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MEET THE Millennials



**THE NEXT GENERATION
OF FRANCHISE OWNERS**

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What's next when it comes to franchising? Look no further than the next generation of franchisees. These young people are keen to work hard and have something that they can be proud of and call their own. There are a lot of misconceptions out there about millennials, whether it be that they aren't self-directed or that they don't know the value of hard work, but these franchisees are proving that this generation has what it takes to succeed in whatever they do – from teaching kids soccer to having a successful burrito restaurant! So read on to hear from eight young people who have gone into business for themselves, given it their all, and found success before age 35.

MEET THE MILLENNIALS



JUSTIN PRITTIE age: 26
TWO MEN AND A TRUCK, Cambridge, Ontario



I wanted to own my own business because...

Owning a business and becoming an entrepreneur always sparked my interest. My father has been a part of and involved in many businesses and franchise organizations, and I have always admired his many accomplishments. Like him, I'm a leader and team player who enjoys the challenge of building something significant.

The franchise business model appealed to me because...

I liked that I could become part of an already-established company with brand name awareness, and systems and procedures in place. While there was still a large learning curve for me, the franchise system provides great knowledge, expertise and support to get franchisees up-to-speed very quickly. I have been able to focus on sales, marketing and customer service. Why start something from scratch when you can learn from others who have gone before you?

I chose my particular franchise because...

During high school, I worked for TWO MEN AND A TRUCK in Hamilton as a mover. Then, while studying for my business degree at Wilfrid Laurier University, I chose TWO MEN AND A TRUCK for a project in my Entrepreneurial Finance class project. I thought I'd excel in the Waterloo Region, based on the market analysis I prepared.

The benefits of being a franchisee are...

The number one benefit is that I am my own boss, but with the backing of the franchise system. I truly value the support, advice and encouragement of the other franchisees.

The best part of owning my own business is...

My business is become a huge part of my life. Seeing my franchise grow and develop each year makes me proud. Helping my team learn, develop and mature has been significant. Giving back to the community through the Mikey Network is also extremely satisfying.

My advice to other young people considering franchise ownership is...

Find a business you love and can be passionate about. Involve your family as they can help you get started. If you get excited about the opportunity, they will as well! Also, don't be afraid, just to go for it. I truly believe good things come to those who work hard and honestly. And, if you are not sure about something, just ask!