

25TH



WESTPAC

NEW ZEALAND
FRANCHISE
AWARDS

2019



FANZ

FRANCHISE ASSOCIATION
OF NEW ZEALAND

**Field Manager of the Year
Under 500k**

Entry Questionnaire

25TH



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Field Manager of the Year Under 500k

IMPORTANT INFORMATION

This award is open to any field manager with an average annual franchisee turnover up to and including \$500,000.

The Franchise Association of New Zealand recognises the important impact a franchise Field Manager can have on the success of franchisee businesses and the performance of their franchisor.

All submissions will be assessed using the pre-defined criteria.

The winning Field Managers will demonstrate a well-planned, comprehensive and structured approach to field visits, along with evidence that their input has taken franchisee businesses (and your franchisor) forward.

Benefits of Entering the Award Entering the Field Manager of the Year Award should be considered a valuable career progression. Participating involves you considering your role and performance from a different perspective. It also enables you to benchmark your approach and outcomes against others in franchising. The winning Field Managers and their associated franchise systems will gain the recognition of their peers and the wider franchise community.

You must submit an electronic version of your entry via email to awards@franchise.org.nz by 5pm Monday, 5th August 2019.

Please note: Answers to each question should not exceed 500 words.

Section 1: Your Role

- 1.1 Explain the background of your role, experience, and the profile of franchisees (e.g. number, tenure and size) you are responsible for.
Please provide your job description.

Section 2: Your Process (30 points)

- 2.1 Explain your approach to conducting a field visit, from planning and preparation phases, through to the visit itself and follow up.
Please include a flow chart of your process.

Section 3: Key Success Factors (30 points)

- 3.1 Explain the key drivers of success (including profitability) for your franchisees.
3.2 Explain how you work with and influence franchisees to take their businesses (and your franchisor business) forward.

Section 4: Your Success (40 points)

- 4.1 Provide evidence of the success of your role to franchisees and your franchise system and how these relate to your own key performance indicators