



September 2013
Issue 9

STATE OWNER NEWSLETTER

Next State Owner Webinar

Our next State Owner Webinar will be September 25, 2013 at 4:00 pm MDT. I will send out an email by the 20th with the agenda. If any of you have an item you would like discussed at one of our webinars please email or call me with the information.

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We did have our best turn out so far during our August webinar. I really appreciate you taking the time to be part of the meeting.

We have planned a number of Webinars for our City Operators during the month of September. The details for registering for these are in a link in the City Owner Newsletter. You may want to look at the topics and encourage any of your City Operators to be part of some of these.

Old Contacts

Over the years we have had a number of people who had interest in the business, but for one reason or another, decided not to get involved. However, over the last few weeks we have had two people call us who had looked at us previously. They are telling us that things have changed in their lives and they want to relook at the opportunity that we offer.

I think it is a good idea for all of us to review some of our old contacts and send them an email trying to rekindle their interest in the business. If through this effort, we make even one sale, it will be well worth it. The following is a sample of what I have been sending out the last few days.

Dear Bryson,

Thank you for your interest in Heaven's Best. I assume one of our sales people have contacted you to answer your questions. I would like to speak to you about our opportunity. I am the owner and founder of Heaven's Best. I started the business in 1983 and we have a great process for cleaning carpet, upholstery, wood floors, and tile and grout. Please call me at [800-359-2095](tel:800-359-2095) so we can discuss in further detail the possibility of you becoming part of the Heaven's Best Family. I look forward to speaking with you in the near future.

Sincerely,

Cody Howard

This is just a sample of what you could do. I would personalize it in any way that you feel would encourage the people to contact you. If you have not kept the contact information on past leads Linda may be able to provide you with some of them. You could call or email her here at the Corporate Office.