

Who is FSP?

Franchise Strategy Partners is a franchise consulting firm located in Leawood, Kansas USA, a community within the greater Kansas City metropolitan area. We're in the heart of America, an area known for its work ethic and integrity. Franchise Strategy Partners professionals have substantial knowledge about the franchise industry and the expertise and resources needed to help our clients investigate hundreds of franchise opportunities.

Are you restricted to serving a specific geographic area?

Franchise Strategy Partners is not restricted to serving clients in a geographic area. However, we do mostly serve clients residing in the United States and Canada.

Why should I consider a franchise consultant?

A professional franchise consultant can offer you a wealth of general and inside information about the franchise industry, as well as about specific franchise industries and opportunities. Franchise Strategy Partners helps save our clients time by assisting with much of the initial legwork required in identifying rock solid opportunities that meet their criteria and are available in specific markets.

Why are your services free?

The truth is our services are not free – they are just free to you, the franchise seeker. Franchise Strategy Partners is paid by the franchises we represent to assist them in the development and growth of their business.

Which franchises does FSP represent?

Franchise Strategy Partners currently works with more than 500 of today's top franchise opportunities from dozens of different industries.

Do I pay more for a franchise if I use a FSP consultant?

Absolutely not. Most everyone pays the same franchise fee regardless of how they are introduced to the franchisor. In area development and master franchise deals we can often assist our clients with negotiations, saving them thousands of dollars on initial fees.

What is it like working with a FSP consultant?

Our approach to this business is very simple and straight-forward. Our consultants will conduct an initial interview to gain insight to your previous experiences, objectives, strengths, weaknesses, investment range, target market and more. We will then work to select ideal franchises for you and assist you in researching franchise opportunities. When you are ready to take a serious look at a franchise, we will facilitate the introduction, then remain by your side throughout the remainder of the process.

What does it mean when a franchise is awarded?

Investigating the franchise business model is a mutual discovery process. Franchises are awarded when both parties feel strongly that the potential for success is clear. Awarding a franchise to a less than ideal candidate is generally a recipe for failure for both franchisee and franchisor. Winning franchise organizations are built on matching franchisees' personal and business objectives with a compatible franchise.

How long does it take to be awarded a franchise?

The process from first interview and information gathering to franchise being awarded can vary, but usually takes 90 to 120 days. The process can be expedited, but the main consideration is not the time, but making sure there is a great match.