

We Offer  
Great Savings



SCHOOLEY  
MITCHELL

To All Franchisees,

This is a great story about how a small client turned into an account that is paying our Franchisee way more than \$100,000.

About four years ago, one of our Franchisees obtained an EPP client that was fairly small that resulted in about \$450 per month in fees for him. Then the client began to grow and before the Service Agreement was completed they paid him more than \$91,000! The company grew and so did his fees - significantly!

And there's more. We did a supplementary recommendation recently and in the first three months there were savings of \$35,000 - that's another \$17,500 in fees for just one quarter with 11 more quarters to go! That extends to more than \$200,000 in additional fees for the Franchisee for a supplementary recommendation!

The lesson - get every client you can, no matter how small. You never know how it will turn out over time - and of course, they are all referral sources.

Dennis

