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## Why Franchising Works

Most people lack the expertise in the essential disciplines needed to develop a successful business within an acceptable timeframe. Franchising offers a cost-effective way to increase your chances of success by leveraging proven systems and processes, allowing you to build a valuable asset with greater confidence. As a business owner, investing in a franchise provides a clear path to building a profitable business while minimizing the risks typically associated with starting a business on your own.



Marketing & Ground Game

Business Coaching

Training & Best Practices

Industry Expertise

# Hear From Our System



## Our History & Story

1999

Shine is founded by Chris Fisher

2006

Expands to include holiday lighting

2011

Begins franchising application with the FTC

2012

Shine Awards First Franchise Owner | Arrows + Hope

2024

Shine Partners with Blue Maven

**TODAY** 

49 Franchise Owners
75+ Territories operating across 18 states



#### Our Core Values



**Servant Leadership** 

We have a Heart for People and follow the Golden Rule



**Pursue Excellence** 

We strive to give our best in EVERY situation while being humble and coachable



**Positive Energy** 

We choose Joy even in challenging circumstances



Safety

We are safe with each other and on the job



**Have Fun** 

We look for ways to make it fun and generously share smiles

Mission: Be a Light in Our Communities

Vision: Creating a Brighter World







# Industry Leading Training

- 7-Weeks Virtual Training | Shine University
- 1-Week Home Office Training
- 12-Weeks Launch Coaching
- Graduate to Franchise Business Coach



#### OUR DISCOVERY PROCESS

Awarding the right fit investors through our 7 step in-depth Discovery Process!

DISCOVERY CALL WEBINAR FDD DUE CONFIRMATION SIGNING FRANCHISE AWARDED

- Getting to know each other.
- Set expectations for next 6-8 weeks
- 2 Parts: Education & Investment
- Send FDD

- Review Items in depth
- Verify financials
- Profiling Completed
- Validation Survey from Franchise
   Owners on candidate
- Territory Review
- Visionary Call

- Virtually meet the entire support team
- Mutual decision to award a franchise
- Award Letter

- Execute agreement to officially become an Owner
- Welcome Call & Onboarding next steps



