

Opening Doors

2008 President's Club Awards



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On March 20th, 2009 OpenWorks held its fifth annual President's Club Awards Banquet in Phoenix, Arizona. This event honors both our top performing business owners as well as our most valuable employees. Those recipients, who traveled a great distance to attend the function, were provided with transportation and hotel accommodations. The evening began with cocktails and appetizers and this gave our service providers and employees from each of our different regions an opportunity to get to know each other and share business tips. After some group photos, the Awards ceremony began with a speech from Eric Roudi, CEO. Each Regional Manager was then introduced and they presented their region's business owners and employees with the awards. In addition, to the beautiful trophy, each winner also received a gift bag that included a President's Club shirt. They will also be receiving new business cards engraved with the gold President's Club seal and our new refreshed logo. Once all the awards had been presented there was, of course, a delicious dinner. However, the best part of the evening was the opportunity to meet peers and learn how they had been able to achieve so much over the past year. Congratulations to all the 2008 President's Club Winners!!!!

1st Row – Right to Left: Elisa Gonzales, Amina Redd, Helen DuBoise, Kate Kardasheva, Tara Haller, Andrea Paulette, Carey Wheeler, Virgilio Angulo. 2nd Row – Right to Left: Manual Gonzales, Adam Linares, Cara Chalmers, Jay Kelly, Greg Gee, Jackie Richmond, Charles Richmond, David Abdeen, Anatoliy Yevsyugov, Eric Roudi.

“The majority see the obstacles; the few see the objectives; history records the successes of the latter, while oblivion is the reward of the former!”

ALFRED ARMAND
MONTAPERT
(1906 - 1999)

Author of business strategy books.

“The measure of success is not whether you have a tough problem to deal with, but whether it is the same problem you had last year.”

JOHN FOSTER DULLES
(1888 - 1959)

Served as U.S. Secretary of State under President Dwight D. Eisenhower from 1953 to 1959.

“If the people knew how hard I had to work to gain my mastery, it wouldn't seem wonderful at all.”

MICHELANGELO
(1475 - 1564)

Italian Renaissance painter, sculptor, architect, poet, and engineer.

“Sometimes we have the dream but we are not ourselves ready for the dream. We have to grow to meet it.”

LOUIS L'AMOUR
(1908 - 1988)

American author of primarily Western fiction.



The President's Club honorees

were recognized for their outstanding achievements within the following categories:

Top Performing Franchisees

This high honor acknowledges the franchisees who best exemplify qualities of an OpenWorks business owner. They maintain strong client relationships with the highest YTD account retention rate for the calendar year. This award represents individuals who were recognized as Franchisee of the Month at least once during the calendar year and have grown at least 20% in their RJS billing over the course of the year, over and above their “A” Contract volume. Recipients of this award for 2008 were:

Arizona

Virgilio Angulo
Elisa & Manuel Gonzalez
Cristina & Teresa Perez
Amina Redd

California

Adam Linares

Washington

Georgi & Kate Kardashev
Carey Wheeler
Anatoliy Yevsyugov



Helping Our Franchisees

Elisa & Manual Gonzalez - AZ



Adam & Yasmara Linares - CA



Charles and Jackie Richmond - CA



Carey Wheeler - WA



Employee Awards

This award category is reserved for recognizing excellence amongst the OpenWorks sales and operations staff. Recipients of this award have demonstrated superior performance in all aspects of their sales and operations roles including securing accounts, retaining accounts, problem solving and customer service. The recipients for 2008 were:

Inside Sales - Corporate

Tara Haller, Inside Sales Representative

Outside Sales - Arizona

Greg Gee, Business Development Manager
Operations - Arizona
Jay Kelly, Field Service Trainer. Steve Proodian, Major Accounts Manager

Operations - Texas

Andrea Paulette, Major Accounts Manager

Operations - Washington

Cara Chalmers, Major Accounts Manager
Helen DuBoise,

MVP

Jay Kelly - AZ
David Abdeen - CA



Left: Rob Moore, Eric Roudi, Jay Kelly, Dane Ellison

Below: Rob Moore, Eric Roudi, Greg Gee, Dane Ellison



Left: Christina Arner, Eric Roudi, Helen DuBoise, Dane Ellison

Below: David Abdeen & Jay Kelly - MVP WINNERS!!



Above: Grant Gifford, Andrea Paulette, Dane Ellison. Right: Toni Alford, Eric Roudi, Tara Haller, Dane Ellison



For more details and to find out how you can strive to achieve the **President's Club** status in the future, check with the **OpenWorks Regional Director** in your region.

Achieve Their Dreams...

Franchise Referral Program

The program is very simple – just call the Regional Director in your region and give him/her your name and the name and phone number of the person whom you are referring. If the referral decides to purchase an OpenWorks franchise, then you make...

First Referral = \$ 750.00
Second Referral = \$1,000.00
Third Referral = \$1,250.00

** referrals that result in a sale **

— Regional Contacts —

Arizona

Rob Moore
robm@openworkswb.com
602-224-0440 ext. 127

California

David Abdeen
davidabdeen@openworkswb.com
(562) 428-9210 ext. 402

Texas

Grant Gifford
grantg@openworkswb.com
(214) 766-2310

Washington

Christina Arner
christinaa@openworkswb.com
(425) 827-0550 ext. 304

*Please forward your comments,
newsletter contributions,
or suggestions to:*

Opening Doors Newsletter

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OPENWORKS SALUTES OUR

Franchisee of the Month

Arizona

Alberto Hernandez – Alberto has been an OpenWorks business owner since 2006 and has a very strong work ethic and a good crew, his wife. Account Manager, Brian Robinson, had the pleasure of visiting one of Alberto's largest accounts, Parker Aerospace. It was one of the most interesting aerospace buildings ever and it was absolutely spotless. Alberto has a great attitude and tirelessly cleans this large and technical account. A more organized janitorial closet has never been seen. The MSD sheets where up to date and chemicals were properly labeled. When interviewed, the Aerospace Facility Manager spoke proudly of the communication and the efforts this Service Provider puts forth. Parker Aerospace has special cleaning needs that are performed with pride by Mr. Hernandez and his crew. Keep on shining, Alberto!

California

Jesus Lopez – An OpenWorks service provider since 1997 Jesus' willingness and understanding that the customer is always first has made him successful all these years. One of the keys to

Jesus' success is always addressing customer concerns & issues immediately. One noticeable trait is that he is willing to redo any tag job without hesitation always making sure that his customer is completely satisfied. Way to go Jesus!

Washington

Carey Wheeler – Carey has recently taken on WA largest account and has already built a solid relationship foundation and positive ties with the new customer and embraces the proactive and follow-up concepts it takes to handle a client of this stature. But besides the growth and relationship building, Carey should be recognized for his operational excellence. His start-up support and knowledge of the industry has allowed our team to continue to support all of our customers in the entire region. He has gone above and beyond to work closely with the customer and our team to ensure the smoothest transition possible from day one planning and ensuring he has the proper staffing, chemicals, equipment, and training necessary to be successful. Thanks Carey!

CALENDAR OF ADVANCED TRAINING

CLASSES

* Arizona OpenWorks

4742 N. 24th Street, Ste. 300
Phoenix, AZ 85016

MONTHLY FRANCHISEE BUSINESS MEETING

Date Friday, May 29th
Time 12:00pm – 2:00pm
Location Saguaro Conference Room
Lunch will be served.
Topic OSHA Regulations and Safety Practices for Commercial Cleaning

* Washington OpenWorks

1750 112th Avenue N.E., Ste. D151
Bellevue, WA 98004

MONTHLY FRANCHISEE BUSINESS MEETING

Date Thursday, April 23rd
Time 1:00pm-3:00pm
Location Conference Room
Topic New Uniform Sales and Equipment Demos



Congratulations!

to the following graduates for
successfully completing the intense 10
day FirstWorks training program:

Arizona	Barie Ali Rick Frizell Rafael Gonzales
California	Vonica Seng Kai Tan
Washington	Batjargal Puntsagdash