentives and commissions.

Visit [Bonuses, Commissions, & Franchise News for Brokers](#)

Connect with FBA Members

- ✓ Directory in the [FBAmembers](#) Portal
- ✓ Facebook group for [ALL](#) FBA Members
- ✓ Facebook group for FBA [Brokers](#) Only
- ✓ FBA [LinkedIn](#)