

March 13, 2009
Volume 4, Issue 3

FRANCHISE NEWSLETTER

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*In The Pursuit
Of Excellence*

**121 FRANCHISES!
AND GROWING...**

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ACFN WELCOMES 3 NEW FRANCHISES!



CONGRATULATIONS AND BEST OF LUCK TO:
LENNIE C. & JASMINE M.- HAYWARD, CA
RYAN P. -CONGERS NY
JEAN C. -BANFF, ALBERTA, CANADA

A WORD FROM ACFN OF CENTRAL KENTUCKY

I started this business in October 2008 with two ATMs which had recently been installed, so I hit the ground running. I was working in Alabama and the ATMs were in the Cincinnati, OH area, quite a drive from home. My goal was to get the ATM business rolling and find other employment closer to Frankfort, KY which is where I was raised and my family still resides.

Almost immediately, I realized that I could draw out my 401k and go full time, hoping to get enough ATMs before the funds ran out. I figured that the ATM purchases would offset the hit I would take on taxes. I also avoided the 10% tax hit as there is a waiver if you are between 55 and 60.

I notified ACFN that I was ready for at least 10 additional ATMs if they could help with the locations. I began dropping lead packets also. As I travel, I am constantly looking for possible qualifying locations. I also keep packets handy in the car, just in case.

I thank the marketing staff because as of today, I have eight locations with two other locations pending.

I watch the cash flow carefully and try to not let anything run out. I have a laptop with a wireless Verizon connection so that I can check while in the car. I am still learning this business, so I would welcome any advice from more experienced franchisees.

Best of luck,
Tom
ACFN of Central Kentucky

ACFN FRANCHISED INC.

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WE'RE ON THE WEB!

SEE US AT:

www.ACFNFRANCHISED.COM

PERSPECTIVE FROM OUR SR. REGIONAL ACCOUNTS MANAGER



Please keep in mind that as a franchise owner, you act as our only physical link to all potential ATM locations. Any information whatsoever provided to us when you are making a drop is vital to our chances of securing a contract for ATM placement. Any information is appreciated - for example, who you left the packet with is a great way for us to start our initial conversation with the location. Just the simple fact of name recognition really does go a long way in helping build instant credibility with the decision maker. In addition, if you are dropping packets at locations which currently have ATMs please let us

know the company which is currently providing service, the surcharge they are charging and the general look of the ATM and if they have a cabinet or not. You can never include too much information about a potential location. Help us help you grow your business!

KRISTEN'S KORNER

Thank you franchisees for continuously making drops in the month of February! Each month we are growing in the amount of drops and in turn growing in the number of installs. I look forward to the continued success of everyone in the month of March.

Don't forget to participate in the contest and to send in those leads to have qualified. The more leads you send in and the more invested you are with your territory the faster you will grow! So I look forward to receiving those leads from everyone, Thank you!

In the ACFN office, we now have a full leads department! We have all been deliberating on how to make the leads department more efficient, and have come out with a great outcome. That means you the franchisee should expect a steady stream of leads to be coming your way.

Kristen Cicero



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