



March 2018

CITY OWNER NEWSLETTER

New Franchise Sales

Starting March 1st we have completed our FDD and are resuming selling franchises. Do you know of a great candidate for a Heaven's Best Franchise? Many times family, friends or customers may see your success and maybe a good fit for our company. We are offering a \$3,000 finder's fee for any lead that turns into a franchise buyer for our company. We are confident 2018 will be a year of growth for our company and would love to reward our existing operators for sharing their success stories.

Royalty Fees

Please be aware that starting April, 1, 2018 all corporate owned franchises royalty fees will increase from \$88.00 to \$96.80.

Shipping Update

Starting April 1st, we will require all orders to be a minimum of \$200.00 to qualify for free shipping. If you have to place an order under the minimum you will pay your own shipping cost. It should be easy for each of you to utilize the free shipping, just by planning ahead.

EZ-Net Tools

Please take a few minutes and complete the Survey that EZ-NetTools emailed you. This gives us crucial information we need regarding how we are doing as a company. It gives you the opportunity to give us feedback regarding what you currently like and changes you would like to see happen in the future. We value your opinions and look forward to receiving your completed survey.

Monthly Reports

We greatly appreciate all of you who are up to date with your monthly reports. Please make this apart of your monthly routine and have your reports submitted by the 5th of each month.

Tip of the Month Contest

We know our operators have invaluable information to share with their fellow franchise owners. Please email Dan at Dan@heavensbest.com with your tip, marketing, cleaning, or any other suggestion that will benefit other operators. We will pick the best tip each month and send you a \$25.00 gift card for the selected tip. Please have your suggestion/tip in by the 25th of each month to be considered. We look forward to sharing your success!

Food for Thought

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*Inspiring Story of Time: Consider Time as Money Imagine there is a bank, which credits your account each morning with \$86,400.00, carries over no balance from day to day, allows you to keep no cash balance, and every evening cancels whatever part of the amount you had failed to use during the day. What would you do? Draw out every pence, of course! Well, everyone has such a bank. Its name is Time. Every morning, it credits you with 86,400 seconds. Every night it writes off, as lost, whatever of this you have failed to invest to good purpose. It carries over no balance. It allows no overdraft. Each day it opens a new account for you. Each night it burns the records of the day. If you fail to use the day's deposits, the loss is yours. There is no going back. There is no drawing against the "tomorrow." Therefore, there is never not enough time or too much time. Time management is decided by us alone and nobody else. It is never the case of not having enough time to do things, but the case of whether we want to do it.