



October 2016  
Issue 10

## STATE OWNER NEWSLETTER

### *A Team Effort*

A team is made up of many different personalities. Each member of the team can bring their life experiences and contribute in moving the team forward. Each member of the team can add strength to progress and reach the desired goal. Each member of the team can have their own opinions, thoughts, ideas, and suggestions. However, the coach has the responsibility to make the final decision about the direction the team should take in order to reach the desired objective.

#### ***INSIDE THIS ISSUE***

- *A Team Effort*
- *Working with Individuals*

We are all part of the Heaven's Best team. By working together, we have been able to move the business forward and will continue to do so. We encourage every state owner to contribute and be part of the team. You may not always agree with the coach, but you can have success as you work together and follow his direction.

Each of us have dealt with operators that did not listen to our counsel and advice. Some may think they know more than you, and so they try things their own way. Those operators are usually the ones struggling in the business. When they follow our system and apply effort, they usually succeed well.

All of you also have operators that are succeeding in the business. Success breeds success. As you share the reasons for success with your operators, many will incorporate some of them into their own franchise and they will become more successful. We want all of our operators to be successful in the business. We at the corporate office want every employee, operator, and state owner to be successful.

We want the business to move forward, and we are glad that each of you have become involved with Heaven's Best.

### *Working With Individuals*

We are sure you have noticed that some individuals require more instruction, help, and encouragement than others. We each need to work with our operators who need more attention. You can work with an operator to help them succeed. We have given you a lot of flexibility when it comes to working with your operators individually. Some will need help understanding how to expand their business to cover their entire area. Others will need suggestions on how to develop a buyer for part of their area. None of your operators are exactly the same, but most are worth keeping. Each of you have talents and abilities which you can use to help your individual operators become more successful.