

John Francis Testimonials

John Francis hosted a professional development session for our team, and it was truly valuable. John's depth of expertise in the franchise industry coupled with his affable personality have earned him the reputation as a go-to expert in the field, and our team truly benefitted from it. I highly recommend choosing John for assistance with franchisor or franchisee engagements.

LAURA BRADBURY

Vice President, Franchise Operations , American Family Care

John joined our annual Convention as a participant observer. He accepted the ambiguous assignment graciously, and quickly won over the audience as a serious Listener who projected an Even Temperament that "made a great difference on participation". John gained their trust as an Advocate who brought loads of Experience that he shared unstintingly, even if it stung a couple times, wisely. In our post-convention evaluation John uniformly received the Highest Possible "!!!" Overall Rating. We look forward to welcoming him back.

TODD PETERSON

Executive Chairman , Happy & Healthy Products, Inc.

I highly recommend you listen and follow Johnny's "The Franchise Lifecycle Program". Really helps with expectations and goals!

JAMES SCOTT

Vice President , POLN8

If you have the opportunity as a franchisee or a franchisor to work with John 'Johnny Franchise' Francis, I say run, don't walk to meet up with him. Not only is he extremely experienced, he is very professional, while being kind and constructive. He has generously stepped in to anticipate and solve a few items for me as we re-launch our new acquisition of a wonderful emerging franchise brand, and he is frankly an unexpected gift with his pin-point accurate advice and wisdom in busting through obstacles for our office. Personally I find him very warm-hearted, direct and refreshingly honest, while finding a way to be efficient and pragmatic during our meetings. He embodies his brand of 'Next Level Franchising' and I am very grateful to have been introduced to him. Looking forward to many more years of working together and shortcutting past some mistakes with his terrific guidance. Thank you, John!

GERALDINE SMYTHE

CEO & President , iKids U Franchise

We were very pleased with our virtual conference and John did not disappoint! With the time allotted, he was spot-on with what he provided to our attendees. What I really liked was the attendees who engaged in the pre-conference program video series, participating in asking questions and getting more out of it. His stories tied in great with his message and impact. It was a job well done! Standing ovation!

ANGELA OLEA

CEO , Assisted Living Locators

Working with John was a very positive experience. We provided him with an arsenal of information in preparation for our event, which went smoothly in the way of flow and delivery. The crowd, which was a very seasoned group of owners who have “heard it all” over the last 20 years, was very engaged. His approach is very inviting, humble and open minded.

ELLEN GREER

Regional Director , The Maids - New England Region

I could see a shift in our franchisees after just 90 minutes with John Francis. He offered up clear, concise best practices for our franchisees during our annual conference, and he was able to relate to each and every one of them – no matter where they happen to be in their franchisee lifecycle.

TERRENCE GROTH

Chief Operating Officer , Lunchbox Wax

As I started planning our annual conference I had a clear vision of what I wanted. I needed someone relatable! The minute I saw John Francis speaking, I knew it was a perfect fit! John took the time to get to know our company, culture, brand and it really showed! His presentation was RELATABLE...ENGAGING & INSPIRING! We had lots of great feedback and we loved that he took the time to join our pre-conference event the night before so he could meet and chat with our franchisees. That's someone who really cares!

ALYSON LEWIS, Franchise Development

Go Minis

“Implementing an Advisory Board has been the best decision! John helped us through every step of the process, hearing our needs and weaknesses and introducing us to people to fill the needs we had. The value that he brought to the table in terms of knowledge and connections was tremendous – so much so that we asked him to be one of our board members. He is a perfect fit for our organization. John facilitates our quarterly meetings, keeping us on track and helping us get through each agenda item in a timely manner. John is a solution finder and I can’t imagine my advisory board without him. If your brand is entertaining the implementation of an Advisory Board – please don’t wait...do it today!”

SHANNON WILBURN, CFE| Co-Founder & CEO

Just Between Friends Franchise System, Inc.

“As a successful company that is relatively new in the franchising world, we consider ourselves so fortunate to have found John Francis to tap into his wealth of information and experience. When confronted with an unfamiliar situation, I often find myself thinking, ‘What would John Francis do?’ – I trust his opinion and decision-making in every facet of franchising implicitly.”

JAMIE DILLON| VP Marketing

Lunchbox Wax

January 2018

“All of our franchise owners found the information and your professionally relaxed presentation style beneficial.”

CORY CZEPA | President & CEO

Live 2 B Healthy Senior Fitness

“John has twice recently been a featured speaker at our events, which targeted a franchisee audience – specifically, helping them strengthen their personal businesses and networks while building a better relationship with their franchisor. The content John discussed made a definite impact on the franchisees in attendance. Many cited his presentation (and specific segments of it) as being revelatory, whether as new ideas for improving their own business or as reassurance that the issues they’ve encountered are not unique to them and can be overcome.”

ERIC STITES | CEO & Managing Director

Franchise Business REVIEW

“John is a true professional in every sense. He served as our Keynote Speaker at Seva’s President’s Cabinet Conference in April of 2015. Not only did our Franchise Partners remain engaged by his message throughout the meeting, but they also liked him as a person and enjoyed getting to know him throughout the day. John also collaborated with me on the event for weeks in advance. He made sure that the message he delivered aligned with our company and its values.”

KARI COMROV-MARTINEZ| Sr. Director of Spa Operations

Seva

“John Francis spoke at our Area Developers meeting and they were instantly impressed with his credibility and experiences. He was well prepared and did a lot of homework on our organization and needs so he could maximize his value. We have already seen good results as our AD’s are more focused than ever. John hit a home run for Office Pride.”

TODD HOPKINS| President and CEO

Office Pride

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