

The 3 Things That All Successful Franchisees Do



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By FranchiseKing,

If you want to become a successful franchisee, there are certain things you need to do.

Clearly, some of them need to be done before you sign your franchise agreement. They include choosing the right franchise, doing thorough research, and arranging the right type of financing.

The other things you need to do should happen after you become a franchise owner.

In this post, I'm going to share three things that all successful franchise owners do.

3 Things Successful Franchisees Do

1. Connect with other franchisees

One of the most important things you can do is to create good relationships with other franchisees.

One of the easiest ways to start this process is to simply call a few of the franchisees you spoke with as part of your research.

In this case it doesn't matter if you visited with them in-person or had a 45-minute phone call. The important part is they already know you.

Granted, you may not be able to have meaningful relationships with every franchisee you contact.

Nevertheless, the goal is for you to have two or three franchisees you would feel comfortable calling with any issue that comes up, day or night.

Knowing there are other like-minded owners available at the at a moment's notice is part of what makes franchising so great.

2. Always be marketing

Today's franchisees need to do a lot of marketing.*

One of your goals (as a franchisee) is to make sure your business stays top of mind in your local area.

You'll be doing local advertising, social media marketing, co-op marketing with your franchisor, and more.

But there are several other things you can do to keep your name out there. Like:

- High school sports sponsorships
- Local festival participation
- Charity events
- Educational seminars
- Business shows

The trick is to always be doing something that will remind people what your business does, where it's located, and how it can serve them.

3. Follow and use the system

All franchise businesses have a business system. It's part of what you pay for when you become a franchisee.

Simply put, this system provides everything you need to properly operate your franchise business. Like:

- An operating manual
- Technology
- Marketing/advertising templates
- Branding
- Training

If you want to become a successful franchise owner, you need to leverage every component of the system.

In addition, it's crucial for you to follow procedures.

The procedures set forth by the franchisor are put in place to maintain brand consistency across the board, and there's no wiggle-room.

Of course, you knew that going in, because you took the time to learn all you could about franchising well before you started your search for the right one.

To be sure, there are things you can do to increase your chances of success. It's up to you to make use of them, so you can become the proud owner of a successful franchise business.

*Non-U.S. Government link

SOURCE: www.sba.gov



California Sub-Bid Request Ads

Project: State Hwy in Monterey County near King City Route 101
Project # 05-1F75U4

OWNER: CALTRANS – DBE GOAL 19%

BID DATE: NOVEMBER 8TH, 2018 • BID TIME: 2:00 P.M.
****Please respond by 5:00 p.m., NOVEMBER 7TH, 2018****

Coffman Specialties, Inc. (CSI) is requesting quotes from all qualified subcontractors and suppliers for the following items of work, including but not limited to:

- TRUCKING / IMPORT BORROW, BASES ASPHALT
- EQUIPMENT RENTAL
- LEAD COMPLIANCE PLAN / ADL WORK
- SWPPP / WPC
- SURVEY / QC
- CONSTRUCTION AREA & ROADSIDE SIGNS
- PAVEMENT MARKING / STRIPING
- TRAFFIC CONTROL
- WATER TRUCK
- EARTHWORK / GRADING / ROADWAY EXCAVATION
- EROSION CONTROL
- METAL BEAM GUARD RAIL (MBGR) / FENCING
- CONCRETE SAWCUT & SEALING
- STREET SWEEPING
- DISPOSAL OF SOILS, PAVEMENTS & DEBRIS
- CONCRETE / MINOR CONCRETE
- ASPHALT / ASPHALT PAVING / ASPHALT DIKE
- COLD PLANING / PULVERIZING
- CLEAR & GRUB
- ELECTRICAL
- LANDSCAPING
- AGGREGATE SUPPLY / AGGREGATE BASE
- CONCRETE BARRIER
- REBAR
- DRAINAGE / PIPE SUPPLY

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment/Materials and/or supplies. ****Subcontractors must provide a current contractor's license number and Department of Industrial Relations (DIR) current registration number with their quote.**

Plans and specs are available at no cost to interested firms. Please contact our office @ (858) 536-3100, email us: estimating@coffmanspecialties.com or you can visit our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

**Please send quotes via email to estimating@coffmanspecialties.com or via fax to (858) 586-0164

If you have any questions or need further information, please contact Gus Rios or Marty Keane @ (858) 536-3100



9685 Via Excelencia, Ste 200 • San Diego, CA 92126
Phone: (858) 536-3100 • Bid Fax: (858) 586-0164
e-mail inquiries to: estimating@coffmanspecialties.com

JACOBS

1000 Wilshire Blvd, Suite 2100 Los Angeles, CA 90017

Jacobs is seeking qualified subconsultants with Los Angeles County Community Business Enterprise (CBE) Certification for the following opportunity:

Owner: Los Angeles County Department of Public Works
Request for Proposals

On-Call Construction Management and Support Services

Project ID #: BRC0000022

Proposal Due Date: November 1, 2018

The Scope of work is to provide construction management and support services for projects located throughout Los Angeles County. Construction managers shall have at least 15 years of experience performing construction management on bridge construction, bridge widening, bridge seismic retrofit, major storm drain, major dam modification, or major roadway reconstruction projects.

Desirable qualifications of construction manager include BS in civil or construction engineering, licensed professional in California and/or Certified Construction Manager, experience with Greenbook and Caltrans standard specifications and standard plans, working knowledge of Cal/OSHA Construction Safety Orders, working knowledge of EPA Policy and Guidance, graduation from Caltrans Resident Engineer Academy or documented experience as RE on minimum of three major road, bridge, or dam construction projects.

Firms must be able to comply with prevailing wage requirements.

Assistance is available in obtaining bonds, lines of credit, or insurance related to the requirements for the work.

By **October 25, 2018 at 12:00 noon Pacific Time**, please email a brief statement of qualifications, including candidate resumes and copy of firm's CBE/SBE/MBE/DBE/DVBE public-agency certification(s) to: Jacobs_purewater@jacobs.com.

Small Business Exchange

The Sub-Bid Request Specialist

It's takes a sharp pencil and qualified, competitive sub-contractors, vendors, and suppliers to win the bid and achieve the diversity goals.

Look no further. We have them all in our database

Need construction contractors and suppliers familiar with public contracting, bondable, certified by cities, states and federal entities, and willing to work in one or many locations?

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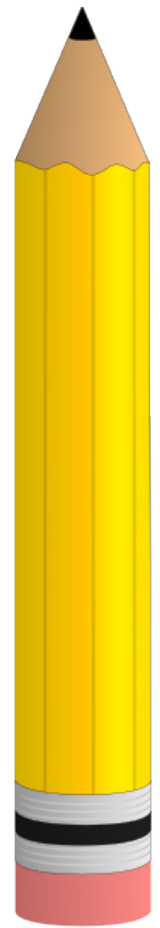
Want to reach them by industry-specific codes (NAIC/SIC/UNSPSC)?

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The next time you're bidding project where time and accuracy are of the essence, call us.

We'll make it happen.

We are on the move to make your business better.



Call 1-800-800-8534



California Sub-Bid Request Ads



Requests quotes from qualified and certified DBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

CIDH Pile, Clear & Grub, Concrete Barrier, Electrical, Fence & MBGR, Minor Flat Concrete, Minor Concrete Structures, Joint Seals, Landscape, Erosion Control, AC & PCC Paving, Cold Planing, AC Dike, Rebar, Rock Slope Protection, Sign Structures, Striping, Traffic Control, Bore & Jack, SWPPP, CPM Schedule, Aggregate, Rip Rap, Misc. Iron & Steel, RCP, PVC, CSP, Ready Mix Concrete

RIVERSIDE COUNTY TRANSPORTATION COMMISSION

STATE ROUTE 60 TRUCK LANES

East of Moreno Valley from Gilman Springs Road to Jack

Rabbit Trail (PM 22.1 to PM 26.6)

RCTC Agreement No. 18-31-146-00

FEDERAL AID PROJECT NO. CMLN-0654-090

BID DATE November 15, 2018 @ 2:00 p.m.

Sub & Vendor Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Dave Grattan

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Plans/specs are available for viewing at our office by appointment, via Sukut's FTP site, or may be obtained from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Sukut Construction, LLC
An Equal Opportunity Employer

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:

FRONT-OF-PLANT PROJECT

Owner: Silicon Valley Clean Water

Location: Redwood City, CA

Bid Date: November 20, 2018 @ 2:00 P.M.

J.F. Shea / Parsons, a Joint Venture

667 Brea Canyon Road, Suite 30 • Walnut, CA 91789

Phone: (909) 595-4397 • Fax: (909) 444-4268

Contact: Lori Olivas, lori.olivas@jfshea.com

JF Shea/Parsons JV is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Demolition, Erosion Control (Vegetative), Geotextiles, AC Paving, Fire Hydrants, Precast Manholes & Vaults, Chain Link Fencing, Steel Fencing, Ready-Mix Concrete, Reinforcing Steel, Structural Steel, Steel Deck, Metal Framing, Miscellaneous Metals, Waterproofing, Roofing, Sheet Metal, Sealants, FRP Doors/Frames/Hardware, Glazing, Gypsum Board, Painting & Coatings, Louvers, ID Devices, Fire Extinguishers & Cabinets, Toilet Accessories, Equipment, Hoists/Monorails/Bridge Cranes/Jib Crane, Pinion & Rack Elevator, Piping, Valves, and HVAC

Plans and Specifications: Email your request to lori.olivas@jfshea.com.

Plans may also be viewed at our Walnut Office.

JF Shea/Parsons JV is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. JF Shea/Parsons JV expects potential subcontractors to be bondable. JF Shea/Parsons JV will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.

CAHILL CONTRACTORS LLC
requests bids from Certified SBE
Subcontractors and Suppliers for the
following TRADES:

Structural Concrete / Miscellaneous Metal / Windows, Storefronts, Glazing / Exterior Plaster, Siding / Metal Stud Framing, Drywall / Kitchen Appliances / HVAC / Plumbing / Electrical / Site Utilities / Site Clearing, Demo, Earthwork / Scaffolding / Site Security / Final Cleaning

681 FLORIDA STREET - EARLY BID
(SELECT TRADES)

681 Florida Street, San Francisco, CA 94110

This is an SFCMD project with construction workforce and prevailing wage requirements.

BID DATE: 11/13/18 @ 2 PM

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

Colby Smith at estimating@cahill-sf.com,
(415) 677-0611.

SBE OUTREACH SERVICES

With 1.5 million businesses in our database, SBE is California's #1 source for diversity outreach.

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Telemarketing

Telephone follow-up calls that follow a script of 5 questions you create.

Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

Contact Info:

795 Folsom Street, 1st Flr, Room 1124

San Francisco, CA 94107

Email: sbe@sbeinc.com

Website: www.sbeinc.com

Phone: (415) 778-6250, (800) 800-8534

Fax: (415) 778-6255

Publisher of
Small Business Exchange
weekly newspaper



California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: **ERIC ALLRED**
Website: www.desilvagates.com
An Equal Opportunity Employer

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:

US 101 – SR 85 EXPRESS LANES PHASE 3 PROJECT, Contract No. C18081
Small Business Enterprise Goal Assigned is 11.5%

OWNER:
**SANTA CLARA VALLEY
TRANSPORTATION AUTHORITY**
3331 North First Street, Building A,
San Jose, CA 95134

BID DATE: OCTOBER 30, 2018 @ 2:00 P.M.

DGC is soliciting quotations from certified Small Business Enterprises for the following types of work and supplies/materials including but not limited to:

AC DIKE, ADL BURIAL LOCATION REPORT, CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CPM SCHEDULING CONSULTANT, CRASH CUSHION, DEWATERING, ELECTRICAL, EROSION CONTROL, HAZARDOUS MATERIAL, HYDROSEEDING, K-RAIL SUPPLIER, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, MISC. IRON AND STEEL, OBJECT MARKERS, ROADSIDE SIGNS, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL MATERIAL SUPPLIER, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site.

Fax your bid to (925) 803-4263 to the attention of Estimator Eric Allred. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

If you need SBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the SBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an equal opportunity employer.

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: **JIM YACKLEY**
Website: www.desilvagates.com
An Equal Opportunity Employer

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:

**CALTRANS ROUTE 82 –
CONSTRUCTION ON STATE HIGHWAY IN
SANTA CLARA
FROM PORTOLA AVENUE TO LAWRENCE
EXPRESSWAY OC, Contract No. 04-4J2814**
Federal Aid Project No. ACSB1NH-P082(029)
Disadvantaged Business Enterprise Goal
Assigned is 13%

OWNER

**STATE OF CALIFORNIA -
DEPARTMENT OF TRANSPORTATION**
1727 30th Street, Bidder's Exchange, MS 26,
Sacramento, CA 95816

BID DATE: OCTOBER 31, 2018 @ 2:00 P.M.

DGC is soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to:

COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, LEAD COMPLIANCE PLAN, MINOR CONCRETE, ROADSIDE SIGNS, STRIPING, SWPPP/ WATER POLLUTION CONTROL PLAN PREPARATION, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL, ASPHALT OIL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator Jim Yackley. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an equal opportunity employer.

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: **VICTOR LE**
Website: www.desilvagates.com
An Equal Opportunity Employer

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:

**CALTRANS ROUTE 101 –
CONSTRUCTION ON STATE HIGHWAY IN
MONTEREY COUNTY IN AND NEAR KING CITY
FROM 0.4 MILE SOUTH OF WILD HORSE ROAD
OVERTCROSSING TO TEAGUE AVENUE**
Contract No. 05-1F75U4,
Federal Aid Project No. ACSB1NHG-Q101(338)
Disadvantaged Business Enterprise Goal
Assigned is 19%

OWNER

**STATE OF CALIFORNIA -
DEPARTMENT OF TRANSPORTATION**
1727 30th Street, Bidder's Exchange, MS 26,
Sacramento, CA 95816

BID DATE: NOVEMBER 8, 2018 @ 2:00 P.M.

DGC is soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to:

AC DIKE, BRIDGE DECK RESURFACING, BRIDGE, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS & DELINEATORS, CRASH CUSHION, ELECTRICAL, EROSION CONTROL (PERMANENT), EROSION CONTROL (TEMPORARY), LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PCC PAVING, ROADSIDE SIGNS, RUMBLE STRIP, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 1 AGGREGATE SUBBASE MATERIAL, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

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Fax your bid to (925) 803-4263 to the attention of Estimator Victor Le. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

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At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an equal opportunity employer.