



Franchisee Welcome Pack 2022



Introduction

Thank you for your interest in d&t. Not only are we the UK's market leader, d&t are a multi-award-winning team of specialist franchise chartered accountants, who support Franchisors and Franchisees through every step of their journey

We're a one-stop-shop for the industry and at the heart of British Franchising.

The Benefits of becoming a Partner of d&t

d&t have been specialist franchise accountants for over 18 years, so we know exactly what makes a successful franchise business – and what makes a successful franchisee!

We work closely with The British Franchise Association (bfa) and abide by their code of ethics as well as being full members of the National Association of Commercial Finance Brokers (NACFB) and the Institute of Chartered Accountants in England and Wales (ICAEW). By choosing d&t as professional suppliers and partners, you are picking the very best for your business.

Using one supplier for a multitude of services can help to reduce issues faced by both the franchisee and franchisor. Liaising between different suppliers can be time consuming and can lead to miss-communication.

Being able to have a trusted supplier who can create an independent business plan, structure and organise funding applications with all major banks, advise on the best company set up, and then partner moving forward to help franchisees navigate the financial side of running a business, is a major advantage.

How we support your journey as a Franchisee

Having worked across many sectors within franchising, d&t can help any business and potential franchisee become a success. We support the 'journey' and help guide you through the initial stages by;

- Creating an expertly written Business Plan which is highly regarded by the Banks.
- Help structure the best funding route for the individual circumstances – benefiting from an independent source to make sure you get the best deal possible.
- Submit and manage the applications across banks, government schemes, and asset and van finance lenders.
- Offer advice on the best company structure and help to get that set up.
- Partner as your Accountancy Provider, providing regular on-going support to your business.
- Advise and support moving forward on the most tax efficient way to run the business
- Help to support you throughout the franchise term and assist when it comes to renewal or exit.

We also help by understanding the franchise network you are part of, alert you of any 'accountancy red flags', and support you with expert advice on financial matters as and when they arise.

Working with d&t is a true partnership,



BELVOIR!



A woman with dark hair, smiling, is wearing a red apron over a dark top. She is standing behind a wooden counter, operating a coffee machine. The background is bright and slightly blurred, suggesting an indoor setting like a cafe or office.

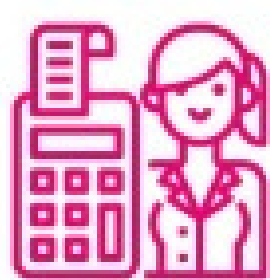
Why should you join us?

- **We help franchisees succeed...We can help you fund the dream. We are the leading franchise accountancy & independent franchise funding brokerage in the UK, and have relationships with the franchise teams at all leading banks and asset finance companies.**
- **We know how your franchise should work. When we work with a network, we get to know the franchise. We know what costs you'll have, who you'll be dealing with, and how your location should perform. You benefit from that combined experience across the entire network.**
- **We add value, not numbers. It's fairly easy to do accounts and tax correctly – that's what accountants do! Few go further. We can work with you to make sure that you are reaching your potential; using your plan and network-wide benchmarking as a guide to how you should be performing.**

Explore our full list of Services

d&t are the only firm of Franchise Accountants to offer a One-Stop-Shop Service!

We support you through every or any step of your journey. From independent Business Planning through to Payroll; For a full breakdown of each service please visit our website www.team-dt.com or contact our team of specialists.



Franchise Network
Accountancy & Tax



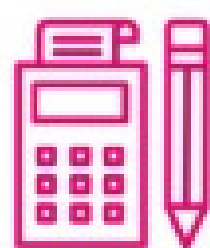
Franchise Network
Benchmarking



Business Plan
Production



Funding & Asset
Finance



Payroll



Tax Planning



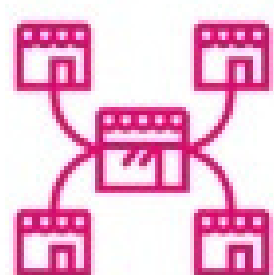
Financial Advice &
Wealth Management



R&D and Capital
Allowance Claims



Profit Improvement
Planning



Franchisee
Training



Audit



Planning
to Sell

We are proud to serve well over 200 Franchise Brands and 2,500 Partners across the UK as the no.1 go-to for their Franchise Business needs. Here are a select few of the brands we have partnered with:

Testimonials

I'm really happy I chose d&t as my accountants, their specialism in franchising has made them easy to work with as they understand my business and how the franchising side works. They have helped me save tax both for the business and personally, which is always a bonus! They are friendly, professional and easy to get hold of. I would highly recommend d&t to anyone.

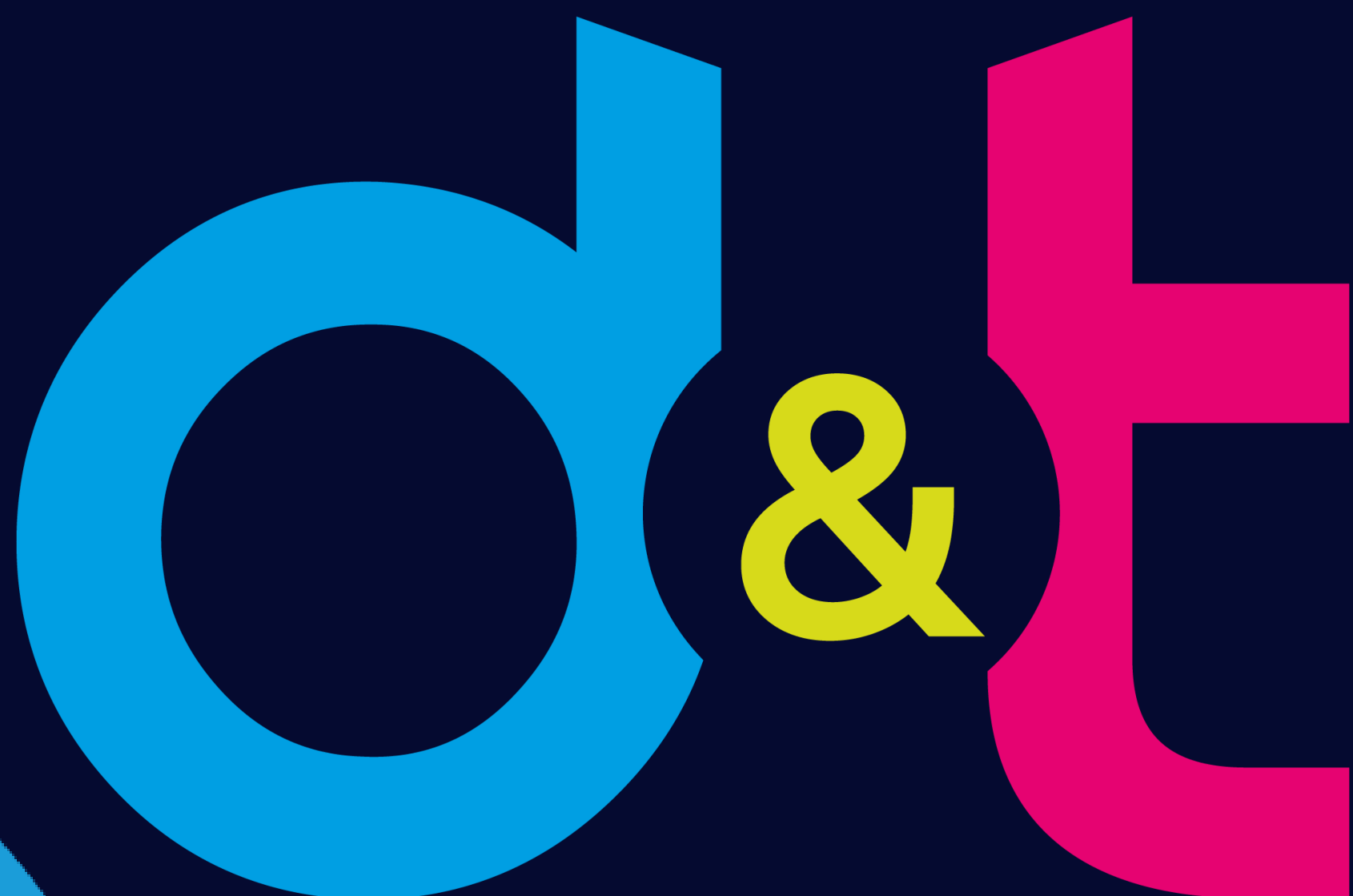
Martin Jones – Shuttercraft franchisee

The team at d&t have been an excellent source of assistance and guidance. Whilst navigating my accounts for the first time, as a new franchise owner, I can honestly say I would have been lost without their fast and informative service. Could not recommend highly enough!

Debbie Whyte – Stagecoach Franchisee

Wanted to say you guys are the best! We started with the business plan, and after when the business started you have always been in contact, giving me the best financial advice. I recommend them for everyone but especially for new franchisees like myself. Great team!

Emil Pandrea – Cafe2U Franchisee



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Did you know that d&t can also provide:

- Payroll
- Management Accounts
- Bookkeeping
- R & D Claims
- Personal & Corporate Tax Advice
- VAT & Tax Loans
- Loan Funding
- Vehicle & Equipment Finance
- Audit
- Business Planning & Advisory

