ICFE COURSE CALENDAR
Institute of Certified Franchise Executives
cfe@franchise.org

<table>
<thead>
<tr>
<th>Credit Description</th>
<th>Number/Type of Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Coronavirus: Webinar Series</strong></td>
<td></td>
</tr>
<tr>
<td>Franchise University</td>
<td></td>
</tr>
<tr>
<td>• ICFE Final Exam (MANDATORY – ONLINE ONLY)</td>
<td>300 Education</td>
</tr>
<tr>
<td>• Franchising: Franchise Manager Package – 7 courses</td>
<td>150 Education</td>
</tr>
<tr>
<td>• Recruiting and Hiring</td>
<td>150 Education</td>
</tr>
<tr>
<td>• Performance Management</td>
<td>150 Education</td>
</tr>
<tr>
<td>• Coaching Your Employees</td>
<td>150 Education</td>
</tr>
<tr>
<td>• Succession Planning</td>
<td>150 Education</td>
</tr>
<tr>
<td>• Mastering Cross Generational Communication</td>
<td>100 Education</td>
</tr>
<tr>
<td>• IFA Franchise Toolkit</td>
<td>100 Education</td>
</tr>
<tr>
<td>• Reduce Stress Through Effective Conflict Resolution</td>
<td>100 Education</td>
</tr>
<tr>
<td>• Franchising: Individual Package – 4 courses</td>
<td>100 Education</td>
</tr>
<tr>
<td>• Profit Mastery Series Modules 1-6</td>
<td>50 Education each (bonus 100 for full series)</td>
</tr>
<tr>
<td>• ICFE Values, Ethics and Culture in Franchising</td>
<td>25 Education</td>
</tr>
<tr>
<td>• ICFE What is Franchising</td>
<td>25 Education</td>
</tr>
<tr>
<td><strong>University of Louisville</strong></td>
<td></td>
</tr>
<tr>
<td>Certificate in Franchise Management – 6 courses/5-week terms</td>
<td>250 Education per course</td>
</tr>
<tr>
<td><strong>Georgetown University</strong></td>
<td></td>
</tr>
<tr>
<td>Certificate in Franchise Management – 2 sessions within a 2-year period</td>
<td></td>
</tr>
<tr>
<td>• Online Component</td>
<td>175 Education</td>
</tr>
<tr>
<td>• Face-to-Face Component</td>
<td>500 Education</td>
</tr>
<tr>
<td><strong>FranklinCovey Courses</strong></td>
<td></td>
</tr>
<tr>
<td>• Project Management Essentials</td>
<td>200 Education</td>
</tr>
<tr>
<td>• Presentation Advantage</td>
<td>200 Education</td>
</tr>
<tr>
<td>• Time Management Essentials: Powered by the 5 Choices to Extraordinary Productivity</td>
<td>200 Education</td>
</tr>
<tr>
<td><strong>IFA Video on Demand Programs</strong></td>
<td></td>
</tr>
<tr>
<td>• Franchise Relations in Action</td>
<td>200 Education</td>
</tr>
<tr>
<td>• Moving from Conflict to Collaboration</td>
<td>200 Education</td>
</tr>
<tr>
<td>• Executive Insights Series</td>
<td>75 Education</td>
</tr>
<tr>
<td>• Best Practices in Franchise Management</td>
<td>75 Education</td>
</tr>
<tr>
<td>• IFA FRAN-GUARD™ (MANDATORY*)</td>
<td>300 Education</td>
</tr>
<tr>
<td><strong>ProfitSoup Online</strong></td>
<td></td>
</tr>
<tr>
<td>• 5 Series of courses and 6 individual courses</td>
<td>Various Education</td>
</tr>
<tr>
<td><strong>FranNet Webinars</strong></td>
<td></td>
</tr>
<tr>
<td>• Series of 6 in 2020: January 29; February 27; March 18; May 20; July 15; October 7</td>
<td>50 Participation each</td>
</tr>
<tr>
<td>IFA Franchise Business Network meetings</td>
<td>50 Participation each</td>
</tr>
<tr>
<td>Women Franchising Network Meetings</td>
<td>50 Participation each</td>
</tr>
<tr>
<td><strong>WednesdayWise Webinars</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>50 Participation each</td>
</tr>
</tbody>
</table>

*Offered online or in-person, check calendar for in-person opportunities
2020

SEPTEMBER

1-4  Franchise Update Multi-Unit Franchising Conference  
    - Caesar’s Palace, Las Vegas NV  
    300 Education

10-12 Franchise Expo West  
    - Phoenix Convention Center, Phoenix, AZ  
    50 Participation

14-16 Franchise Action Network Annual Meeting and  
    Fall Leadership Meetings – JW Marriott, Washington, DC  
    100 Participation

30-1 Franchise Operations Conference  
    - InterContinental Chicago, Magnificent Mile, Chicago, IL  
    200 Education

OCTOBER

30-1 Franchise Operations Conference  
    - InterContinental Chicago, Magnificent Mile, Chicago, IL  
    200 Education

1-3 International Franchise Expo  
    - The Javits Center, New York City, NY  
    50 Participation

14-16 Franchise Update Franchise Leadership & Growth Conference  
    - InterContinental Buckhead Hotel, Atlanta, GA  
    300 Education

17-18 Franchise Expo Nashville  
    - Music City Center, Nashville, TN  
    50 Participation

27 Franchise Advisory Center – Organise a Franchise Conference  
    - Dallas, TX – register here  
    100 Education

28 Franchise Advisory Center – Improving Franchise Advisory Councils  
    - Dallas, TX – register here  
    100 Education

28-30 Franchise Marketing Innovation & Technology Conference (MITcon)  
    - Sheraton Phoenix Downtown, Phoenix, AZ  
    300 Education

NOVEMBER

9-11 RFM’s Restaurant Finance & Development Conference (RFDC)  
    - Wynn Las Vegas, Las Vegas, NV  
    300 Education

13-14 Franchise Expo Houston  
    - George R. Brown Convention Center, Houston, TX  
    50 Participation

17-19 Emerging Franchisor Conference  
    - Royal Sonesta New Orleans, LA  
    300 Education
FUTURE

2021
FEBRUARY

20-21  ICFE Special Sessions – Mandalay Bay, Las Vegas, NV  200 Education each

21-24  IFA Annual Convention – Mandalay Bay, Las Vegas, NV  300 Education &
       100 Participation

MAY

2-4    Legal Symposium – Grand Hyatt, Washington, DC  300 Education &
       100 Participation

4-5    IBA/IFA Joint Conference – Grand Hyatt, Washington, DC  150 Education &
       100 Participation

SEPTEMBER

20-22  Franchise Action Network Annual Meeting & Fall Leadership Meetings  100 Participation
       ▪ JW Marriott, Washington, DC

2022
FEBRUARY

25-26  ICFE Special Sessions – San Diego Convention Center, San Diego, CA  200 Education each

21-24  IFA Annual Convention – San Diego Convention Center, San Diego, CA  300 Education &
       100 Participation

MAY

15-17  Legal Symposium – Grand Hyatt, Washington, DC  300 Education &
       100 Participation

17-18  IBA/IFA Joint Conference – Grand Hyatt, Washington, DC  150 Education &
       100 Participation