

February 27, 2020

Letter of Testimony

To whom it may concern,

Since joining Schooley Mitchell in 2018, I've really appreciated the model, support and systems of our organization. I'm proud of the work that I'm able to do for my clients, and the support from Schooley Mitchell Head Office helps me achieve those results.

I really enjoy serving clients as a true cost consultant - not a broker, agent, nor reseller in disguise. I credit Schooley Mitchell for running an honest operation that promotes objectivity and independence. In other words, by structing a business that will never be affiliated financially, nor otherwise, with any vendors, we can always look a client in the eyes and they know we have their best interest at heart when we make recommendations. Not all "cost consulting" or "expense mitigation" firms can accurately portray themselves in that light.

Kudos to Dennis Schooley and Beth McMillan for staying the course and not giving in to rebates, kickbacks, or commissions that vendors offer. That's a credit to sound leadership and continues to distinguish us from the pack.

I also greatly appreciate all the support from the entire team at Head Office. The analysts do great work on my accounts, finding great savings for my clients and providing good marketplace insight. The marketing and communications team is always there when I need them to create great marketing pieces and collateral to help spread the word about my business. The sales coaches helped me in the early stages of my business to learn the ins and outs of the business. I am also impressed with the world-class software available to me through Schooley Mitchell, as well as our internal CRM system – these are great tools to have at my disposal.

There are countless reasons why I chose Schooley Mitchell back when I was investigating Franchise opportunities, and I'm happy to say I made the right choice.

At the end of the day, this job is about your own hard work and dedication. But by providing excellent support and tools, Schooley Mitchell gives me a foundation to utilize my skills and expertise to build and grow a successful business!

Sincerely,



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