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STATE OWNER NEWSLETTER

We want to thank each of you state owners for your help getting us through the past 7 months. There is a CRAZY amount of legal work that must be done in the business to get Cody's name changed on everything, including credit cards for ordering products, etc. If you have ever worked with an attorney, you know they take on a lot of business and keep everyone strung along just fast enough to make slow progress. We are finding that to be true here as well. We know many of you are pushing to move forward and we at the corporate office want to move forward also, but EVERYTHING needs to be done legally. So, if it seems like we are moving slowly...we are at the mercy of the attorneys.

Please be patient and helpful. Not only are we reeling from the loss of our husband, father, mentor, friend, boss and CEO, we are reeling from the number of hats Cody wore by himself to keep this business afloat. Many of you have talked with Cody and know he did A LOT of work - often putting in 12 hour days at the office, not even taking a lunch break, (eating a sandwich between phone calls) and then spending 4-5 hours on the computer at home in the evenings. We are doing our best to keep up with the work load, responsibilities and legal matters.

If you want to start thinking about a seminar for your state, you should go ahead and start planning on it. Because we are short staffed at the corporate office we will probably not be sending anyone from corporate to your seminars. With that said, we want you to know we are supporting you and hoping you will go ahead with your own seminars. You can talk with other state owners and combine if you think that will be helpful.

Keep encouraging your city operators to find ways to make money and book jobs in these slow months. Sometimes it is as simple as making a few more phone calls to customers than they did last week, or last month. Everyone can find one more job to do each week. Just one more job can make up the difference in a tight financial month and a doable financial month.

We appreciate you and want you to know how thankful Cody was for you. We hope to keep making this a great company. Keep being Heaven's Best.