

July, 2019

Mr. Dennis Schooley  
Schooley Mitchell  
1030 Erie St.  
Stratford, ON Canada  
N4Z 0A1



Dear Dennis,

I wanted to take a few moments to share with you some thoughts looking back on my tenure as a Schooley Mitchell franchisee and what I see in the future for me. From the beginning when I was first contacted by your organization and after our first face to face meeting together, I had the feeling that being part to this franchise would be something special. And it has turned out to be truly more than that. The future is without ceilings for me and your business model is very unique in what it offers. I am grateful to be able to work as hard as I want and to have those rewards come directly to me, rather than a traditional business model where I'm working to enrich an entity which has little regard for me as a person.

I have benefited greatly from the continuously improved analysis tools in the Warehouse, which make my analysis better and timelier; the wonderful assistance I receive from every member of Head Office Staff whenever I call or inquire; and the many consultants across the country that are always willing to assist me in answering any questions that I might have. I have been able to collaborate with my colleagues on opportunities and best practices that help me pursue the best possible outcomes for my clients and prospective clients – the power of the system has really helped me raise my game.

The annual conferences are amazing events filled with informational sessions by Head Office and Consultant professionals, vendors truly engaged to help us in our pursuits of cost effective solutions for our clients, great round table discussions with colleagues, and valuable discussions among our consultant community with opportunities to network after conference hours and during breaks to truly maximize the learning and sharing opportunities. I'm looking forward to this year's conference which will undoubtedly be the best conference I've attended to date.

I know there are unlimited opportunities for me to grow professionally and financially, and I look forward to a long and productive tenure as a Schooley Mitchell franchisee. I want to thank you again for allowing me into this outstanding organization. Business is great and I'm looking for more!

Sincerely,

Jerry Sarno  
Schooley Mitchell of St. Joseph, MI

504 Dunewood, Saint Joseph, Michigan 49085 [www.schooleymitchell.com/jsarno](http://www.schooleymitchell.com/jsarno)

Main 269.408.8679 Email [jerry.sarno@schooleymitchell.com](mailto:jerry.sarno@schooleymitchell.com)

Gerald Sarno does business as Schooley Mitchell Telecom Consultants of St. Joseph, MI – Sarno and is a Strategic-Partner of 1073355 Ontario Limited.  
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