



# STATE OWNER NEWSLETTER

## Two Schedule "A" Packages & State Owner Cost

Below are the two Packages we will offer. One is a \$39,000.00 package for a new sale, or the second is for a \$28,900.00 package.

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### \$39,000.00 Franchise Package

<u>STOCK #</u>	<u>ITEM</u>	<u>QUANTITY</u>
101	CLEANING SOLUTION	18
102	CIRTRUS BOOSTER	1
109	MULTI SURFACE SPOTTERS	1
110	PET ENZYME SPOTTERS	1
111	32-8oz SPOTTER	3
112	30-32oz SPOTTER	4
115	TGP	1
116	DRY SOLVENT	1
117	RED DYE REMOVER	1
118	WOOD STAIN REMOVER	1
119	BOOD REMOVER	1
120	RUST REMOVER	1
121	Fresh Scent 16oz	1
122	C.A. DEODORIZER	1

123	FINAL STEP	1
124	ORANGE DEODORIZER	1
125	PET ENZYME	1
126	FABRIC PROTECTOR	4
127	FAST ACTING ENZYME	1
128	QUICK BOOST	1
129	PORTABLE EXTRACT	1
130	INK REMOVER	1
131	DEFOAMER	1
132	DISINFECTANT	1
133	Odor Foggers	4
135	COFFEE REMOVER 1qt	1
140	LEATHER CLEANER	1
145	GUM FREEZER	1
150	Stainless Steel Cleaner	1
155	Filtration Line 32oz	1
161	Hard Surfact Cleaner	2
162	Wood Floor Cleaner	1
163	Grout Treater 1qt	1
164	De-Waxer 1 qt.	2
165	Wax & Shine	1
174	Multi Surface Maint.	1
201	BUFFING PADS	2
202	THIN PADS	2
204	BBC PADS	1
208	WOVEN TURF PADS	2
209	MICRO FIBER PADS	2

210	STAR BUFFER PADS 13"	2
211	STAR BUFFER PADS 13"	2
210	MIRCO STAIR PADS	2
220	FINISHING TOWELS	1
222	TERRY TOWELS	10
230	HAND MITT 8"	1
235	WHITE POLISHING PAD	2
236	RED POLISHING PAD	2
237	BLUE TOUCH UP PAD	1
238	BLACK STRIPPING PAD	1
239	MAROON STRIPPING PAD	1
301	SHAG RAKE	1
311	SHAG RAKE HANDLE	2
302	LARGE RAKE	1
305	HANDI GROOM	1
306	HORSE HAIR BRUSH	1
307	NYLON BRUSH	1
308	DIRT NAPPER COMB	1
400	CARRY ALL TOTE	1
401	PLASTIC RUST PROT.	1
402	RAZOR KNIFE	1
403	RAZOR KNIFE BLADES	10
404	INJECTION KIT	1
405	DIGITAL MEASURER	1
406	PLUG ADAPTERS	2
407	VOLTAGE TESTER	1
408	MEASURING CUP	2

409	BOOTIES	1
410	BUS CARD HOLDER	6
412	BLACK LIGHT	1
421	FLIP TOP BOTTLE	2
420	8oz SPOTTER BOTTLE	4
422	GAL.MIX JUGS	3
430	TRIGGER TOPS	2
432	SMALL FLIP TOPS	6
433	LARGE FLIP TOPS	6
434	SPRAYMASTER	1
440	1 OZ PUMPER	1
441	FUNNEL SET	1
461	IRON	1
466	LMCCA STICKER	1
600	PROCEDURE MANUAL	1
601	MAKETING MANUAL	1
605	QUICK BOOKS	1
700	VINYL SIGNS	1
704	BUS CARDS 2 SIDE	1000
707	MAG BUS CARDS	1000
708	FAB.PRO. PAMPHLETS	1
709	F.P. TISSUE	1
714	Van Card Holder	1
725	HB SS MUG	2
726	HB PENS	1
	PRESENTATION	
801	FOLDERS	1

801	INTRODUCING PHAMP.	2
802	SPOTTER CHARTS	1
803	EVALUATION CARDS	1
804	THANK YOU CARDS	1
805	REMINDER CARDS	1
806	INVOICE BOOKS	2
807	INVOICE BOOKS	2
808	LOGO STATIONARY	1
809	HB ENVELOPES	1
821	TILE BROCHURE	2
	WOOD FLOOR	
822	BROCHURE	2
830	SCHEDULE BOOK	1
901	HB HAT	1
904	SHIRTS	5
1000	HOOVER VACUUM	1
1005	VACUUM FLAT BELT	1
1100	PILE BRUSH	1
2000	PORT-A-VAC	1
3300	17" BUFFER	1
3500	STAIR BUFFER	1
3704	17" DRIVE PLATE	1
3804	DIRT NAPPER BRUSH	1
4000	UPHOLSTERY MATE	1
4001	UPH. TOOL	1
4004	CREVICE TOOL	1
4005	UPH. HOSE	2

4031	SOLUTION TANK	2
4100	Spot Plus Extractor	1
4300	STAND UP WAND	1
5000	SS POWER SPRAYER	1
5016	SOLUTION TANK	3
5019	Sprayer Dolly Cart	1
5100	HAND PUMP SPRAYER	1
6000	FAB PROT SPRAYER	1
6008	FOOT PUMP	1
7200	TURBO FAN	1
8000	TILE & GROUT 1200 psi	1
8001	GROUT DRIVE PLATE	1
8003	CARPET WAND ATTACH	1
8004	GROUT WAND ATTACH	1
8005	GROUT WHITE BRUSH	1
8007	Yellow Sign CAUTION	3
8009	Respirator	1
8010	Safety Glasses	1
8011	Rubber Gloves	1
8012	SQUEEGEE	1
8400	Marble Kit	1
	HANDLE FRAME WET	
8501	MOP	1
8502	WET MOP	1
10006	CARPET REPAIR KIT	1
10007	LEATHER KIT	1
10008	SPOT DYING KIT	1

11000	TRAINING COURSE	1
11001	Lodging	1
	DOOR HANGERS	1
	Airfare	1
	Logo Installation	1
	EZ Net (1 year)	1
	Service Monster (1 year)	1

\$28,900.00 Franchise  
Package

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\$39,000.00 Package Schedule "A"

Cost for State Owner = \$25,500.00 State Owner Profit = \$13,500.00

\$28,900.00 Package Schedule "A" same as \$39,000 package minus Pile Brush, Marble Kit, High Pressure Tile & Grout Kit. Cost for State Owner = \$18,000 State Owner Profit = \$10,900.00.

## *New Proposal*

All State Owners would pay to M-CO INC a \$20.00 monthly Maintenance Fee per Franchise in their state or states. This will bring in just under \$40,000.00 per year to the corporate office. This will be for helping to support and help your Franchisees by our corporate office staff.

We will raise the monthly fee to each city operator by \$10.00 per licensed territory annually. This will take 12 years before it balances out at \$200.00 per month per territory, giving operators with large territories the ability to develop or sell off part of their territory. We will allow you to keep all of the monthly royalty fees as you have for the past 21 years. We will try this for a two year period by renewing your license agreement for two years. We will see how franchise sales have increased during that time.

I am still putting numbers together on what the monthly cost to each of you would be regarding the franchise sales website.

You will advertise however you want to sell franchises in your state.

## *Next Webinar*

Our next State Owner webinar was scheduled for Wednesday November 4, 2015 from 3:00 pm to 5:00 pm. However, I have been contacted by a number of State Owners who have conflicts on that day so we are changing the webinar to Wednesday November 11, 2015 from 3:00 pm to 5:00 pm. We would like as many state owners to be in attendance as possible. The registration link to register for the meeting will be the same, which is listed below.

Please register for Heaven's Best State Owners webinar on Nov 11, 2015 3:00 PM MST at:

<https://attendee.gotowebinar.com/register/7406230430500353794>

After registering, you will receive a confirmation email containing information about joining the webinar.

If you wish to participate in the discussion you must login using a computer to receive a pin code. You are welcome to join using a phone but you will only be able to listen to the discussion.

It will be best if you have a computer and a headset with a mic. We value each of your comments and want to receive your input.