



“Low overhead and tremendous recurrent earnings potential”

Two Minute Drill

With offices from coast to coast, Schooley Mitchell is North America's largest independent cost reduction consulting franchise. We have been creating solutions for businesses since 1980 and began growing our franchise base in 2004.

Schooley Mitchell operates in an industry with limited competition, and is the dominant cost reduction consulting solutions provider. We offer a strong value proposition to both small and medium-sized businesses.

The size of our network has given us tremendous influence with suppliers, allowing us to identify and deliver objective solutions to save our clients money.

Our commitment to independence and objectivity is a unique competitive advantage that endears us to our clients.

90% of our initial consultative agreements are cost reduction, contingency billing-based engagements which include a three-year commitment for implementation and ongoing reviews. This provides the basis for a strategic-partnership with the client, while the regular reviews create strong recurrent income and the opportunity for additional consulting opportunities.

Key Advantages

A Professional Business-To-Business Franchise In An Everchanging Industry

- ▶ Objectivity – our solutions are in the best interest of the client
- ▶ Telecom consulting is a \$16 billion dollar industry, growing at 12% annually
- ▶ Merchant services consulting is growing more rapidly as cash use declines – credit card is now the No. 1 preferred way to pay for a purchase in the United States
- ▶ The North American courier and parcel delivery services industry consists of about 7,500 vendors, which have combined annual revenue of \$90 billion
- ▶ Many businesses overpay nearly 30-40% on average on waste disposal services
- ▶ In changing business world, we help our clients reduce their expenses in additional areas, including eSignature, electronic logging devices, utilities and fuel
- ▶ Low overhead and tremendous recurrent earnings potential
- ▶ National network of experts to draw from, covering all disciplines
- ▶ Long-term client relationships and protected prospect lists
- ▶ Franchise can hire employees or subcontractors
- ▶ Comprehensive training and mentoring program
- ▶ Compelling value proposition to clients – no-risk analysis of systems
- ▶ Outstanding materials, website and testimonials
- ▶ In-house appointment setting
- ▶ Home-based business
- ▶ No territorial restrictions
- ▶ Fully scalable
- ▶ Business can be executed virtually



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“Few businesses have the time or the optimal telecom, merchant services and shipping solutions.”

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Candidate Profile

Sales and Marketing Experience
Consulting Experience
Management Experience
Customer Service Oriented
Comfortable with Basic Computer Tools
Net Worth: \$150k
Liquid Capital: \$100k

Training & Support

5 Day Initial Training
RAMP Program
(First Year of Business)
Annual Training Conference
24-Hour Web Accessible
Research and Data
Award-Winning Marketing and Presentation Materials
Ongoing Training and Dedicated Staff Support
Monthly Webinars

General Information

Available Throughout North America
Started: 1980
Franchised: 2004
Headquarters: Ontario, Canada
Franchise Fee: \$61,500
Royalties: 8%
Marketing and Advertising: 2%
Total Investment: Less Than \$65,000
Impressive Item 19s

Our Concept Is Simple, and Offers a Great Opportunity for Success

- ▶ Most businesses spend more than they should on their various business services – up to 35% more
- ▶ More than four out of five have errors on their bills
- ▶ Many businesses assume their existing supplier is the only option for service improvements or advice
- ▶ Recent turmoil in these industries has led to confusion and uncertainty
- ▶ Few businesses have the time or the optimal business solutions

Schooley Mitchell looks at various services, including everything a business uses to communicate, process payments, ship small parcels, dispose of waste or utilize e-signatures or electronic logging devices.

We recommend ways to maintain or improve service while reducing costs. The client fee is typically 50% of the savings. This no-risk, contingency-based billing option is very attractive to small and medium-sized businesses seeking ways to reduce costs.



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