

Insight on Coaching – Guest Bio

*Terry O. Powell,
Founder and CEO,
The Entrepreneur's Source & FranchiseSearch.com
CEO, Business Advisers International*

Introduction

Terry Powell's life has been dedicated to the development and advancement of the entrepreneur and those who desire to become one. He is the founder and CEO of The Entrepreneur's Source, where he has provided support and guidance to aspiring business owners since 1984. Today, The Entrepreneur's Source is a global coaching and advisory firm with over 275 franchisees assisting people find self-sufficiency through business ownership. Over the years, TES coaches have placed 1000's of people in businesses and franchises representing over \$400 million in client investment dollars.

Experience

Terry franchised The Entrepreneur's Source concept in 1998. His unique vision of providing a '*one stop, one source resource*' for all things entrepreneurial came to fruition with the acquisition of Business Advisers International (BAI) in 2005. Now, along with helping individuals achieve their dream of business ownership, TES & BAI business coaches also provide coaching and advisory services to new and established business owners, helping them to increase their bottom line and maximize their return on investment. Terry also created FranchiseSearch.com, now the Google of the franchise world that is fast becoming the Internet's leading resource for franchise and business opportunities.

Education

Terry earned his ICFE, International Certified Franchise Executive Certification, from the International Franchise Association, in November of 2004.

Professional Affiliations, Publications and Recognition

Terry is a widely respected executive and is considered to be an expert in franchising. He is frequently called upon as an expert and quoted in newspapers, magazines and business journals across North America.

TES has also sponsored "The Entrepreneur of the Year Award" for the International Franchise Association (IFA) for the past 5 years.