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FRANCHISE NEWSLETTER

IN THIS ISSUE:

- ❖ ACFN'S MARKETING DEPARTMENT.
- ❖ A FRANCHISE TESTIMONIAL.
- ❖ ANNOUNCEMENTS.



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ACFN WELCOMES NEW MEMBERS TO MARKETING DEPARTMENT

ROBERT HARRIS, NATIONAL ACCOUNTS MANAGER



IN MY TIME AS NATIONAL ACCOUNTS MANAGER, ACFN HAS NEARLY TRIPLED THE NUMBER OF BUSINESSES THAT CURRENTLY TAKE ADVANTAGE OF OUR SUPERIOR ON-SITE ATM SERVICES. AS THE COMPANY GROWS, MORE AND MORE FRANCHISE OWNERS CAN INCREASE THEIR BUSINESSES (AND THEIR INCOMES). TO HELP YOUR FRANCHISE ACHIEVE SUCCESS, I HAVE ASKED THE MEMBERS OF THE ACFN MARKETING DEPARTMENT TO GIVE TIPS AND ADVICE THAT WILL MAKE THE PROCESS OF CLOSING DEALS THAT MUCH EASIER AND FASTER. I HOPE THIS INFORMATION MOTIVATES YOU TO WORK HARDER; EVERYONE AT ACFN LOOKS FORWARD TO YOUR SUCCESS!

JIM DILTZ, SENIOR REGIONAL ACCOUNTS MANAGER

AS A FRANCHISE OWNER, YOU ARE THE REPRESENTATIVE'S EYES AND EARS IN YOUR TERRITORY. SINCE WE ARE UNABLE TO PHYSICALLY GO TO THESE LOCATIONS, INSIGHT PROVIDED BY YOU IS VITAL FOR OUR SUCCESS IN SECURING AN ATM LOCATION. MANY TIMES, FRANCHISE OWNERS DON'T INCLUDE ANY NOTES ABOUT A LOCATION, WHICH HINDERS THEIR FRANCHISE'S SUCCESS. ANY INFORMATION IS APPRECIATED — DESCRIBE THE LOBBY, TELL US WHO YOU HANDED AN INFORMATION PACKET TO. KEEP YOUR EYES OUT FOR NEW CONSTRUCTION JOBS, REMODELS AND LOCATIONS THAT ALREADY HAVE ATMS — THEY ARE ALL OPPORTUNITIES FOR YOU TO GROW YOUR BUSINESS.



STEVE CUJAL, REGIONAL ACCOUNTS MANAGER



AS A FULL-SERVICE ATM SERVICES PROVIDER, THE ACFN STAFF AND FRANCHISE OWNERS TAKE GREAT CARE IN CATERING TO OUR CUSTOMERS. AS A PART OF THE ACFN FAMILY, FRANCHISE OWNERS CAN TAKE THE NEXT STEP IN PROVIDING EXTRAORDINARY CARE WHEN DROPPING INFORMATION PACKETS TO PROSPECTIVE ATM SITES. WHEN SEEKING OUT THE OWNER OR MANAGER OF A BUSINESS, TAKE PRIDE IN YOUR AFFILIATION WITH ACFN — WEAR YOUR LOGO SHIRT, SMILE AND SHOW YOUR FUTURE CLIENTS THE KIND OF WORLD-CLASS ATM SERVICES THEY CAN EXPECT FROM ACFN.

ROBERT FELIX, REGIONAL ACCOUNTS MANAGER

MY BEST ADVICE IS TO STICK TO THE THREE C'S — CONSISTENCY, COMMUNICATION AND COOPERATION. TRY TO BE AS CONSISTENT AND TIMELY AS POSSIBLE WITH DROPPING OFF INFORMATION PACKETS TO PROSPECTIVE ATM SITES, AS BUSINESSES CAN GO THROUGH CHANGES AT THE DROP OF A HAT. KEEP COMMUNICATION LINES OPEN AT ALL TIMES — WHEN YOU CALL AN ACFN REPRESENTATIVE TO TELL THEM ABOUT A LOCATION, IT ALSO PUSHES US TO WORK HARDER FOR THE FRANCHISE OWNER. FINALLY, COOPERATE WITH ACFN REPRESENTATIVES. COOPERATION BETWEEN THE FRANCHISE OWNER AND ACFN STAFF IS THE FASTEST WAY TO ACHIEVE OUR COMMON GOALS.



TARA MEEKINS, NATIONAL ACCOUNTS COORDINATOR



AS THE NEWEST MEMBER OF THE ACFN MARKETING DEPARTMENT, I AM SO EXCITED TO WORK WITH ALL FRANCHISE OWNERS AND CONTRIBUTE TO THEIR GROWING BUSINESSES. AS THE NATIONAL ACCOUNTS COORDINATOR, I AM IN CHARGE OF FINALIZING ATM INSTALLATIONS FOR ALL NATIONAL ACCOUNTS. THIS IS A JOB THAT REQUIRES EFFECTIVE COMMUNICATION BETWEEN ACFN, THE FRANCHISE OWNER, AND THE ATM SITE. THE FASTER FRANCHISE OWNERS CAN RETURN MY PHONE CALLS AND E-MAILS, THE FASTER I CAN ENSURE AN ATM INSTALLATION IN THEIR TERRITORY.

**ACFN
FRANCHISED,
INC.**

A FRANCHISE TESTIMONIAL FROM ACFN OF CENTRAL OKLAHOMA

I BEGAN OPERATING AN ACFN FRANCHISE IN FEBRUARY 2007. I HAVE TO ADMIT I WAS A BIT SKEPTICAL AT FIRST, BUT VICE PRESIDENT AVI BLANKROTH CONVINCED ME THAT THE ACFN BUSINESS MODEL WAS NEAR FAIL PROOF. AVI SUGGESTED IT WAS IN MY BEST INTEREST TO BUY AN EXCLUSIVE AREA FRANCHISE, AND I TOOK HIS ADVICE. IT HAS BEEN 18 MONTH AND I HAVE TO SAY, AVI WAS RIGHT! I CURRENTLY HAVE TEN INSTALLED ATMS.

A LOT OF CREDIT GOES TO THE MARKETING DEPARTMENT, LED BY ONE OF THE BEST DEAL CLOSERS IN THE COUNTRY, NATIONAL ACCOUNTS MANAGER ROBERT HARRIS. HIS TEAM SECURED LOCATIONS THAT PREVIOUSLY REFUSED ATM SERVICES NUMEROUS TIMES. WITH THE HELP OF ACFN REPRESENTATIVES, THE BUSINESSES MANAGEMENT CAN SEE THE BENEFITS OF PLACING AN ACFN ATM. THE ACFN DRIVE IS WHAT MAKES THIS BUSINESS MODEL WORK, SO I AM THANKFUL TO HAVE MY FRANCHISE IN PLACE FOR ONGOING GROWTH, SINCE THAT IS WHAT ACFN IS ALL ABOUT.

THE ONLINE LEADS REPORT IS ANOTHER WONDERFUL TOOL FOR FRANCHISE OWNERS TO UTILIZE. IF THE MARKETING DEPARTMENT IS GETTING CLOSE TO SECURING AN ATM LOCATION BUT NEEDS A LITTLE HELP, I WILL GO BY THE BUSINESS TO SEE IF I CAN ANSWER ANY QUESTIONS. THIS GIVES THE OWNER OR MANAGER A SENSE OF ACFN AS A LOCAL COMPANY. IN THESE MEETINGS, I CAN ASSURE THEM THAT WE ARE THE BEST ATM COMPANY OUT THERE.

AS A FRANCHISE OWNER, I DO MY PART BY KEEPING ALL OF MY ATMS FULLY SERVICED AND STOCKED. MY MACHINES DO MOST OF THEIR BUSINESS THURSDAY THROUGH SATURDAY, SO I GET THEM SERVICED PRIOR TO THE BUSY TIMES.

IN SUMMARY, IT IS GREAT TO BE A PART OF THIS GROWING COMPANY AND I THANK THE ENTIRE STAFF OF ACFN FOR DOING THEIR PART TO MAKE THIS A GREAT EXPERIENCE FOR ALL FRANCHISE OWNERS.

THANK YOU,

TONY, ACFN OF CENTRAL OKLAHOMA

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A SPECIAL THANKS TO OUR CONTRIBUTING WRITERS: TONY HULSEY AND THE ACFN MARKETING DEPT.

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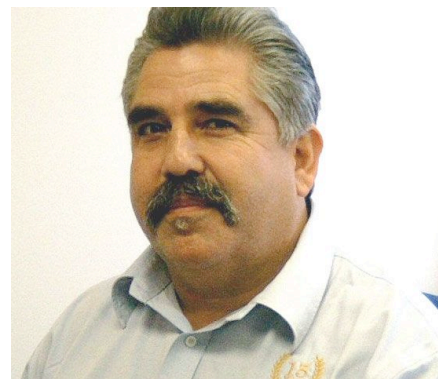
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A NOTE FROM BOB LEDESMA, SENIOR FRANCHISE SPECIALIST:

I HAVE BEEN AT ACFN FOR ALMOST FIVE YEARS, AND IN THAT TIME I HAVE SEEN THE NUMBER OF FRANCHISES INCREASE TO COVER 85 PERCENT OF THE UNITED STATES, AND WE ARE NOW SELLING FRANCHISES IN CANADA. ACFN SPECIALIZES IN PUTTING FRANCHISES IN PREMIER LOCATIONS. OUR FOCUS IS THE TRAVEL AND ENTERTAINMENT INDUSTRY; WE DON'T GO INTO CONVENIENCE STORES, THAT'S NOT OUR MARKET. BY NARROWING OUR FOCUS, IT HELPS PRODUCE MORE VOLUME, AND PROFITS, IN ATM MACHINES. WE DO ALL THE MARKETING, RESEARCH, NEGOTIATING AND LANDING THE CONTRACTS. THE FRANCHISE OWNER CAN BUILD THEIR BUSINESS INTO A SOURCE OF SUPPLEMENTAL, OR PRIMARY, INCOME. IT DEPENDS ON FRANCHISE OWNERS HOW BIG THEY WANT THEIR BUSINESSES TO GROW.



ATTENTION FRANCHISE OWNERS!

JENNIFER DE LA ROCHA HAS REPLACED KATIA PROTSENKO IN THE ACCOUNTING DEPARTMENT. YOU CAN CONTACT JENNIFER FOR ASSISTANCE WITH PURCHASING AND ADMINISTRATION. HER EXTENSION IS 5130 AND E-MAIL IS JENNIFER@ACFN.INFO.



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