

Syllabus

Class 2503 · Kickoff: March 7, 2025



Welcome to the Vetrepreneur®
Franchise Academy's Free
10-Step, 10-Week Cohort that
turns veterans and military
spouses into business
owners. Veteran franchising
experts will lead you and your
classmates through group and
individual sessions to get you
into franchise ownership.

Live Virtual Group Sessions: Engage in live sessions with opportunities for real-time interaction.

24/7 Support: Access to your personal franchise coach 24/7 for continuous support.

One-on-One Coaching: Benefit from one-on-one guidance tailored to your specific business needs.

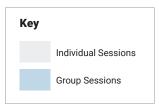
Community Support: Connect with a network of like-minded veteran and military spouse entrepreneurs.

Exclusive Resources: Utilize the Vetrepreneur® Portal, assessments, tools, information and more.

Franchise Matching: Get matched with Franchise Options that align with your goals and are available in your area.



Calendar



Individual Sessions will be scheduled by your coach.

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2	3	4	5	6	7	8	Week 2: Academy Kickoff
9	10	11	12	13	14	15	Week 3: Discovery Call
16	17	18	19	20	21	22	Week 4: Franchise Options Call
23	24	25	26	27	28	29	Week 5: Franchisor Calls
30	31						

APRIL

MAY

MARCH

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SU	МО	TU	WE	TH	FR	SA	
		1	2	3	4	5	Week 6: Financing
6	7	8	9	10	11	12	Week 7: FDD & Validation
13	14	15	16	17	18	19	Week 8: FDD & Validation
20	21	22	23	24	25	26	Week 9: Discovery Day
27	28	29	30				Week 10: Decision Day & Award

FEBRUARY

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2	3	4	5	6	7	8		4	5	6	7	8	9	10	
9	10	11	12	13	14	15		11	12	13	14	15	16	17	
16	17	18	19	20	21	22		18	19	20	21	22	23	24	Week 13: Gradation
23	24	25	26	27	28		Week 1: Information Session	25	26	27	28	29	30	31	

2/28/25	Friday	10.1 nm	Stan 1: Information Session	1	Croup	Franchicing 101/Academy Overview
2/20/23	riiuay	12-1 pm	Step 1: Information Session	'	Group	Franchising 101/Academy Overview
3/7/25	Friday	12-1 pm	Step 2: Academy Kickoff	2	Group	Team Intro/Expectations
			Step 3: Discovery Call	3	Individual	Customized Franchise Fit
			Step 4: Franchise Options Call	4	Individual	Presentation of 5-15 Franchise Options
3/30/25	Sunday	11 am -12 pm	Step 5: Franchisor Calls	5	Group	Prepare for Franchisor Calls
			Step 5: Franchisor Calls Feedback	5	Individual	Follow Up from 1-2 Franchisor Introductions
4/6/25	Sunday	11 am -12 pm	Step 6: Financing	6	Group	Funding options, Tax strategy, Entity Formation
			Step 6: Financing	6	Individual	Customized Funding Strategy
4/13/25	Sunday	11 am -12 pm	Step 7 & 8: FDD & Validation	7	Group	FDD & Legal Insights, Validation prep
			Step 7 & 8: FDD & Validation	7-8	Individual	FDD Review & Validation feedback
4/27/25	Sunday	11 am -12 pm	Step 9: Discovery Day	9	Group	Discovery Day prep, LLC and FA review
			Step 9: Discovery Day	10	Individual	Discovery Day prep
			Step 10: Decision Day & Award	10-13	Individual	Offer, Acceptance Details
5/22/25	Thursday	7-8 pm	Graduation Ceremony	13	Group	Graduates honored. Keynote Speaker



Franchise Academy Expectations

Candidate Expectations

- You ARE NOT committed to buying a franchise.
- You ARE committed to the process of evaluating franchising.
- You ARE expected to graduate. You MUST complete through Step 8 and attend a minimum of 3 out of 4 virtual Group Sessions after the Academy Kickoff session in order to graduate.

Honor Commitments

- If you miss a Group Session, you can watch the recording in the Vetrepreneur® Portal.
- Complete your pre-work prior to group and individual sessions.
- This is a professional environment. During your Sessions, you should be set up in a quiet, secluded place without interruptions. Spouses and/or partners are highly encouraged to participate. Limit pets, kids, etc.
- Treat this with the same professional courtesy that you would treat any business relationship.

Trust & Transparency

- The Academy and your Coach can only be successful if we are both fully transparent.
- Vetrepreneur® Franchise Academy is a comprehensive journey that includes introductions to franchisors and financial, accounting, tax and legal partners. It is important that your coach is your only advisor to guide you through the franchise selection and evaluation process.



Session Objectives



Group Session

Step 1: Information Session

- 🛗 **2/28/25** Fri, 12-1 pm EST
- Franchise 101
- · Franchise Academy overview
- Franchise Academy team
- · Class 2401 Syllabus & expectations
- · Application Process
- Q&A



Group Session

Step 2: Academy Kickoff

- **⊞ 3/7/25 •** Fir, 12-1 pm EST
- · Coach introductions
- · Candidate introductions
- About Vetrepreneur[®]
- · Syllabus & expectations
- Graduation requirements
- Q&A



Individual Session

Step 3: Discovery Call



Schedule with your Coach

Pre-Work: Est. 45 min

- Review Portal Steps 2 & 3
- Take the Business Builder Profile
- Net worth calculator
- · Assess your Industry Preferences

Individual Session Agenda: 1 hour

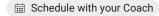
- · Personal introductions
- The Vetrepreneur mission why we do what we do
- · Franchise Matching
 - Your why, your fears
 - Skills & interests, review Business Builder Profile results, 3 business owner roles
 - Lifestyle desires
 - Geographical preferences
 - Financial capacity
- Schedule next Individual Session with Coach





Individual Session

Step 4: Franchise Options Call



Pre-Work: Est. 1-3 hours

- · Review Portal Step 4
- Review 6-12 Franchise Options in Portal
 - Review Portal brochures and videos
 - Write down likes and concerns about each option
 - Rank your options

Individual Session Agenda: 45 min

- · Discuss likes and concerns
- · Coach answers questions you have on each option
- Rack and stack options
- Determine top 1 2 franchises to be introduced to
- · Schedule next Individual Session with Coach



Group Session

Step 5: Franchisor Calls

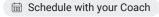


- · Questions to ask Franchisors
- Unit Economics
- Territory Mapping
- Q&A



Individual Session

Step 5: Franchisor Calls Feedback



Pre-Work: Est. 1-3 hours

- Review Portal Step 5
- · Conduct initial and potential follow-on calls with Franchisor(s)
- Write down likes, concerns and questions
- · Complete any application materials required by the Franchisor

Individual Session Agenda: 30 min

- · Discuss likes and concerns
- · Schedule next Individual Session with Coach



Group Session

Step 6: Financing





S Financing Expert to Attend

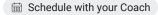
- Financing options
- · P&L projections
- Entity selection & formation
- Tax strategy
- · Outsource everything that is your core competency
- Q&A





Individual Session

Step 6: Financing



Pre-Work:

• Review Portal Step 6

Individual Session Agenda: 30 min

- · Discuss likes and concerns
- Determine franchise financing options
- Determine entity formation
- · Coach introduction to accounting & financial partners
- · Schedule next Individual Session with Coach



Group Session

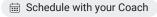
Steps 7 & 8: FDD & Validation

- · What is an FDD?
- · Four options for FDD review
- · What to look for in an FDD
- · Validation: the best part, group and individual
- Questions to ask during Validation
- Q&A



Individual Session

Steps 7 & 8: FDD & Validation



Pre-Work: Est. 1-3 hours

- Review Portal Steps 7 & 8
- Sign for and read FDD
- Write down items in the FDD that you don't understand or have concerns about
- Complete financing applications as necessary

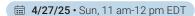
Individual Session Agenda: 45 min

- · Discuss likes and concerns
- Eliminate all but one option if able
- Four options for FDD review
- Questions to ask Franchisees during Validation
- If you're considering multiple franchises, strongly consider narrowing to one at this point
- Schedule next Individual Session with Coach.



Group Session

Step 9: Discovery Day



⊗ Vetrepreneur® Alumni to Attend

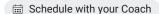
- · What is Discovery Day?
- What to expect on Discovery Day
- · Four options for franchise agreement review
- · Franchise fee payment
- Alumni
- · What does it look like after I become a Vetrepreneur?
- Q&A





Individual Session

Step 9: Discovery Day



Pre-Work: Est. 2-3 hours

- Review Portal Steps 9
- · Finish group and individual Validation calls
- Create legal entity
- Complete financing details if not complete yet

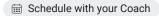
Individual Session Agenda: 30 min

- · Discuss likes and concerns
- · Discovery Day what to expect
- · Discovery Day travel if necessary
- · Franchise agreement review options
- · Schedule next Individual Session with Coach



Individual Session

Step 10: Decision Day & Award



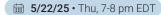
Pre-Work: Est. 1 day
• Attend Discovery Day

Individual Session Agenda: 30 min

- · Date for signing franchise agreement
- · Date for paying franchise fee
- Training and opening time frame
- Schedule Graduation

Graduation

Graduation Ceremony



Keynote Speaker

Graduation Requirements

- · You must have either:
- Been awarded a franchise or
- Reached Step 8 and attended at least 3 of the 4 Group Sessions after the Academy Kickoff

*Our goal is to help you reach a decision point, not to sell you on a franchise. Even if you go through the process and decide that franchise ownership isn't right for you, you'll still be able to graduate.



Franchise Coaches & Instructors



Chris HaleVetrepreneur® CEO &
Franchise Coach

NaVOBA Founder, 3-Time Business Owner, Naval Academy Graduate, MBA, Naval Flight Officer



Doug Hoerster Vetrepreneur® Franchise Coach

University of Pennsylvania Wharton Business School Graduate, Navy Pilot



Sarah Brown Vetrepreneur® Franchise Coach

2-Time Franchisee, Franchise Dev Professional, Naval Academy Graduate, MBA, Navy Surface Warfare Officer



Tammy DeCouxVetrepreneur® Franchise
Coach

Former Chick-fil-A Franchisee, Air Force & Army Medical Service Civilian Service



Brittany Mustybrook Vetrepreneur® Franchise Coach

Tippi Toes Franchisee US Military Academy at West Point Graduate, Army veteran



Judd Conatser Vetrepreneur® Franchise Coach

Former Restaurant Business Owner, Naval Academy Graduate, MBA, Navy Pilot



Michael Reeder Financial Strategy

Managing Partner of his firm, CPA, Lead advisor in business buying process, Northeastern Illinois University



Michael Rosenthal Franchise Attorney

Corporate Partner of his firm, franchise business counseling expert, University of Florida



Exclusive Vetrepreneur® Portal Access

Access to assessments, Franchise Options, brochures, tools, resources, videos, information and more!



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