

Kendall Ware Testimonials

Darin Harris – CEO of Jack in the Box

“Kendall has a rare ability to see both the big picture and the details that make a franchise successful. His insights into franchisor-franchisee relationships, operational execution, and long-term brand strategy are invaluable to any organization looking to strengthen its system. He’s someone I’ve trusted and respected in the industry for years because he brings real solutions—not just theory.”

Sara Bray – VP of Workforce & Business Development at National Restaurant Association

“Kendall Ware is a dynamic leader with a deep understanding of the restaurant and franchise industry. His ability to translate complex leadership and operational strategies into actionable insights sets him apart. Whether speaking on stage or working with teams directly, Kendall delivers practical, results-driven guidance that empowers leaders to build strong teams and sustainable systems. His expertise and passion make him a go-to resource for anyone looking to elevate their business.”

Short version: “Kendall Ware is a dynamic leader with a deep understanding of the restaurant and franchise industry. His ability to translate complex leadership and operational strategies into actionable insights sets him apart. Kendall delivers practical, results-driven guidance that empowers leaders to build strong teams and sustainable systems.”

Laurie Curtis – SVP of Marketing at Shipley Do-Nuts

"Kendall is a highly regarded expert and has an incredible ability to connect brand vision with operational execution. His insights into franchise marketing, guest experience, and business growth make him an invaluable speaker for any conference or brand event. He’s a rare leader who knows how to make a brand stand out while keeping franchisees engaged and profitable."

Chris Dawson – President of 7 Brew Coffee

"Kendall Ware is the speaker every franchise executive needs to hear. He has scaled and led some of the biggest franchise brands while keeping unit-level economics and franchisee success at the forefront. He understands what it takes to build a system that works—not just for corporate, but for the people running the businesses every day."

Stephanie & Trevor Bernhardt – Franchisees and Entrepreneurs

"Kendall understands both sides of the coin. He knows what it takes for a franchisor to be successful, but also what it takes for a franchisee to be successful. He's the guy you want in your corner as a franchisee and the guy you want leading the charge as a franchisor. Kendall's experience across multiple brands has armed him with the knowledge and expertise to be able to lead by example. As young entrepreneurs, Kendall saw our potential and helped guide us through those early stages of business ownership. Even though our paths don't cross on a daily basis anymore, we are consistently looking to his platforms to learn and gain valuable insights!"

Jim Jones – Franchisee & FAC Chair of Orange Leaf

"Kendall has a way of turning complex franchise dynamics into actionable insights. As a franchisee myself, I've sat in countless franchise conferences—but Kendall's ability to connect with the audience, speak our language, and challenge us to think differently is rare. His message is packed with real-world wisdom that sticks."

Ashley Wright Helkenn – Sr. Director of Operations Services & L&D of Bonchon

Short Testimonial

"Kendall Ware's leadership in hospitality has made a lasting impact on my career. His insights on investing in frontline team members, even in high-turnover roles, completely shifted my approach to training and development. He's an inspiring speaker and a true people-first leader."

Longer Testimonial

"I first met Kendall Ware in 2017 when he spoke at a CHART conference, and his message left a lasting impact on my career. He challenged the way I viewed frontline team members, emphasizing the importance of making their first job the best first job—an approach that resonated deeply with me. His passion for people-first leadership inspired me to invest differently in team development, ensuring that even high-turnover roles create a meaningful foundation for long-term success. Kendall's expertise and commitment to hospitality are unmatched, and I have no doubt his insights will continue to shape the industry through his speaking and consulting work."

Leigh Uhler – Dean of National Louis University | Kendall College

"Kendall Ware's insights into fostering a healthier, more inclusive hospitality industry were both timely and essential when he spoke at Kendall College's Hospitality Conference. His leadership and forward-thinking strategies offered a roadmap for businesses to prioritize well-being while maintaining excellence. As the hospitality industry evolves, his expertise provides a vital perspective on creating sustainable, people-first workplaces that benefit both employees and the bottom line."

Rachel Richal – President of the Council of Hotel & Restaurant Trainers (CHART)

"Whether speaking on topics related to leadership, franchise management, training best practices, or optimizing operations, Kendall consistently delivers valuable content that is both informative and inspiring. His ability to communicate complex concepts with clarity, real life stories, and enthusiasm sets him apart as a dynamic and engaging speaker."

Jim Knight – Keynote Speaker, Bestselling Author (x3), Culture Catalyst

"Kendall Ware is the real deal—an industry rockstar who knows how to turn franchise operations into chart-topping success. His deep experience in the restaurant world, combined with his passion for leadership and culture, makes him a must-see thought leader. If you want your team to go from garage band to headliner, Kendall's insights will get you there!"

"Kendall Ware is a franchise powerhouse who knows how to turn operational excellence into a headlining act. His leadership insights will have your team performing at rock star levels!"

"With Kendall Ware on stage, you're getting a masterclass in scaling success—especially in the franchise community. He takes restaurant operations from backstage to center stage with rock-solid strategies."