



This FANmail is brought to you by: Amir Essani

*"It's my hope that some day these children remember their experience and choose to pay it forward. We have to help each other."*

-- Amir Essani, Owner of Pearle Vision in Schaumburg, Ill.

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## **IFA to Release 2018 Franchise Economic Forecast at the Washington Post State of the Union Preview - Tune In!**

IFA will release the 2018 Franchise Business Outlook report on Monday, January 29 at 2:30 PM EST, in conjunction with a high-profile event at The Washington Post ahead of Tuesday's State of the Union address in Washington, DC. The report signals continued steady growth among franchise businesses through 2018, outpacing non-franchise business growth.

IFA Executive Committee member and CEO of FASTSIGNS International, Catherine Monson, will make opening remarks in front of the more than 400 attendees including elected officials, policymakers, thought-leaders and the media at The State of the Union Summit.

A link to the event landing page and video live stream can be found [here](#).

## **Are You a Franchise Influencer?**

To capture the existing relationships and political capital within the Franchise Action Network, we are excited to deploy the [IFA Political Influencer Index](#). The goal of the index is to understand your network of relationships with elected officials and to help drive our policy priorities in the future. The questions focus on your involvement in the political process and knowledge of critical issues. Your help here will allow IFA to discover key relationships we can help build and your willingness to participate in our critical advocacy efforts moving forward.

The survey will only take 5-10 minutes and your participation will help FAN's impact and reach on important legislative campaigns.

[Take the Survey!](#)

## **Tax Reform is Here: Pledge to Reinvest and Grow your Business**

Congress recently passed a historic tax overhaul, lowering the corporate, pass-through, and individual tax rates. To demonstrate the positive impacts of the tax reform bill, IFA

and the Franchise Action Network are compiling names of franchise brands and individual owners around the country who have pledged to reinvest and grow their businesses because of the beneficial changes to the tax code.

Sign our pledge to signal your intention to utilize the sweeping changes to the tax code and reinvest in America's economic future!

Sign The Pledge

Text "**TAXES**" to 52886 to pledge to invest in our employees, businesses and local communities after the *Tax Cuts and Jobs Act!*

## IFA Franchise Action Network Tampa Event Recap

The Franchise Action Network held a program in Tampa, FL today to help franchisees and franchisor executives navigate and understand the regulatory climate from Washington, D.C. down to Tallahassee. The event featured speakers including Tra Williams, FAN Florida Co-Captain, Joe Kefauver, Managing Partner at Align Public Affairs, Justin Klein, a leading franchise attorney from Marks & Klein, and Tam Kennedy, Franchisee Forum Vice-Chair. The educational program covered a wide range of topics including joint employer, overtime, and data security, as well as the many reasons and ways to get involved in FAN's advocacy efforts.



## IFA Chair and BrightStar Care Founder & CEO Praises Small Business Health Plans

IFA Chair and Founder and CEO of BrightStar Care, Shelly Sun, CFE, penned an op-ed in *The Hill* supporting small business health plans, which aim to give more comprehensive benefits, support and lower healthcare costs by leveling the current playing field for small businesses and their employees.

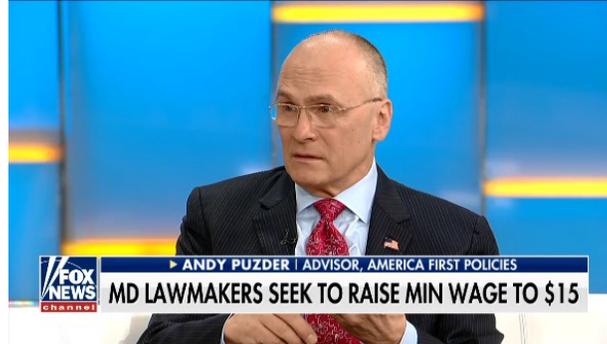
Read the full op-ed [here](#).



## Former CEO of CKE Restaurant Group Talks Minimum Wage and Tax Reform

Former CEO of CKE Restaurant Group, Andy Puzder, discussed the impact of rising minimum wages on entry-level jobs in an exclusive interview with Fox and Friends.

Watch this exclusive interview [here](#).



## IFA Recognizes Rep. Henry Cuellar (D-TX) with Franchise Small Business Award



Representatives from IFA and several franchise brands recognized Rep. Henry Cuellar (D-TX) last week for his support in protecting the franchise business model.

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### In the News

[These small businesses are psyched for Trump's new health plans](#), *CNN Money*

[Give Your Workers a Tax-Cut Bonus](#), *Wall Street Journal*

[Health-Care Employers Lack Clarity on Joint Employee Issues](#), *Bloomberg Government*

[The Tax Break That Doctors and Plumbers Both Will Miss](#), *Wall Street Journal*

[Labor Board Looks to Settle McDonald's Joint Employer Case](#), *Bloomberg BNA*

[The Trump Administration has sided with the 'little guy'](#), *The Hill*

### Tweets of the Week:

[Former CEO of CKE Restaurants @AndyPuzder discusses the benefits of the new tax code for employees @WSJ](#)

[.NLRBGC Peter Robb asks the administrative law judge to hold McDonald's joint employer case @BloombergBNA](#)

[Former CEO of CKE restaurants @AndyPuzder discusses tax reform and the negative impact of a higher minimum wage in an exclusive interview with @foxandfriends @foxnews.](#)

[IFA Chair @ShellyASun discusses the franchising success of @brightstarcare in an exclusive interview with @Forbes.](#)

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### Featured FAN: Amir Essani

Amir Essani is the owner of Pearle Vision in Schaumburg, a leading national premium eye care brand. Amir has more than 15 years in the optical industry and focuses on delivering genuine eye care to his patients. Amir's wife, Ambreen also is involved in operating the business.

Amir and Ambreen volunteer for OneSight, which is a volunteer-run program that provides free exams and glasses to thousands of adults and children around the world. Amir and his wife have participated in more than 15 OneSight clinics, and most recently volunteered with the OneSight program in Chicago, where they gave students eye exams that couldn't afford them. In the future, Amir hopes to volunteer through OneSight and travel to underdeveloped countries to help children and adults with vision care and exams.



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### Franchising Facts - Did You Know?

Albert Singer (Singer sewing machines) is widely considered to be the father of modern-day franchise model.

