

Franchise Times® 2021 MEDIA KIT

The collage illustrates the multi-platform presence of Franchise Times. The desktop view shows the website's navigation and content. The tablet and smartphone show the magazine's digital adaptation, including a cover story and detailed company statistics. The large print cover features a prominent headline and a photograph of a man and a woman, likely the founders mentioned in the text.

Company Statistics:
McDonald's Systemwide Sales (Millions)

Year	Sales (Millions)
2018	19,000
2019	18,000
2020	17,000
2021	18,000

Global Sales: \$96,147,000,000
US Units: 12,812
International Units: 23,043
Total Units: 37,855
Percent Franchised: 99%
% International Units: 52%
US Franchised Units: 13,239
International Franchised Units: 21,821

**INTEGRATED MEDIA SOLUTIONS
FOR THE FRANCHISE SECTOR**

Who We Are

In a sector as vast as franchising, one name stands out. Franchise Times. We bring readers the news online and in print, and showcase success stories, the advice and the lifestyles that make franchising the most interesting business sector to watch. Franchise Times is the information hub for all things franchising, but we're more than that. We give readers the tools to succeed.

This is who we are: Fresh, insightful coverage of franchising, online and in print. What are the top franchises to invest in? What franchises will grow in a turbulent economy? How did one franchise system grow from two locations to 40? What capital sources are available to franchises in various industries? Who are the movers and shakers in an ever-changing business world? Franchise Times has been providing actionable information to its readers for more than 25 years.

For advertisers, this means partnering with the most trusted name in franchising. Our cutting-edge reporting, special features and integrated media solutions are designed to help marketers reach their core audience and stand above others.

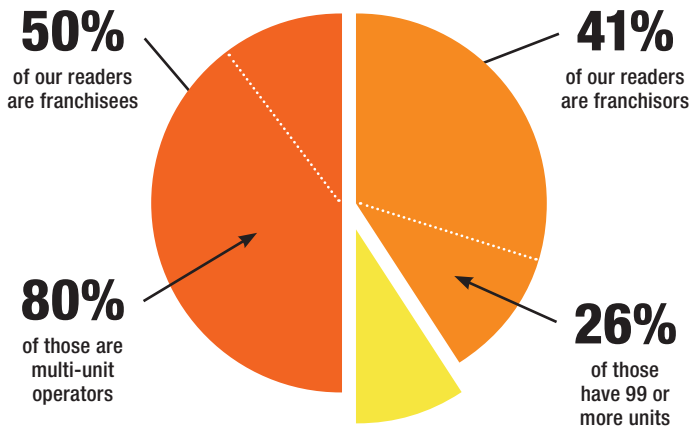


Table of Contents

Our Audience	3
Marketing Opportunities	4-5
Dedicated E-Mails	6
E-Newsletters	6
franchisetimes.com	7
Sponsored Content	7
Retargeting	7
franchisetimes.com — Top 200+	8
Vendor Directory	9
Finance & Real Estate Directory	9
White Papers & Webinars	10
About Our Writers	11
2021 Editorial Calendar	12-13
Exclusive Projects	14
Insert Options	15
Conferences	16
Display Specs	17
Policies & Staff	18

Our Audience • Print

The 35,000+ readership of Franchise Times are powerful people with purchasing clout:



- **35,000+** readership, targeting franchise owners and executives (16,000 subscriber sharing with an average of 1.2 colleagues)
- **65%** are upper-level execs—CEOs, CFOs, COOs, presidents and the like
- **50%** of our readers are franchisees, and **80%** of those are multi-unit operators
- **41%** of our readers are franchisors, and **25%** of those have 99 or more units
- **75%** have a bachelor's degree or higher
- **69%** of our readers spend 30 minutes to more than an hour with each issue

Our Audience • Digital

Make a big impact with this digital audience, who reach out to FranchiseTimes.com for inspiring stories, outtakes from franchisee and franchisor interviews and colorful tales that intrigue and inform. For advertisers, we have multiple strategies to help you with your digital outreach.

You will see on the following pages how advertisers can directly reach our audience in creative new ways. Whether it's on FranchiseTimes.com, in our newsletters or throughout the internet, you can target your message to our exclusive audience of franchise owners and senior executives—the decision makers.



Monthly visitors
42,000



Unique monthly visitors
37,000



Average monthly ad impressions
375,000



Pages per visit
1.75



Time on article pages
5:00



LinkedIn
5,000
followers



Twitter
14,000
followers



Facebook
3,900
followers

Marketing Opportunities • Print

Premium Positions

	10x	6x	3x	1x
Inside Front (Full page)	\$7,120	\$7,838	\$9,316	\$10,280
Inside Back (Full page)	\$6,989	\$7,709	\$9,139	\$10,089
Outside Back (Full page)	\$7,323	\$8,064	\$9,571	\$10,570
Table of Contents (Full page)	\$6,795	\$7,494	\$8,876	\$9,803
Opposite Publisher's Column (Full page)	\$6,795	\$7,494	\$8,876	\$9,803
Subscription Card	\$7,000	\$7,800	\$9,200	\$10,100

Preferred Position: Special positions are guaranteed at a 10% premium to standard advertising rates.

Display

	10x	6x	3x	1x
2 Page Spread	\$10,537	\$11,594	\$13,717	\$15,147
Full Page	\$5,855	\$6,441	\$7,620	\$8,415
Junior Page	\$4,660	\$5,128	\$6,045	\$6,660
1/2 Page (Vertical or Horizontal)	\$3,293	\$3,602	\$4,210	\$4,621
1/3 Page (Vertical or Horizontal)	\$2,647	\$2,836	\$3,295	\$3,546
1/4 Page (Square, Horizontal-1 or Horizontal-2)	\$1,922	\$2,072	\$2,380	\$2,587
1/6 Page	\$1,457	\$1,559	\$1,760	\$1,902
1/8 Page	\$1,234	\$1,306	\$1,457	\$1,559

Contact Your Sales Rep:



For franchisors:

Kevin Pietsch, known for his gift of gab, generosity and sincere dedication to his advertisers, helps franchisors craft the perfect campaign.

(612) 767-3206
kpietsch@franchisetimes.com



For finance & real estate:

Mary Jo Larson's clients are the heavy-hitters in finance, banking, private equity and real estate. She values long-term relationships to help clients reach their marketing objectives.

(612) 767-3208
mjlarson@franchisetimes.com



For service providers:

Lucas Wagner enjoys aiding his sophisticated clients in law, accounting, technology and other services. He works diligently to help marketers design the best plan for their business.

(612) 767-3225
lwagner@franchisetimes.com

Marketing Opportunities • Print

2 PAGE SPREAD
20" x 12.75"
Bleed: 20.50" x 13.25"
Live Area: 19.5" x 12.25"

FULL PAGE
10" x 12.75"
Bleed: 10.50" x 13.25"
Live Area: 9.5" x 12.25"

JUNIOR PAGE
7" x 9"

1/2 PAGE VERTICAL
4.625" x 12"

1/2 PAGE HORIZONTAL
9.375" x 6"

1/3 PAGE VERTICAL
4.625" x 8"

1/3 PAGE HORIZONTAL
9.375" x 4"

1/4 PAGE SQUARE
4.625" x 6"

1/4 PAGE HORIZONTAL #1
7" x 4"

1/4 PAGE HORIZONTAL #2
9.375" x 3"

1/6 PAGE
4.625" x 4"

1/8 PAGE
4.625" x 3"

See page 17 for Display Specs.



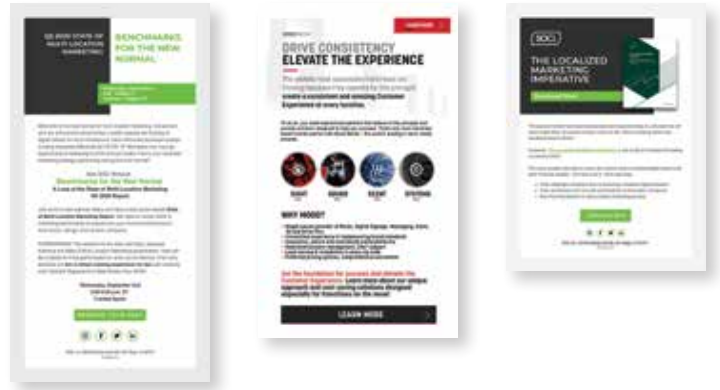
Dedicated E-Mails

Deliver your personally crafted message to Franchise Times readers

You provide your informative message via an HTML and we'll deliver it to our audience. Targeted advertising opportunities like this will get your marketing message to the most influential franchise operators!

- Average total recipients: 30,000
- Average open rates: 16%
- Average clicks per email: 120

Investment: \$4,500



E-Newsletters

Market your company to targeted inboxes with our content-rich e-newsletters



Through our weekly newsletters, readers learn about the latest development deals, M&A transactions, top franchise stories and more. Contact with readers in a newsy format is a win for advertisers.

Banner ads available for each issue.

- 10% click-thru rate
- 20% average open rate
- 30,000 subscribers

Positions	12X	6X	3X
Top ad:	\$700	\$800	\$900
Middle ad:	\$600	\$700	\$800
Bottom ad:	\$500	\$600	\$700

Size: 728 x 90

franchisetimes.com

Our online audience is educated, affluent and growing quickly:



- 86,000 average page views in a month
- 76,000 sessions in September 2020
- 0.07% banner ad click-thru rates
- 39,000 users in a month
- 5 minutes average time spent on article pages

Investment

50,000 impressions: \$65 CPM (Cost per thousand)

100,000 impressions: \$55 CPM (Cost per thousand)

200,000 impressions: \$45 CPM (Cost per thousand)

Size dimensions and web guidelines:

- 728 x 90, 300 x 600 and 300 x 250
- Please submit .jpeg, .gif or .png file no larger than 45k
- RGB color space only.

Sponsored Content:

This is an opportunity to tell a story, give advice or generally let our loyal audience know you are the authority in your field. Outline a case study, offer ground-breaking research and more to capture our reader's attention.

Your headline and provided content will appear in the middle of the first page of FranchiseTimes.com. Visitors will read your thought-provoking headline and article lead in, with an opportunity to click through to the entire article.

We post your story for one month, and then archive it for an entire year. Sponsored content is an excellent part of your overall marketing plan to be seen as the leader in your field.

Investment: \$2,500 per article posted

Retargeting:

Travel along with your target audience! With this digital ad campaign we help you pinpoint our franchise-focused visitors and convey your message to them after they leave our site, along with having an ad on our site. Here's how it works: Once a qualified visitor is on FranchiseTimes.com, we will attach a "cookie" to the qualified visitor's browser session, which will display your banner ad as the individual visits other sites. As the qualified user views other sites, the "cookie" activates your franchise-focused banner ads. Along with our Franchise Times site, we will help keep your company top-of-mind to our visitors.

Investment: \$25/CPM

Franchise Times Top 400

NEW! Our Top 400 searchable database is a useful research tool, with systemwide sales and unit stats on the 400 largest franchises plus the next “100 to watch” brands.

When prospective franchisees are looking for that next opportunity, make sure they know you are available!

The Franchise Times Top 400 is the only franchise ranking based on systemwide sales, and is the most visited page on FranchiseTimes.com. Since last October, the Top 400 page on FranchiseTimes.com has been accessed more than 100,000 times. We want to provide visitors with more information on your brand, so you can put your best foot forward.

Option 1: Franchisor Spotlight

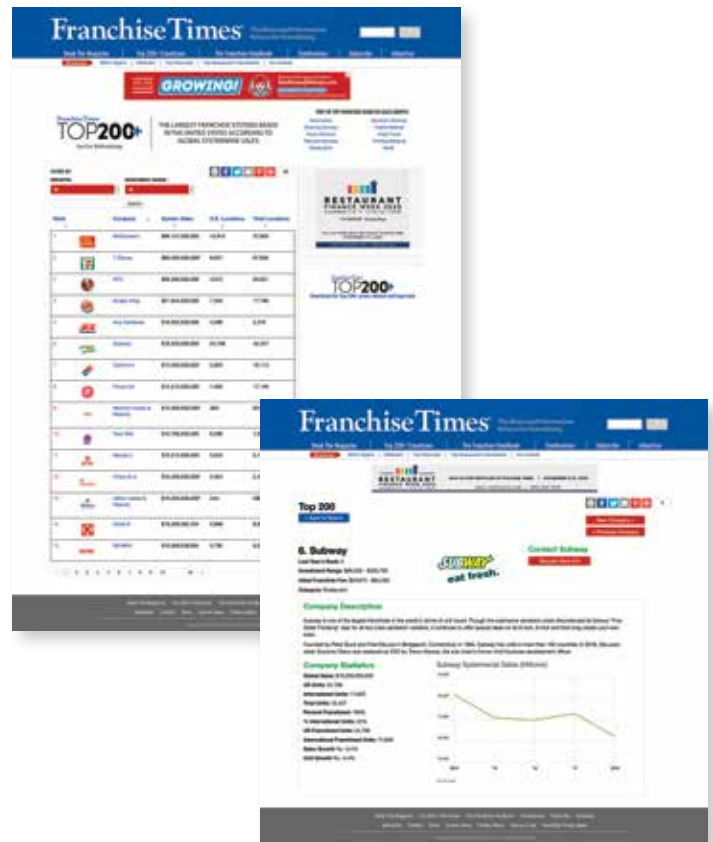
- All options include an Enhanced Listing: Company description, contact information, photos, link to video, franchise specifics, and more, within your online listing for one year
- Logo included as Franchisor Spotlight on the Top 400 landing page on FranchiseTimes.com.

All of the above with a full page ad in the October issue: \$6,990

All of the above with a half page in the October issue: \$4,990

Enhanced Listing only: \$2,195

For more information on pricing and other questions, contact **Kevin Pietsch** at **(612) 767-3206** or at **kpietsch@franchisetimes.com**.



Vendor Directory

Expose your business to the 40,000+ unique visitors to Franchise Times' website by having a listing in our Vendor Directory of the suppliers devoted to franchising.

- It offers technology solution providers, attorneys, and consultants an opportunity to grow their brand awareness.
- It's searchable online, helping franchise operators quickly find your products or services. Visitors will be able to view your company profile, click through to your website, or make direct contact with you
- Company listings include full company details, contact information and more.
- Direct to the decision makers in franchise businesses!

For more information on pricing and other questions, contact **Lucas Wagner** at **612-767-3225** or at **LWagner@FranchiseTimes.com**.



Finance & Real Estate Directory

FINANCE & REAL ESTATE

BREMER BANK

380 St. Peter Street, Ste. 500
St. Paul, MN 55102
Phone: (612) 964-1118
Contact: Joseph Chow
Email: jchow@bremer.com
Website: bremer.com

Company Description: Bremer Bank has roots in the places where we live and work that go back to 1793, and a history of making a world of difference in the lives of our customers that begins with our founder, Otto Bremer. Today, we're here to help you solve your toughest problems, seize your biggest opportunities, and achieve success on your terms, now and in the future. As a franchisee, you have access to dedicated specialists at Bremer who will partner with you to implement secure, scalable solutions to optimize your cash flow and daily operations. Let's see what we can do together.

BUSINESS FINANCE DEPOT

7029 Normal Lane
Mound Duro, FL 32757
Phone: (407) 702-5101
Toll Free: (800) 768-3834
Contact: Paul Bosley
Email: paul@businessfinancedepot.com
Website: www.businessfinancedepot.com

Company Description: Business Finance Depot (BFD) specializes in providing financing for new and existing franchisees. BFD provides all types of SBA loans with aggressive lenders ranging up to \$1MM. BFD also has equipment financing. Because the equipment used to operate any business up to \$1MM, BFD has affiliates for the BOPS program so call find a business, however it agrees a much profitable and alternative business financing using business loans and credit cards.

Bridge Funding Group, Inc.
AFCU Member

215 Schilling Circle, Suite 100
Hunt Valley, MD 21081-1182
Phone: (410) 771-0292
Toll Free: (800) 928-8137
Contact: Dan McKee
Email: dan@bridgebank.com
Website: www.bridgefundinggroup.com

Company Description: With competitive, fixed rates and one-on-one personalized service, Bridge Funding Group, Inc. (BFG) offers a full suite of products and services designed to meet the pressing needs of franchise owners nationwide. We have worked with franchise operators across the country to overcome operational and regional financing challenges, development of new locations, acquisitions of existing stores, reimagining, relocation of existing stores, equipment financing, and more.

Byline Bank
180 North LaSalle Street
Chicago, IL 60601
Phone: (262) 938-2728
Contact: Mary Maroney
Email: marymaroney@bylinebank.com
Website: bylinebank.com/franchisedirectory

Company Description: As a Top 4 SBA lender in the country, Byline Bank is an experienced franchise lender. Our "SBA Preferred Lender" status allows a streamlined, efficient process for a variety of franchise financing needs, such as:

- Debt consolidation and refinancing
- Acquisition financing
- Real estate and construction
- Equipment, remodel, equipment and inventory
- Working capital

Benefits of a Byline Bank SBA loan include:

- Longer terms
- Greater cash flow
- Lower equity requirements

The Franchise Times Finance & Real Estate Directory is the source franchise owners turn to for information on lenders, banks, financial advisors, REITs, sale/leaseback advisers and more to help them expand their business or sell locations. More than ever, franchise operators will want to know who is still working within the franchise sector.

Your listing will appear:

- Within the pages of the September issue of Franchise Times, in a special expanded finance section.
- In a separate publication, which will be mailed and emailed with Franchise Times' sister publication, the Restaurant Finance Monitor, in November.
- Online for a full year at FranchiseTimes.com.

For pricing and additional Finance & Real Estate Directory marketing opportunities, contact **Mary Jo Larson** at **612-767-3208** or at **MLarson@FranchiseTimes.com**.

White Papers & Webinars

Generate leads from our Franchise Times audience, while informing, too.



The White Paper:

Generate leads while establishing your company as a thought leader in your field. White papers are one of our most popular products and you get to achieve the trifecta of exposure, thought leadership and lead generation.

What's included:

- Your white paper is posted on the Franchise Times website for three months.
- We promote your white paper via email, social media and in Franchise Times magazine.
- You'll receive contact information for all those who download your white paper.

Investment: \$5,000

The Webinar:

Generate leads and position yourself as an expert in the franchise community by working with Franchise Times to help educate our readers on a specific topic. Our editorial staff will work closely with you to choose the most compelling topic for our audience.

What's included:

- We will provide the technology and platform to host the webinar.
- We will promote the webinar and handle all registrations.
- We will provide an editorial contact to moderate the event.
- You will receive contact information of those who register for the event.

Investment: \$6,000

About Our Writers

Our journalistic pros are telling the stories of franchising, with insight and analysis readers trust.



Mary Jo Larson edited the first issue of Franchise Times 20-plus years ago and sits at the helm as publisher. With one of the best networks in the franchising business, she forms deep relationships with clients who have become friends, and gains the trust of fascinating people ready to share their stories.

Random fact: Mary Jo loves travel and history and, left to her own devices, would spend days on end exploring the hallways of ancient European castles or dusty museums.



Laura Michaels, editor, whips copy into shape and has a knack for developing sources that are deep and engaged. Her special emphasis on international franchise development provides a behind-the-scenes look at franchisees operating U.S. brands on a global scale, and coverage of emerging franchises offers insight into upstart brands.

Random fact: An unabashed cat lady, Laura dreams of opening a cats-only hotel where felines rule and dogs drool. (Kidding, she loves dogs, too.)



Beth Ewen, senior editor, is an experienced business journalist who also spent 15 years as a business owner, giving her a unique perspective as she covers entrepreneurs in franchising. Well-versed in legal and public policy issues, Beth is quick to dissect a lawsuit or court ruling, and her M&A expertise yields fascinating content for FT's Dealmakers program.

Random fact: Beth is her own band. She plays the flute, piano, pipe organ, trombone and snare drum.



Nicholas Upton, restaurants editor, knows the ins and outs of the restaurant business like no one else. He can analyze an SEC filing, a bankruptcy case and a franchise disclosure document, too, while also adept at drawing out secrets to success from his many prominent sources.

Random fact: Nick thoroughly enjoys houseplants of all shapes and sizes.



Callie Evergreen, reporter, brings a fresh perspective to her stories and has a talent for capturing the many personalities of franchising. She can spot a trend and cut through the PR speak to understand its implications on the industry.

Random fact: Callie won a leather Baby Yoda made by "Project Runway" fashion designer Christopher Straub from an Instagram contest.



Tom Kaiser is editor of sister publication Food On Demand. He also brings his extensive knowledge of off-premises operations to Franchise Times, along with insight on trends in real estate and retail.

Random fact: They don't have kids, but Tom and his husband just bought a minivan to ferry their three dogs around. He also thinks Sinead O'Connor is under-appreciated.

2021 Editorial Calendar

Digital Only

Q1: What Franchisees Want

- **January:** Exploring top new franchises for 2021
- **February:** Finding the best “essential services” franchises and operating them effectively
- **March:** My franchise won’t listen—how franchisees can get a better seat at the table

January

- **Fast & Serious:** Exclusive Ranking of the Smartest-Growing Franchisors
- **Restaurant Investment & Financing Update:** Who’s Getting Capital
- The Pizza Resurgence

Ad Close: 12/1/20
Materials Due: 12/7/20

February

- Reimaging Quick-Service Restaurants
- Affordable Franchises Gaining Traction
- POS & Mobile Technology

Ad Close: 12/31/21
Materials Due: 1/7/21

March

- **EXCLUSIVE FT Zor Awards Names the Best Franchises in 10 Hot Sectors**
- **Franchise Financing:** The Keys to Growth in 2021
- Building a Profitable Delivery Program

Ad Close: 2/1/21
Materials Due: 2/4/21

Digital Only

Q2: Legal Developments & Implications

- **April:** Pandemic fallout in the courtroom
- **May:** What do Item 19 numbers mean in 2021?
- **June:** Workouts, bankruptcy, landlord relief and other tools to help operators in a jam

April

- **FT Dealmakers:** Best M&A Deals in Franchising
- **Kids, Family & Education Franchises:** What Millennial Parents Want
- **FT Legal Eagles:** Top Franchise Attorneys List
- **NEW** Top Franchise Attorneys Under 30

Ad Close: 3/3/21
Materials Due: 3/9/21

May

- Chain Restaurants Continue to Adapt
- Growth Franchises in Beauty & Wellness
- New Opportunities in Real Estate/ Site Selection

Ad Close: 4/1/21
Materials Due: 4/7/21

Digital Only

Q3: How I Did It

- **July:** Founder success stories
- **August:** Franchisee success stories
- **September:** Where to find help: Mentors, advisers and service providers who make a difference

June/July

- Top-Performing Sandwich Franchises
- Retail Franchises Pivot to Ecommerce
- Strategies for Marketing to Consumers

Ad Close: 5/3/21
Materials Due: 5/7/21

August

- **Restaurant 200:** Exclusive Ranking of the Largest U.S. Restaurant Franchisees
- Franchisees Look Beyond Legacy Brands for Growth
- Why Chicken Concepts Are King
- New Developments in Medical & Healthcare Franchises

Ad Close: 7/2/21

Materials Due: 7/8/21

September

- Top Chefs Leading Concept & Menu Innovation
- **Beverage of Choice:** Franchises That Quench Your Thirst
- Special Finance Issue with Finance & Real Estate Directory

Ad Close: 8/3/21

Materials Due: 8/9/21

Digital Only

Q4: Inside Franchisor Performance

- **October:** Franchise Times Top 200+ deep dive
- **November:** Examining private equity's impact
- **December:** New c-level officers and how they changed their brands in 2021

October

- **EXCLUSIVE Franchise Times Top 200+:** Ranking the 500 Largest Franchise Systems by Worldwide Sales
- Restaurant Finance & Development Conference Preview

Ad Close: 9/2/21

Materials Due: 9/8/21

November/December

- **Fast-Casual Restaurants:** Leading Brands in Health & Wellness
- How Senior Services Franchises Are Preparing for the Silver Tsunami
- **Real Estate Outlook:** Where to Find Value in 2022

Ad Close: 10/1/21

Materials Due: 10/6/21

In Every Issue

Popular columns

- **NEW Behind the Sales** brings you insight and advice from top franchise sales professionals
- **The Human Element** discusses HR and training issues with an emphasis on useful solutions
- **The Upstart** shows how to build a better franchise system, discussing a new key topic each month with commentary from emerging brand leaders and franchise experts
- **Multi-Unit Mindset** tells you what makes large operators tick
- **Executive Ladder** announces promotions and appointments
- In **FT Undercover**, our edit staffers check out three franchise brands and report back
- **Continental Franchise Review®** digs deep into hard-hitting legal and public policy cases
- **World View** reports the latest regulatory landscape in international franchising

- **Development Savvy** describes smart ways to market and grow your franchise
- **The Pipeline** discusses notable development deals and the operators executing them
- **Grab Bag** shows a unique side of franchising execs
- **The Wire** reports new multi-unit development deals

The Upstart Calendar

- **January:** Getting the model right
- **February:** Attracting capital
- **March:** Accelerate franchise sales
- **April:** Site selection/real estate
- **May:** Navigating legal matters
- **June/July:** Building field support
- **August:** Human resources
- **September:** Franchisor-franchisee relationship
- **October:** Effective marketing
- **Nov/Dec:** Protecting the brand

Exclusive Projects

Want to get in front of the most eyeballs? Six signature projects draw extra readership, which is a perfect place for your ad to be seen:

January



Ranking of the smartest-growing franchise systems in the United States, as determined by our 10-point proprietary formula and derived from our Franchise Times Top 200+ database. Sponsors of this will align themselves with these fast growers who are on the upward track.

Sponsorship: \$5,000

March



We select the best franchises in 10 hot industries based on profitability and online voting. Let the world know you work with world-class brands.

Sponsorship: Starting at \$6,000

April



Annual list of the top attorneys in franchising. If you are an attorney, tell franchise executives you are best in class.

**Advertising packages:
Contact Lucas Wagner at
lwagner@franchisetimes.com**

April



Franchise Times reports on the biggest M&A transactions and the dealmakers making it all happen. We publish content in our magazine and monthly e-newsletters, host webinars, and celebrate by choosing the best deals of 2020. (Yes, M&A did happen in 2020!)

Email or call your ad representative for sponsorship information.

August



Franchise Times'
Restaurant 200

Our exclusive ranking of the nation's largest restaurant franchisees with the brands they operate. Spread the word about your services to sophisticated operators in this editorial package.

Sponsorship: \$11,000

October

FranchiseTimes
TOP200+

The biggest ranking of the year: 500 franchise systems ranked according to worldwide sales and units, with deep industry sector analysis. This is the one-stop shop for all the facts about the biggest franchise brands, which is also a new searchable database at www.franchisetimes.com. Your message in this editorial package will be revisited again and again by the biggest names in franchising, in print and online.

Sponsorship: \$10,000

Insert Options

Polybagging your insert

for the entire subscription base \$9,500

For half the subscription base

or specific geographical area \$7,200

For one-fourth of the subscription base

or smaller geographical area \$4,100

- Includes bagging production cost and postage up to 3 oz.
- Almost any flat piece and many other options (contact us in advance of mailing to ensure compatibility).
- Pieces must be at mail house by materials deadline.

Tip-in \$7,900

- Includes insertion cost and postage up to 3 oz.
- Almost any flat piece of literature (contact sales rep for close dates to ensure compatibility).
- Pieces must be at mail house by materials deadline.
- Preferred position not available.

Stitch-in options

Subscription card (4-color) See rate card on pg 8

- A 8.5" x 8.5" full-color card, include 0.25" bleed.
- Opposite panel from the subscription card.
- Includes all print, postage and bindery costs.
- Materials are due on the first of the month preceding the issue.

Advertising on stitch-in cards

(supplied by advertiser) \$6,500

- Must be light card stock.
- Minimum size is 5" x 3" (width x height) plus minimum 3" flap.
- Largest size is 10" x 12.75" (width x height) plus minimum 3" flap and 0.1875" extra on 3 sides.
- Pieces must be at mail house by materials deadline.

Show-only distribution issues**

Belly band \$3,200

- A 22" x 4" (width x height) full-color band around the issues, distributed only at specified shows (add 0.125" to all sides for full bleed).
- Set-up, printing, application and distribution included.
- Contact sales rep for availability as opportunities are limited to first come, first served.

Cover card—Show distribution \$3,100

- A 4.25" x 5.50" full-color card.
- Set-up, printing, application and distribution included.
- Contact sales rep for availability as opportunities are limited to first come, first served.

Inserts for show distribution \$1,000

- Up to 8.5" x 11"
- Does not include printing or set-up. Pieces are supplied by customer.
- Most literature pieces can be used. Contact sales rep for verification.
- Material must be sent to Franchise Times no less than 3 weeks prior to event.

** See editorial calendar on page 6 for distribution at specific shows.

Conferences

Franchise Times® ◀ PRIME TIME ▶

Each month, franchisors present their investment case to potential franchisees, investors and the lending community.

Executives of the franchise brands present their outlook, expansion plans and explain their unit economics and business case. It gives potential franchisees and investors an inside look at growing franchise companies.

Here is what you get when you present your brand:

- 30-minute presentation (includes Q&A time).
- Present your investment case
- Present your franchise growth story to potential multi-unit franchisees
- Elevate your brand in the eyes of the franchise lending community

You'll be introduced by a **Franchise Times editor**, who will help moderate the event and facilitate Q&A.

Franchise Times will use our **30,000+ contact lists to promote** your company and your presentation for Prime Time.

Franchise Times and our **production team** will film your presentation.

Your presentation will be **featured on our monthly Prime Time web page** and linked to your company website.

Lead generation: Franchise Times will be tracking the audience and presenting you with the data including names and contact information along with other valuable details such as their liquid assets, how much they are looking to invest and how soon they are ready to invest.

With Franchise Times involvement it will be professional and we make it easy for you.

Investment: \$2,500



Deliver your message to 3,000 restaurant and finance dealmakers:

RESTAURANT FINANCE MONITOR'S RESTAURANT FINANCE & DEVELOPMENT CONFERENCE

The **Restaurant Finance & Development Conference** is known as the premier restaurant industry deal-making event, each year drawing sold-out crowds who come to get business done. Now in its 31st year, the conference brings together financiers, bankers, real estate experts and more with franchisors, multi-unit restaurant owners and executives. For companies wishing to reach growing restaurant businesses, this is a must-sponsor event.

November 8-10, 2021
Bellagio, Las Vegas
Call or e-mail your sales rep.



Display Specs

To ensure your ad looks the way you expect, please follow the guidelines below.

If you have any questions, please contact **Jenny Raines** at (612) 767-3218 or jraines@franchisetimes.com.

PDF/X-1a Guidelines

We require PDF/X-1a:2001 files for all ad materials.

Acrobat 8/9 (PDF 1.7) compatibility is highly recommended, especially if you're exporting from Adobe Illustrator.

Do not include printer's marks (registration marks, crop marks, trim marks, etc...) or include ad agency details in your file.

Graphics

All graphic elements (images, backgrounds, logos, etc...) should have an effective resolution of 300 DPI or higher.

Any graphic elements scaled more than 120% should be resized in Photoshop or similar application.

Vector graphics are recommended for all logos.

Fonts

6-point type is the minimum size for text; anything smaller is unreadable and will likely fill in on press.

All fonts should be embedded or converted to outlines.

CMYK Color

Franchise Times uses four color process printing, so your ad and all graphic elements (photos, backgrounds, logos, etc..) must be CMYK or grayscale color space.

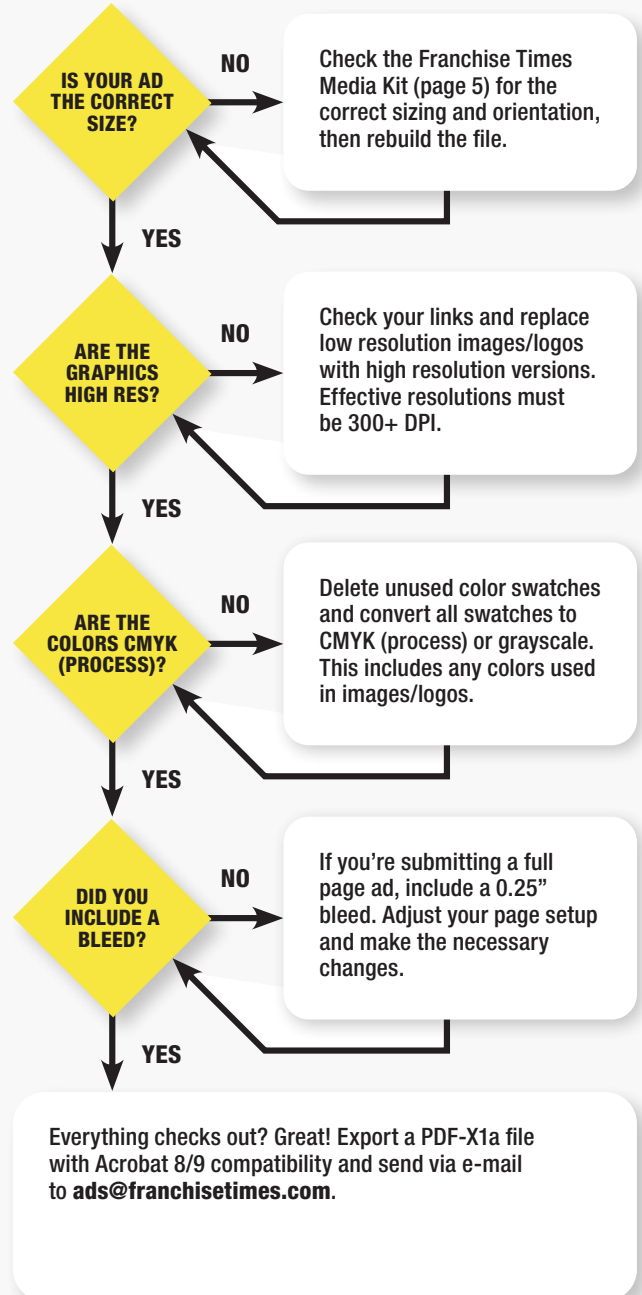
We recommend setting large areas of black to a "rich" black (C:50 M:50 Y:50 K:100). This helps eliminate any fading or ghosting on press.

Where to submit

Ad materials smaller than 10MB can be submitted to this e-mail address: ads@franchisetimes.com

Anything larger should be shared via Google Drive, Dropbox, OneDrive, etc...

Stress-free Submission



Policies & Staff

General information

Franchise Times is published 10 times per year: January, February, March, April, May, June/July, August, September, October and November/December. Franchise Times is a trade magazine (10" x 12.75") printed on heat-set, four-unit, web-offset presses and saddle stitched. Franchise Times also offers supplements that accept advertising: The Franchise Handbook and the Franchise Finance & Real Estate Directory.

Discounts

The discounts on the rate card are for frequency insertions. Insertions must be completed in consecutive issues to qualify for a discount.

Terms & conditions

Invoices are due and payable in full upon receipt. Publisher looks to the advertising agency placing the insertion order for payment, but Publisher reserves the right to hold the advertising agency and the advertiser jointly and separately liable for payment, and the agency agrees on its own behalf and on behalf of the advertiser to this responsibility. Interest shall accrue at the rate of 1.5 percent per month, or the highest rate permitted by law if lower, on all unpaid charges. In the event of nonpayment, Publisher may recover all costs of collection, including reasonable attorneys' fees. Advertiser/agency agrees that Publisher may bring collection action in federal or state court in Minnesota, and consents to the jurisdiction of any such court. Publisher warrants that the work shall be in accordance with accepted industry standards. Publisher makes no other warranty, express or implied. Publisher's liability shall be limited to the total amount payable to Publisher under this agreement. In no event shall Publisher be liable for special, incidental, indirect or consequential damages, including lost profits. This agreement is the entire agreement between the parties on this subject matter and can only be amended in writing, signed by both parties.

Cancellations

No cancellations can be accepted after an issue closing date. When canceling their advertisement, clients who do not fulfill their discounted multiple insertion as agreed must pay the difference between the full price and the discounted price.

Entire contents copyright ©2020

Staff Contacts

Mary Jo Larson, Publisher/Vice President
mlarson@franchisetimes.com

Laura Michaels, Editor
lmichaels@franchisetimes.com

Beth Ewen, Senior Editor
bewen@franchisetimes.com

Tom Kaiser, Senior Editor
tkaiser@franchisetimes.com

Nicholas Upton, Restaurants Editor
nupton@franchisetimes.com

Callie Evergreen, Reporter
cevergreen@franchisetimes.com

Kevin Pietsch, National Sales Director
kpietsch@franchisetimes.com

Lucas Wagner, National Sales Manager
lwagner@franchisetimes.com

Adam Griepentrog, Web Marketing
adamg@franchisetimes.com

Jenny Raines, Sales Assistant/Webmaster
jraines@franchisetimes.com

Joe Veen, Senior Graphic Designer
ads@franchisetimes.com

Abbi Nawrocki, Production Manager
abbi@franchisetimes.com

To Contact Franchise Times:

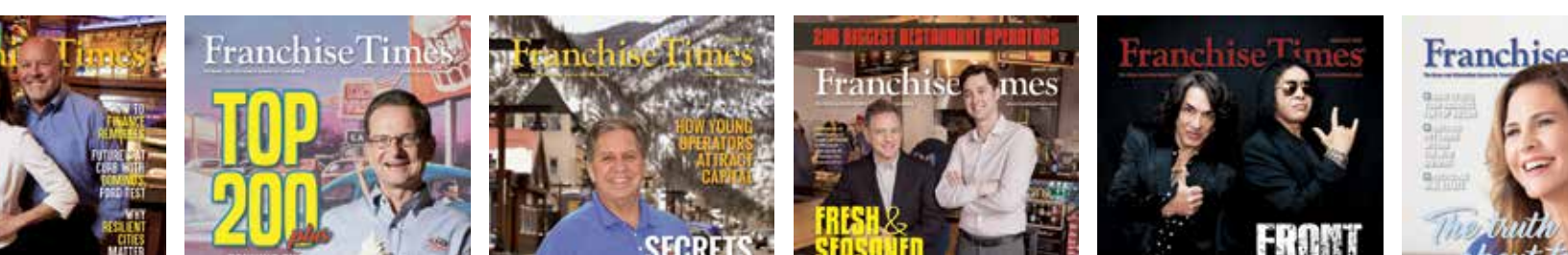
Franchise Times Corp.
2808 Anthony Lane South
Minneapolis, Minnesota 55418
Phone: (612) 767-3200
Fax: (612) 767-3230



A YEAR'S WORTH OF OPPORTUNITIES

TELL YOUR STORY IN FRANCHISE TIMES

To advertise or subscribe, visit www.franchisetimes.com





WE WORK HARD FOR OUR WORLD-CLASS ADVERTISERS

AND THEIR COMPLIMENTS ARE EASY ON THE EYES



“ We do business with smart franchisees. Smart franchisees read Franchise Times. Advertising in the publication is an easy way to keep our name and message in front of them on a regular basis.”

— Sharon Soltero,
Pacific Premier Franchise Capital

“ Access to the Franchise Times franchisor and franchisee audience is the perfect opportunity to get great exposure for our brand. Franchise Times’ lead generation programs offer a great opportunity to both showcase our brand and develop relationships from the Franchise Times audience.”

— Intuit

“ When we decided to take it to the next level a few years ago, we partnered with FT in both advertising and sponsorships in their Conferences. This has proved to be successful as we have grown our franchise lending group significantly.”

— Charles Yorke,
Paragon Small Business Capital Group