

Positions Included in the Franchise Compensation Report for 2011

Executives

C-Level

- Chief Executive Officer (CEO)
- Chief Operating Officer (COO)
- Chief Financial Officer (CFO)

Franchise Operations

Franchise Development

- Vice President, Franchise Development
- Manager of Franchise Development
- Franchise Development Professional

Field Operations

- Vice President of Field Operations
- Manager of Field Operations
- Field Operations Professional

Site Selection

- Manager of Site Selection
- Site Selection Professional

Compliance

- Manager of Compliance
- Compliance Professional

Training

- Vice President, Franchisee Training
- Manager of Franchisee Training
- Trainer

Marketing

- Vice President of Marketing
- Marketing Manager
- Marketing Associate

Legal

- General Counsel
- Paralegal

Administration

Finance

- Director of Finance
- Accounting Manager
- Staff Accountant

Information Technology

- Director of Information Technology
- Systems Analyst
- Network Engineer
- Web Developer

Human Resources

- Human Resources Manager
- Human Resources Generalist