

John Francis Client Testimonials

“As a successful company that is relatively new in the franchising world, we consider ourselves so fortunate to have found John Francis to tap into his wealth of information and experience. When confronted with an unfamiliar situation, I often find myself thinking, ‘What would John Francis do?’ – I trust his opinion and decision-making in every facet of franchising implicitly.

I can’t say enough about John Francis. His wealth of franchise experience is blended with a genuine, heartfelt desire to support those around him. The entire process, even the backend dialogue and discovery before he actually came to present to our franchisees was a positive, content-rich experience.
— **Jamie Dillon | VP Marketing, Lunchbox Wax**

“I could see a shift in our franchisees after just 90 minutes with John Francis. He offered up clear, concise best practices for our franchisees during our annual conference, and he was able to relate to each and every one of them – no matter where they happen to be in their franchisee lifecycle.”
— **Terrence Groth | Chief Operating Officer, Lunchbox Wax**

“John does his homework! He combines his vast experience with a refreshing amount of curiosity about our specific franchise - to create a resonant presentation. He's personable and professional, knowledgeable and approachable. “
— **Carrie Morgan | VP Culture & Leadership, Lunchbox Wax**

“All of our franchise owners found the information and your professionally relaxed presentation style beneficial.”

— **CORY CZEPA, President & CEO, Live 2 B Healthy Senior Fitness**

“John’s personal experience growing up in the franchise hair care business, as well as his later involvement with other franchises and businesses, gives him a unique insight into our business. He has excellent business judgement, and his involvement in other franchise systems is valuable in that he can share some non-confidential best practices with us.”

— **GORDON LOGAN, CEO & Founder, Sport Clips**

“John has twice recently been a featured speaker at our events, which targeted a franchisee audience – specifically, helping them strengthen their personal businesses and networks while building a better relationship with their franchisor. The content John discussed made a definite impact on the franchisees in attendance. Many cited his presentation (and specific segments of it) as being revelatory, whether as

new ideas for improving their own business or as reassurance that the issues they've encountered are not unique to them and can be overcome."

— **ERIC STITES, CEO & Managing Director, Franchise Business REVIEW**

"John is my uber board member. From his franchise experience and his time-management skills to his professionalism and work ethic, it's very hard to find someone with all these traits. He doesn't miss a thing."

— **VAS MANIATIS, Founder & President, Seva**

"John is a true professional in every sense. He served as our Keynote Speaker at Seva's President's Cabinet Conference in April of 2015. Not only did our Franchise Partners remain engaged by his message throughout the meeting, but they also liked him as a person and enjoyed getting to know him throughout the day. John also collaborated with me on the event for weeks in advance. He made sure that the message he delivered aligned with our company and its values."

— **KARI COMROV-MARTINEZ, Sr. Director of Spa Operations, Seva**

"I've worked with John at many levels over the years and have found him to be a thoughtful strategic thinker with a deep understanding and knowledge of franchising and the franchise relationship. Most recently, John has advised our ownership group and guided us to implement a new system to improve efficiency and accountability in our organization. I can sincerely say John has made a positive difference at PostNet and I would not hesitate for a second in recommending that others use him in a similar role as an advisor or board member."

— **BRIAN SPINDEL, Co-Founder & President, PostNet**

"John Francis spoke at our Area Developers meeting and they were instantly impressed with his credibility and experiences. He was well prepared and did a lot of homework on our organization and needs so he could maximize his value. We have already seen good results as our AD's are more focused than ever. John hit a home run for Office Pride."

— **TODD HOPKINS, President and CEO, Office Pride Commercial Cleaning Services**