



**Last Update October 13, 2009**

## **CONTACT:**

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Website: [www.SchooleyMitchell.com](http://www.SchooleyMitchell.com)

BAI Affiliate Portal: [Schooley Mitchell Telecom 'BAI Affiliate – Broker Portal'](#) (Effective: October 2009 / Click on the link to gain access to the Resource Portal / Must Register First to gain Access)

## **Lead Referrals:**

Register Leads by e-mail, phone or fax to Pam Duskocy.

## **Additional Information:**

[Item 19 FPR - After First Year Average](#) (Effective: February 2009)

[Item 19 FPR - Top 25%](#) (Effective: February 2009)

[Two Minute Drill](#)

[Franchise Broker Quotes](#)

[Picture Yourself](#)

[The Schooley Mitchell Difference](#)

[Franchisee Testimonial #1](#)

[Franchisee Testimonial #2](#)

[Franchisee Testimonial #3](#)

[Franchisee Testimonial #4](#)

[Broker Tip's Program](#)

## **DESCRIPTION:**

Professional B2B Consulting Franchise helping businesses make decisions about telecom services and products. We only charge the client a fee if we save them money, which makes client acquisition an easy process. Our Franchisees are independent of all suppliers of telecom – no commissions, residuals, or kickbacks from suppliers – we always look out for our client's best interest. Quick ROI – low cash investment – revenue driven business – can be operated from home or office – Franchisees can do business anywhere in North America – ideal Franchise for executives.

Our basic service, referred to as Existing Systems Review, is really quite simple. We review all the services and equipment that a business client uses to communicate. That includes cell phones, local service, pagers, long distance, calling cards, conferencing, data, internet, and more. Our clients are often not familiar with the products and services they are currently using because of the confusing environment in telecom. We prepare a professional report summarizing the services received and costs incurred. We then advise the client about how to recover overpayments and how to receive equal or improved service, for less expense. If we find ways to save them money and the client

likes what we've recommended, the fee is an equal portion of the savings for a specified period of time! During the term of the contract with the client, we continue to evaluate their needs and will bring forward additional recommendations that create additional savings for the client and additional fees for our Franchisee. Ultimately we're creating a recurring revenue stream with our existing clientele.

## **BACKGROUND:**

Established: 1982

First Franchised: 1997

Franchised Units: 100

Company Owned Units: 1

Projected New Units (12 Months): 50

Registered: Pending in CA, IL, NY, and WA – License arrangements available.

## **FINANCIAL / TERMS:**

Cash Investment: \$47K

Total Investment: \$47K

Minimum Net Worth: \$125K

Franchise Fee: \$44.5K

Royalty: 8%

Ad: 2%

Average Number of Employees: Flexible. Franchisee may maintain a sole practitioner status or build as large as desired.

Passive Ownership: Possibly, as long as certain conditions are met.

## **SUPPORT & TRAINING PROVIDED:**

Financial Assistance Provided: No

Site Selection Assistance: N/A

Lease Negotiation Assistance: N/A

Co-Operative Advertising: Not Currently

Training: Seven days for initial training course at The Telecom Institute at our Head Office / Three Days of Video

Training/One week Mentoring Training in the Franchisee's location / Bi-weekly Technical Topic Training / Annual

Training Conference – One week / Continual Training Updates via our Intranet; Distance Learning Programs.

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