

To All Franchisees,

This one is worthy of its own Great News Memo!

Recently in one of our Good News Memos, there was a story about a lucrative paid referral relationship set up by Treigh Hubbard and an Optometrist Association. He pays them 10% of his earnings from members and they have pledged to refer over 300 members. Now it's really paying off!

Treigh has signed 13 of these clients already – four in just this past two weeks with his subcontractors with more briefings set up in the near future.

He just presented the first client with savings of \$44,000. The client was extremely happy and signed off on the spot. Treigh asked for referrals and the Doctor walked him into a law firm three doors away.

Treigh walked out with the signed Service Agreement and LOAs! Now that's using the Shining Star Method we teach!

And that's not all...

To make his day even greater that same Doctor referred him to a Chiropractor who is an executive of the Chiropractic Association. After reviewing our services with Treigh, the Chiropractor explained they are having their Association meeting in Cancun this weekend – and made arrangement to fly Treigh to Cancun to present to the whole group at their conference for three days!!

Wow! Wow! Wow!

Dennis