



May 30, 2019

What led me to consider a Schooley Mitchell franchise opportunity was an unusual chain of events. In my previous life, I was VP of Sales for a specialty contracting company. Due to unforeseen circumstances and changes in the business, I sold my shares and began seeking new opportunities. My former college roommate was a Schooley Mitchell franchise owner and he was doing very well. Like me, he did not have a background in telecom, which was our sole service offering at the time. I purchased the franchise almost seven years ago and haven't looked back.

What attracted me the most to Schooley Mitchell was the variety of organizations we can target as expense reduction consultants. There are virtually no limits in this business – we can target any market we want across all verticals, industries, and sectors, both private and public. I almost always find that companies have at least two of the services in which we offer consulting.

Being part of the Schooley Mitchell franchise system means you will have access to what I consider our most important resource – the Warehouse. All of my clients are housed here, along with production tools that I use regularly, Sales and Marketing libraries, training videos, and webinars, which are hosted at least once a month. During my time with Schooley Mitchell, the marketing and production tools have drastically improved, and I am quite happy with the content available. Additionally, I still find myself referring to the Sales and Marketing manual I received during my training because it is full of valuable information.

Another asset to joining a franchise system is the support you will receive, which I have found to be outstanding at Schooley Mitchell. The responsiveness is impressive; I have never felt that my questions or concerns were not being addressed. I have come to rely heavily on the production team at head office in the last couple of years due to a new referral partner that brings me large telecom accounts. The team I work with are flexible, adaptive, and they handle my requests with a positive and eager attitude. Recently, I had a last-minute request that required extra manpower and time from the production team, and they arranged for additional resources so I could promptly deliver to my client.

I discovered early on that there is also a large support network between franchisees. As part of my due-diligence, I had contacted several franchisees when first examining Schooley Mitchell. A few months into my business, some of them reached out to me personally to check in and see how I was doing. They didn't have any obligation to contact me but did so because they really believe in supporting one another. That really stuck with me, and now I do the same for new franchisees.



Schooley Mitchell is an ideal opportunity for someone who wants unlimited growth potential in their business and the flexibility to work with multiple industries. One my favorite parts of this business is that I am a trusted resource for my clients, rather than another vendor selling a product or service. Companies call me because they trust me. I feel like my clients are happy to pay me because it is proof that they are saving money and increasing their bottom line. It's immensely fulfilling to be valued in your career, and you will have that with a Schooley Mitchell franchise.

Sincerely,

A handwritten signature in black ink that reads 'Matt Denburg'. The signature is fluid and cursive, with a long horizontal stroke at the end.

Matt Denburg