



July 2016
Issue 7

STATE OWNER NEWSLETTER

Veterans Opportunities

We are trying a new source for lead generation that is targeted to veterans and retiring military personnel. These leads will cost \$40.00 each. We will be offering a \$2,000.00 discount or credit for additional equipment, and 50% off of the monthly royalty fee for the first year. These discounts will be the responsibility of each state owner. If you desire to be included in this new lead source you will need to sign the Guarantee of Payment Form for the Veterans Opportunity campaign and return it to our corporate office.

Guarantee of Payment Form Master Franchisee, _____ hereby agrees to pay M-CO INC, \$40.00 per lead received from Veterans Opportunities. The payment for these leads must be paid by the 15th of the following month of when the lead was received. Master Franchisee understands that failure to make timely payment for the leads will result in M-CO INC deducting the amount from Master Franchisee's reconciliation checks for leads already received, and the Master Franchisee's elimination from receiving future leads. M-CO INC., will not include Master Franchisee's state in the lead generation until this signed Guarantee is received at our Corporate office. The form can be faxed or emailed. Master Franchisee can stop receiving leads for their state by giving M-CO INC written notice three business days prior to the first day of each month. A valid lead according to Veterans Opportunities is any lead with a valid email address or a valid phone number. _____ Master Franchisee

INSIDE THIS ISSUE

- *Veterans Opportunities*
- *Key Changes for State Owner Contracts*
- *Monthly Reports*

Key Changes for State Owner Contracts

We have our legal counsel looking over some modifications that we have made to the State Owner, or Master Franchise Agreement. We should have the documents back to us within the next two weeks. These changes will clarify the agreement. This new agreement incorporates some of the wish list that certain Master Franchisees wanted. All in all, I think it is getting very close to being something that every State Owner can live with. The majority of Master Franchisees have already signed a Master Franchise Agreement with M-CO INC, and we will modify those agreements to reflect any beneficial change.

Monthly Reports

I have had an assistant helping me keep track of the missing monthly reports this year. We have been sending you a notice showing which of your operators had missing reports. The young man has left our employment so he can go on a mission for the Church of Jesus Christ of Latter Day Saints.

It is still your responsibility to make sure that each of your operators turn in their monthly report each and every month. Please make sure these reports from your Subfranchisees are turned in on time. They should submit the report through the Heaven's Best Website.

We hope you all have a good 4th of July. Please encourage your Subfranchisees who are Veterans to send us a letter of recommendation that we can use in attracting other former military personnel to join with Heaven's Best. We are glad you are part of the business.