

Business to Business Franchise

The following is a brief extract of an article that appeared in the September/October issue of Canadian Business Franchise under the heading “Office and Business Service Franchises”:

A franchise system providing... funding for small companies is The Interface Financial Group which pioneered a “user-friendly” approach putting funding in place within a very short time span for the small business market place. The growth of Interface has been founded on providing not only a quick and user-friendly service to clients but also a high level of very experienced support to franchisees. Senior Interface management have extensive professional backgrounds in all aspects of the business and are able to share that experience with franchisees. Interface franchisees come from the ranks of experienced business professionals. “Looking at the backgrounds of Interface franchisees reveals a remarkable cross section of talents and experience—from engineers to accountants, from medical professionals to marketing executives and so

there really isn’t a stereo-typical individual that fits the Interface profile,” remarks John Sheehy, founder and chairman of the Interface organization. Having recently celebrated 33 years of continuous years in business, David Banfield, President of Interface, recently announced the opening of their first franchise outside of North America. A New Zealand base has been established and plans are now in hand to take the concept to Australia in 2004/2005. Having already entered the U.S. market in 1996, expansion plans will continue in key North American markets and future aggressive plans to develop around the world are in progress.