



December 2014
Issue 12

STATE OWNER NEWSLETTER

Year End Stats

At the end of every year we need some particular stats from each of you regarding situation changes that took place in your state during the entire year of 2014. We will need this information turned into our office no later than January 5, 2015. You can begin compiling this information now so that all you will need to do is update the final stats as of December 31, 2014.

Please compile the following:

The number of additional new areas you sold to your existing Operators

The number of areas you deleted from existing Operators

The number of new areas you sold to new Operators

The name of any Operator who had their license agreement terminated

The name of any Operator that transferred their license agreement, and the name of the person that they transferred their rights to

The total number of licensed territories (which includes all of your existing Operators as of 12-31-2014)

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Staying In Contact With Your Operators

I would encourage all of you to keep in contact with your operators on a regular basis. Let them know how much we all appreciate them being a part of the Heaven's Best Family. In the past, some of you have had us do a gift certificate for some Heaven's Best product for Christmas from you. If you need this done this year please contact us as soon as possible. You can contact either Adam or Cody with this request.

State Owner Lease Buy-Out

If any of you are planning on taking us up on the Lease Buy-Out option for state owners you will need to do that before the end of the year. This was a limited time offer and the time is about up. If you have any interest please contact Cody within the next couple of weeks.