



Today's Headline

["Franchised businesses have been leading in job creation, and we've been holding out the welcome mat to aspiring new entrepreneurs."](#)

-Jon Toy, franchisee of FASTSIGNS International

This FANmail is brought to you by: Jon Toy

President Trump Signs Healthcare Executive Order on Association Health Plans



Members of the International Franchise Association Board of Directors, including IFA Chair Shelly Sun (far right) witnessed firsthand, President Donald Trump's Oct. 12 signing of an executive order on Association Health Plans (AHPs)

Last week, President Trump signed an executive order to provide greater access and more affordable healthcare options for millions of Americans. Joined by IFA Chair and Founder and CEO of BrightStar Care, Shelly Sun, and other franchise leaders including Catherine Monson, CEO of FASTSIGNS, David Barr, Chairman of PMTD Restaurants, Gordon Logan, Founder and CEO of

Sport Clips, Al Rodriguez, Sport Clips franchisee, Mitch Cohen, Jersey Mike's franchisee, Tom Baber, Money Mailer and IHOP franchisee, Howard James, FASTSIGNS franchisee, and Reem Aloul, BrightStar Care franchisee, President Trump detailed a plan that would increase options for employees through Association Health Plans (AHPs), a significant healthcare change that would provide small business owners greater ability to offer employer-funded medical coverage.

"President Trump's move to improve association health plans is a step toward ensuring a competitive market that would demand flexibility and affordability for small business owners." - Robert Cresanti, President & CEO, International Franchise Association

You can read IFA's full statement on the executive order [here](#).



IFA Members preparing to enter the White House

"Being able to collaborate, negotiate and work together with a group of small businesses across the country to be able to afford that, is an amazing idea. There is a critical need for this in the small business community" - Reem Aloul, Franchise Owner, BrightStar Care

Following the executive order, Sen. Rand Paul (R-KY) held a [press conference](#) on the positive benefits that come with the implementation of AHPs. At Senator Rand Paul's press conference, IFA Chair, Shelly Sun and BrightStar Care franchise owner, Reem Aloul discussed the benefits of AHPs for franchise businesses and the millions of workers within the model. "As a franchisor, every day we are trying to help improve the possibility for our franchisees to cut costs by having better negotiating power with health insurers," said Shelly Sun. IFA is committed to working together with the Administration and Congressional leaders to provide better healthcare options for franchise businesses and their employees.



Sen. Rand Paul (R-KY) held a press conference on October 12 to discuss the benefits of Association Health Plans (AHPs) with IFA Chair Shelly Sun, CFE, and BrightStar Care Franchisee, Reem Aloul.

FASTSIGNS International CEO Catherine Monson, discussed AHPs and the impact on small businesses in two interviews with *Fox Business Network*. During her first appearance on [Mornings with Maria](#), Monson described the unaffordable premiums and limited access of current healthcare plans. Later, while being featured on [Varney & Co.](#), Monson discussed the impacts the Affordable Care Act has had on franchise owners who want to grow by hiring more employees, but were unable due to higher costs associated with health insurance.

The *Mornings with Maria* interview can be seen below:



FASTSIGNS International CEO Catherine Monson, CFE, discusses the impact of President Trump's Executive Order on AHPs for franchise businesses.

Read more about IFA's involvement with AHP efforts [here](#).

Rep. Phil Roe Visits Quality Suites in Morristown, TN

On Wednesday, October 18, Congressman [Phil Roe](#) (R-TN) met with local hoteliers at the Quality Suites in Morristown, TN to discuss tax reform, joint employer, and the need for a rollback of harmful regulations. The visit was an opportunity for Dr. Roe to get a behind the scenes look at the hospitality sector within franchising and understand how critical issues like joint employer cross into many forms of business operation.



Rep. Phil Roe (fourth from left) with Shailesh Shah (fifth from left), owner of Quality Suites in Morristown, TN, and local franchise owners

Philly Pretzel Factory Franchisee Supports New Tax Plan

U.S. Army veteran, and Philly Pretzel Factory franchise owner, Herv Breault penned an op-ed on the need for tax reform and his concerns over the high corporate tax rates that create hurdles for his business to thrive. Similarly, the complex tax code makes it harder to give back to the community and hire local job seekers. The new tax agenda aims to provide a solution to franchise owners like Breault, by reducing significant tax rates on their business.

Read the full op-ed [here](#).



Herv Breault, franchisee of Philly Pretzel Factory

FASTSIGNS Franchise Owner Urges Tax Relief

Last week, Jon Toy, franchise owner of FASTSIGNS in York, PA, voiced his opinion on tax reform in the *York Daily Record*. The op-ed came after Jon attended a tax reform event in Harrisburg, PA where President Trump delivered his Administration's action plan to overhaul the outdated code. Toy discusses his increased optimism as a small business owner, and how the reduced tax cuts would benefit franchise businesses.



Read the full op-ed [here](#).

*Jon Toy, franchisee of
FASTSIGNS*

Creative Colors International President Pushes for Tax Reform

Mark Bollman, President of Creative Colors International in Mokena, IL, submitted a letter to the editor in the *Mokena Messenger*, on the need for tax reform to help small businesses thrive. Bollman discusses how the franchise business model helps drive the economy in Illinois, supporting nearly 320,000 jobs across the state.

Read the letter [here](#).



In the News

ICYMI:

[Expansion of the Joint Employer Doctrine Fails to Strike the Right Balance](#), Progressive Policy Institute

[Joint Employer Deception from Democrats](#), Competitive Enterprise Institute

[Labor Secretary Asked to Rewrite Joint Employment Rule](#), Bloomberg

[Labor market is thriving far better under Trump than under Obama](#), The Hill

[Trump Executive Order on Health Insurance Aimed Directly at Small Business](#), Small Business Trends

[How Congress can help your favorite local restaurants](#), San Diego Tribune

[Joint employer standard stifles entrepreneurship](#), Florida Politics

Featured FAN - Jon Toy

Jon Toy knows how to get things done. You won't ever hear him say "there isn't enough time." He owns a 7 figure FASTSIGNS franchise that he has grown over the past 13 years, he also coaches small business owners through one on one and group coaching meetings locally, he serves as a deacon at his church, is an entertaining speaker, and the author of two books. His most recent book *Geared For Growth* takes you on a journey through the eyes of a

small business owner looking to grow. Jon's unique 5 Gears System helps you turn your business into one that can run with or without you and lets you focus on what you like to do! When not growing his businesses he is always with his family. He's worn out by a toddler, a dancer and a sports nut - and always home for dinner and bed time!



Jon Toy, franchisee of FASTSIGNS

Franchising Facts - Did You Know?

Albert Singer is widely considered the father of modern-day franchise model, particularly in the United States. Singer is credited with being the first to develop a franchise contract in the mid-1800s in order to help him distribute his sewing machines across the country.

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