



January 2013
Issue 01

STATE OWNER NEWSLETTER

End of Year Stats

Now that 2012 is over I need to finish the year end stats for each state. I am still waiting for some of you to submit the stats to me. If you have not yet sent them to me, please do so immediately. I need this information in order to complete our new Franchise Disclosure Document for 2013.

I had also asked for your goals for 2013 and how you plan on meeting them. If you have not yet submitted these to me please do so as soon as possible.

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Regional Seminars and Trainings

The following Training Dates have been set for 2013:

<i>January 7-10</i>	<i>July 8-11</i>
<i>February 11-14</i>	<i>August 5-8</i>
<i>March 4-7</i>	<i>September 9-12</i>
<i>April 8-11</i>	<i>October 7-10</i>
<i>May 6-9</i>	<i>November 4-7</i>
<i>June 3-6</i>	<i>December 2-5</i>

The following dates have been set for Regional Seminars:

- *North Carolina Seminar March 1*
- *WA & OR Seminar February 22*
- *Iowa Seminar April 19*

We need to know when the rest of you would like to schedule your Regional Seminar. John or I will be in attendance, but we cannot be gone the same days. We will be available Tuesday thru Friday of the weeks when we do not have trainings.

Franchise 50 Survey

Please encourage your Operators to complete the Franchise 50 Survey. This has been successful in the past and will help in conjunction with other advertising that you each do to sell franchises in your state. We would like as many of our Operators that can to complete the survey by January 15th