



January 19, 2019

There's a lot to summarize when describing my experience and impressions of a Schooley Mitchell franchise. As you investigate potential business opportunities, you likely have a checklist of your own. For me, Schooley Mitchell exceeded my criteria. With a strong value proposition that works no matter the economic conditions, a quick ramp-up period, ROI, and the ability to earn an unlimited income, I knew this was something I had to pursue. The information I received in the discovery process only further cemented my choice to become a franchisee. I was met with a professional and friendly environment when I attended a Discovery Day and found a corporate culture that aligns with my beliefs and values.

Even though I spent my career in Sales and Marketing at the C-suite level representing several Fortune 500 companies, I found the training at Schooley Mitchell added to my skillset and gave me the recipe to be successful. Even someone who does not have a sales background but is willing to practice the strategies laid out, will no doubt be successful if they follow the recipe.

The backend support is phenomenal. We use an intranet system called the Warehouse that houses our CRM, marketing collateral, training materials, webinars, and the list goes on. I have not come across an instance where a template I needed was not already there.

The staff at head office has been amazing and they hold every franchisee accountable. I view them as key members of my team who genuinely root for my success every step of the way. The other franchisees also want to see you do well and are willing to answer questions and share best practices.

I am only six months in, and within the last month I have really started to gain traction in my business. More clients are signing off on the Value Reports I present – in some instances it takes a while, but persistence pays off. Once I have final sign-off on these reports, I will have recovered my franchise cost. My current clients love what I am doing for them and have started giving me referrals, so the revenue stream will continue to flow. Now that I have a better feel for the business, I am in the process of hiring additional staff in order to accelerate sales and growth.

If you are like me, you might be tired of corporate America. The pressures of hitting the numbers, managing a team, and being away from family while at the mercy of company demands can take its toll. If you are looking to design a career and lifestyle on your terms, then consider Schooley Mitchell. You will experience amazing guidance, the ability to create a business with realizable value, and a strong exit strategy.

Rob Newcombe