

elitefranchise

100

TOP FRANCHISES

CANADA

2025



# ELITE FRANCHISE 100 CANADA - 2025 ENTRANT CRITERIA

The criteria on the following pages should provide you with everything you need to enter the Elite Franchise Canada 100 - 2025.

Please carefully read all of the supplied information and compose your answer accordingly, which will be marked out of ten by the judges.

Good luck!

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### 1 LONGEVITY

This should detail the age of the franchise and its longevity in the marketplace. So we need the year your first franchisee came on board.

### 2 FINANCIAL PERFORMANCE

What we need here is the network's most recent annual revenue and profit for the last three financial years 2024, 2023 and 2022 or your most recent EOY figures. Providing this financial information is not mandatory. However, it may help guide the judges in their decision-making process and encourage a more informed evaluation of your entry. Feel free to use additional information at the end of the application form for any explanations.

### 3 NETWORK SIZE

We want to know the number of franchisees your network currently has. This will only take into account the total number of franchisees within the network itself open and not the total number of outlets or branches within the business. The franchisee number should also be reflective of those in Canada specifically rather than overseas.

### 4 GROWTH

This will determine the franchise's year-on-year growth both in terms of turnover and franchise network size. These figures will be a combination of what has been received in previous criteria in terms of financial performance and the size of the network.

#### For the following, more detail will need to be provided:

The word limit for each answer box is 350 words, with the exception of 'Contribution' where the word limit is 850 words. This is to ensure a fair and consistent way of judging as all answers will be of a similar length and format. For clarity, we have included an example to guide you on things to include.

If you feel there is any additional information you need to include, please add in additional comments box at the bottom of the form.

### 5 CONTRIBUTION (850 words)

This will observe the contributions your franchise makes to the community, inclusive of local and national initiatives and within the sector as a

whole. More than just membership of the CFA/IFA or creating jobs, we're looking for signs that franchises are going above and beyond to make contributions to society overall. An entry that secures a full ten points will be engaged in multiple, well thought-out initiatives in each area, whether that be mentoring and supporting local businesses, mentoring of less experienced franchise brands and championing the interests of the industry or giving back to society through charity fundraisers and outreach.

**Example:** Detail if your franchise has a membership with the CFA/IFA. Perhaps you sit on the board? Explain how active the business is in organizations that helps the franchising industry overall. If you're supporting several charities, we want to know about them. List how the franchise actively organizes and contributes to local business communities, show how it supports things like local jobseekers and mentoring schemes, aids students and backs things like local sport teams and events.

*850 words maximum – bullet point structure advised.*

### 6 SUPPORT (350 words per answer/box)

This should cover the comprehensive and ongoing training and support franchises provide to those in their network. Entrants will need to provide significant detail of how they supply support before a prospect has signed on the dotted line, as well as the comprehensive initial training, ongoing tutorials and long-term mentoring on offer. There should be meaningful development for franchisees whose businesses are well-established and who are in the later stages of their franchising journeys and additional support mechanisms such as marketing, sales and HR support.

**Example:** How much access is there to existing members of the network when prospective franchisees are doing their due diligence? Entrants must discuss the support they provide in terms of helping would-be franchisees understand what's required from a financial perspective. What does the training consist of specifically? Tell us whether this is through webinars, calls, face-to-face meetings or otherwise. When franchisees are officially on board, do you support them with branding and marketing, location-finding, signage? Are mentors provided in the form of head office staff or buddies within other franchisees?



Once they're up and running, do they receive support from a HR perspective to ensure they're up to speed on all things employee care and recruitment? How do they know what's required in terms of sales and client management? Are social media strategies and management techniques offered?

All of these elements are what need to be discussed. *350 words per answer/box maximum – bullet point structure advised.*

### 7 INNOVATION (350 words per answer/box)

How a franchise is making the most of new technologies, developing new products or services and what it does that sets it apart from other brands on the market. Not only should a franchise that scores ten points meaningfully engage in technology and provide solutions that allow its franchisees to work more efficiently and flexibly but it should also look to be constantly developing its products, services and processes to ensure it remains at the top of its game. How is the franchise encouraging CSR/ESG within the business model? What changes have been implemented this year? What new initiatives are being developed/implemented to increase diversity within your existing/growing team?

A true winner in this category will also have processes in place to utilize the innovations of its franchisees and reward and recognize their commitment to developing the future of the brand.

**Example:** What sets your franchise apart from others on the market? There are two key categories to consider here. How is technology being used to add or improve your services. So if you're a healthcare franchise, how is tech being used to enhance the service received by clients? Maybe you're a tutoring franchise that's embraced online learning. Are CRM systems at play to support clients or are you harnessing online forums where communications can take place between franchisees? For idea generation, how do you make sure you're moving with the times with CSR and diversity and not standing still? Do you receive suggestions from franchisees about technologies that can boost the company performance or are there internal processes to ensure that the head office teams regularly brainstorm and research?

*350 words per answer maximum – bullet point structure advised.*

### 8 FUTURE (350 words per answer)

The franchises with the most ambitious plans for the future have the chance to shine here. Not only will a top-scoring franchise have ambitious growth targets nationally and ideally internationally but should also identify a range of potential new opportunities they're looking to explore, with clear thought to how this will help grow their brand and boost the potential of their networks. It's important to be realistic and be able to demonstrate how this growth will happen.

**Example:** Drawing upon previous and existing company performance from the past three years, we want to know where you see the franchise in the next five years? Will this be from a rebrand? Perhaps overseas opportunities will lead the way to your growth ambitions? If you're a mobile franchise, will you open in local centres to expand your reach? Is there a major marketing drive that you plan on embarking on? Will it be through a new range of products? Give us as much detail as possible to let us know how you will achieve your future goals using tangible evidence. *350 words per answer maximum – bullet point structure advised.*

#### Additional Information

In order to support your entry as best as possible, please do include any additional information you feel will help to strengthen your entry. Feel free to include one link to a video of your choice if you feel it will support your application. We're happy to hear from one of your franchisees. This is located at the bottom of the application and should be a maximum of 350 words.

### 9 PEOPLES CHOICE AWARD (100 words per answer/box)

A new addition this year, The People's Choice Award holds a special place in the EF100 as it is judged by the most important panel of all – the general public. This accolade celebrates the brand that resonates most deeply with the community, embodying the spirit of the people it serves. To earn this prestigious honour, the nominated brand will showcase a compelling array of reasons why they deserve the title. Their case will highlight their support, their community engagement and their dedication to nurturing a positive culture. This section will ask for 4 reasons why you should be nominated covering, contribution, support, innovation and future. We recommend summarizing your key points from the 4 key sections in the main application form for this section.