

# UGA STARTUPS EVENT, Franchising Seminar

## Time to Build your Own Corporate Ladder?

Join us on March 4th as Chris Hanks, Director of the Terry College of Business Entrepreneurship Program, leads a panel of experts who will share their experiences on what it takes to start or buy and run a business for yourself.

What are the differences between a Franchise and Main Street Business? Which is better for me? What are the "Big" small business trends now? What types of businesses should I stay away from? How do I find financing for my business? How do I complete a due diligence on a Franchise Concept? What do I look for if I am buying an existing business? What are some of the biggest mistakes people make when going into business for themselves?

**This is a Q&A seminar, so bring your questions!**



Please join us on March 4th from 6:00 pm to 8:30 pm at the **Terry College of Business in Atlanta.**

To register for this seminar, please click the link below or copy and paste the link into your browser.

**Note:** You do NOT need to be alumni or affiliated with UGA to attend this seminar. Admission is open to all interested parties!

**EVENT ADDRESS:** [3475 Lenox Road, Atlanta GA 30326](#)

**EVENT REGISTRATION:** [hanks@terry.uga.edu](mailto:hanks@terry.uga.edu)

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## **Jim Raubolt, Principal** [Clear Choice Franchising](#)

Jim has over 25 years in organization and entrepreneurial initiatives. He has been involved with startups since the 1980s as Owner of a Master Franchise that spanned most of the SE USA. Jim has held leadership roles in the Telecom, Automotive, and Healthcare industries and, in his role with Clear Choice, helps people launch their own companies.

## **Tom Gustoff, Owner** [Massage Heights](#)

Tom founded Ascension Recovery, an automotive repossession agency, in 2001 and built it to the largest agency of its kind in Alabama before selling to Renovo Services. He currently owns the Master development rights for Massage Heights, a nationally recognized franchise concept with 54 new locations since 2007.

## **Lucien Kimball, Owner** [Jimco Stone Center](#)

Lucien, a life-long entrepreneur, graduated from Auburn with a degree in Building Science. After purchasing his first company in 1983, he built the business to a multi-unit operation with revenues of \$7m+ before selling. He is a multi-unit dealer/owner with ACE Hardware; his most recent acquisition (Jimco) is a wholesale supply company based in Marietta GA.

## **Doreen Morgan, M&AMI** [Walden Businesses, Inc.](#)

One of only 75 people in the country with the M&A Master Intermediary designation, Doreen represents owners and sellers, from Mainstreet level to lower Middle Market, and specializes in franchise exit strategy and divestitures. Prior to her general brokerage practice, she represented the corporate sell side for a Franchise Company with a portfolio of QSR concepts.