



This FANmail is brought to you by: Clint Ehlers

"The FAN Annual Meeting provides me the opportunity to meet with my legislators to discuss policy issues important to me and the success of my business. If you are truly working on your business, and not just in it, then coming to this annual meeting is a must."

-- Clint Ehlers, multi-unit franchisee of FASTSIGNS

IFA President and CEO Speaks at The UPS Store Annual Convention



Yesterday, IFA President and CEO Robert Cresanti delivered a keynote address at The UPS Store's annual franchisee convention in Las Vegas. Cresanti addressed more than 2,000 attendees and noted IFA's recent accomplishments on behalf of franchise owners such as securing \$8 billion in tax savings for franchise businesses each year through the newly enacted tax law and working with the Administration to find creative ways to promote apprenticeships and job training.

The current legislative climate impacting franchise businesses was also discussed, including the ongoing joint employer issue.

Lawmakers Address Franchise "No-Poach" Agreements

Attorneys general in 11 states are [launching](#) an investigation into eight fast food companies requesting information on "no-poach" agreements. The group includes attorneys general in Massachusetts, California, the District of Columbia, Illinois, Maryland, Minnesota, New Jersey, New York, Oregon, Pennsylvania and Rhode Island. This follows a similar investigation launched earlier this spring by Washington Attorney General Bob Ferguson. IFA's Senior Vice President, Matt Haller, [aired on NPR All Things Considered](#), to discuss the issue. "The intent has always been to protect the unique, proprietary training. The business model wants to help people succeed, and if there are things within franchise agreements that aren't helping employees get ahead, then we want to do something to address that," Haller noted.

The New York Times [reported](#) that in Washington state, seven restaurant chains, including Arby's, Carl's Jr., McDonald's, Jimmy John's, Auntie Anne's, Buffalo Wild Wings and Cinnabon, have already pledged to remove so-called no-poach clauses from their contracts with franchisees.

Read IFA's press release on the issue [here](#).

Register Now for the Franchise Action Network Annual Meeting



The Franchise Action Network Annual Meeting gives you the opportunity to meet with your representatives in Congress to discuss topics that can affect your business. You will get the chance to team up with other IFA members from your state to discuss the positive influence of the franchise community and create a relationship with your lawmakers -- which can have a lasting impact on your business. With the current legislative climate, we need your voice to be heard, now more than ever.

Relive some of our moments from last year's Franchise Action Broadcast [here](#) to see how easy it is to speak with your member of Congress.

WHEN: Sept. 4-7, 2018

WHERE: JW Marriott, 1331 Pennsylvania Ave NW, Washington, DC 20004

Register [here](#) now.

IFA Releases New Polling: Demonstrates Strong Support for Association Health Plans

IFA conducted recent [polling](#) in association with *Morning Consult* which found strong

support for Association Health Plans (AHPs) among the general public. Featured in [Politico Pulse](#), the polling indicated that concern about health care costs was consistent across political parties, with 91% of Republicans, 90% of Democrats, and 86% of Independents calling it an 'important priority' for their 2018 vote.

Results from the polling can be found [here](#).

U.S. House Rep. Mike Conaway Visits Franchises in Texas to Talk Tax

On Friday, June 29, Rep. Mike Conaway (R-Texas) met with two local franchise business owners in his district to discuss tax reform and the benefits of the new tax law. Conaway visited both a Firehouse Subs and Sport Clips location in Midland.

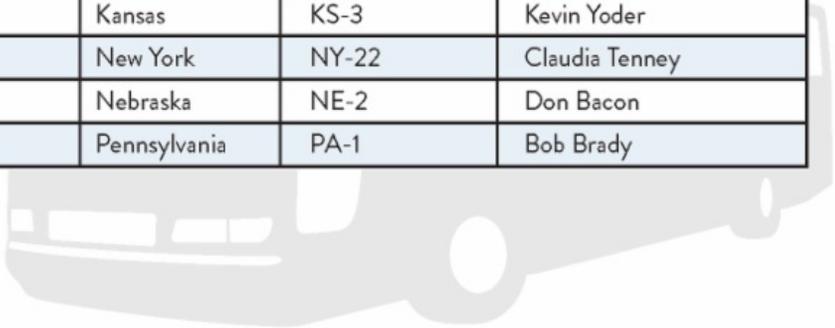
Franchise Action Network Presents: Tax Reform Bus Tour

FAN TOUR DATES



A Strategic Initiative of the International Franchise Association

DATE	LOCATION	DISTRICT	REPRESENTATIVE
8/13/18	Colorado	CO-6	Mike Coffman
8/13/18	Maine	ME-2	Bruce Poliquin
8/15/18	Kansas	KS-3	Kevin Yoder
8/15/18	New York	NY-22	Claudia Tenney
8/16/18	Nebraska	NE-2	Don Bacon
8/17/18	Pennsylvania	PA-1	Bob Brady



In case you missed it, the Franchise Action Network is teaming up with the Job Creators Network for a tax reform bus tour across the country. The tour will highlight the benefits of the newly enacted tax law. If you are interested in joining the tour, or hosting a scheduled stop at your location, please reach out to IFA's [Erica Farage](#).

Appropriations Committee Approves Joint Employer Rider

Yesterday, the U.S. House Appropriations Committee approved legislation that provides fiscal year 2019 funding for the Department of Labor and the National Labor Relations Board. The [bill](#), approved by the Committee in a 30-22 vote, included a policy rider that would reverse the joint employer liability from the 2015 NLRB decision in Browning-Ferris Industries of California Inc.

Read more [here](#).

Home Helpers CEO Discusses Growth of Women-Owned Franchises

Ed Teixeira, Founder and President of FranchiseKnowHow LLC, penned an [article](#) in *Forbes*, noting the increase of women in franchising. To gain additional perspective, Teixeira interviewed IFA member and President/CEO of



Home Helpers Home Care, Emma Dickison, CFE (pictured). "Because women tend to spend more time working on various tasks they bring a degree of flexibility that enables them to adjust to various business challenges. Women have certain attributes that qualify them to be excellent franchisees and franchisor leaders," commented Dickison.

Read more [here](#).

In the News

[Businesses Want Labor Board Democrat Out \(1\)](#), *Bloomberg*
[Trump's Supreme Court Pick Kavanaugh Has Pro-Business Record](#), *Bloomberg*
[11 States Probe Fast-Food Companies on 'No-Poach' Pacts \(1\)](#), *Bloomberg*
[States launch investigation targeting fast-food hiring practices](#), *Washington Post*
[For American workers, noncompete agreements are pervasive – and might hold down their wages](#), *Marketplace*
[NLRB Moving Forward After False Start in Changing Joint-Employer Standard](#), *Bloomberg*
[DC Circ. Mulls Review Of Browning-Ferris Joint Employer Row](#), *Law 360*
[The FLSA Turns 80: How Management Wants The Law Updated](#), *Law 360*
[Labor Board Shifts Tone on Joint Employer Rule in Court \(1\)](#), *Bloomberg*

Tweets of the Week:

[IFA's Senior VP Matt Haller discusses anti-poaching clauses in franchise agreements in an exclusive of All Things Considered @matthewhaller @NPR @npratc](#)

[It's time to make progress and take action. Register for FAN and meet with your representatives in Congress!](#)

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Featured FAN: Clint Ehlers

Along with his wife Christina, Clint Ehlers first came to the FASTSIGNS® network in 2007. Fulfilling a longtime entrepreneurial dream, he opened his first FASTSIGNS in Culver City, California. After growing it into one of the top centers in the country, Ehlers sold the center in 2012 and relocated to Pennsylvania where he purchased FASTSIGNS of Willow Grove, an under-performing location. After spending 8 months turning the Willow Grove center around and increasing sales over 300%, Ehlers purchased FASTSIGNS of Lancaster in early 2014 and has recently signed a development agreement to open their third center in Plymouth Meeting sometime in early 2017. Prior to becoming a FASTSIGNS franchisee, Ehlers spent over 17 years in strategic marketing and advertising.



Ehlers is very active in the FASTSIGNS system serving in a multitude of roles from the Franchise Advisory Council to the National Advertising Council as well as mentoring new owners coming into the franchise family. In addition, he is very involved in the franchising community, having testified against legislation detrimental to the franchising business model both in California and Pennsylvania. Ehlers was most recently invited to testify to the US House of Representatives Education and Workforce Committee on NLRB Joint Employer Policy. Clint currently serves as a Co-Chair of the Coalition to Save Local Businesses and has been recently selected by the Franchise Action Network as the State Captain for Pennsylvania.

Franchising Facts - Did You Know?

70% of all high schools students want to start a business.

