

(c) Copyright Élise Billy 2007. All copyright and rights reserved. You may not copy, distribute or use this article or any of the material in any derivative works without prior written consent from Élise Billy. Visit www.exbdirect.com for contact.

Q: I'm not convinced the bank manager at my local branch is knowledgeable enough about franchising to advise me on financial arrangements – what should I do?

Most of the large high street banks have a specialist franchise department who are experts in the field and have information on various franchises and special lending arrangements. Most of them can be contacted from the franchising section of their websites, or the British Franchise Association website lists the franchise specialists' contact details for each of its member banks under the "Professional Advisors" section.