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# FRANCHISE NEWSLETTER

## ACFN WELCOMES 6 NEW FRANCHISES!

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### CONGRATULATIONS, AND BEST OF LUCK TO:

CESAR, TEXAS & ARIZONA  
 VICTOR, GEORGIA & FLORIDA  
 BRANDON, SOUTH CAROLINA  
 FERI & KAM, CALIFORNIA  
 DANNY & DAVID, TEXAS

KAM, BRITISH COLUMBIA, OUR FIRST FRANCHISEE IN CANADA!



**96 FRANCHISES!**  
AND GROWING...

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### A WORD FROM OUR CONTROLLER...

ENROLLMENT IN OUR DIRECT DEBIT PROGRAM IS UP TO 60% OF OUR FRANCHISEES! THE PARTICIPANTS ENJOY QUICK, STRESS-FREE, AND NO FEE TRANSFER OF FUNDS. I WOULD LIKE TO ENCOURAGE THE REMAINING 40% TO GIVE IT A TRY. IF YOU WANT TO SPEAK WITH A FRANCHISEE THAT IS ALREADY USING THE PROGRAM I CAN MAKE THE CONNECTION FOR YOU. PLEASE CALL ME WITH ANY QUESTIONS OR CONCERNS. WISHING YOU ALL A HEALTHY, HAPPY, AND SAFE HOLIDAY SEASON,

MIRA YAKIR

### YOUR NEW YEAR'S FRANCHISE CHECKLIST:

ACFN IS IN THE PROCESS OF DISCUSSING NUMEROUS CORPORATE DEALS THAT INCLUDE OVER 100 LOCATIONS. AS THESE DEALS DEVELOP, HERE ARE SOME TIPS AND STRATEGIES FOR HELPING YOUR BUSINESS GROW WITH ACFN:

- ★ IF YOU OWN AN EXCLUSIVE FRANCHISE, KEEP ONE OR MORE ATMs ON-HAND AT ALL TIMES.
- ★ KEEP ALL SCHEDULED MEETING APPOINTMENTS AND STICK TO YOUR SET INSTALLATION DATES. LAST MINUTE CHANGES MAKE YOU, AND ACFN, AN UNDESIRABLE VENDOR OPTION.
- ★ DO NOT DEVIATE FROM THE ESTABLISHED ACFN PROGRAM FOR A CORPORATE ACCOUNT. IF YOUR ACFN MARKETING REPRESENTATIVE TELLS YOU THE LOCATION REQUIRES A CABINET OR A SPECIFIC ATM MODEL, STICK WITH IT EVEN IF THE INDIVIDUAL LOCATION SAYS IT ISN'T NECESSARY. IT ONLY TAKES ONE BREAK IN THE CORPORATE AGREEMENT TO CANCEL A DEAL FOR MANY OTHER FRANCHISEES AROUND THE NATION.
- ★ KEEP CURRENT DOCUMENTATION OR RECORDS OF ALL MEETINGS, PHONE CALLS, AND VISITS FOR YOUR PROSPECTIVE LOCATIONS. THIS HELPS WITH COMMUNICATION BETWEEN THE REGIONAL ACCOUNTS MANAGERS AND THE LOCATION.
- ★ STICK TO YOUR AGREED-UPON AREAS, AND DON'T CHERRY PICK YOUR LOCATIONS. BY STICKING ON ALL QUALIFIED LEADS IN YOUR ENTIRE AREA, IT HELPS YOUR GROWTH AND OURS.



- ★ STRIVE TO CONTINUALLY IMPROVE COMMUNICATION AND CUSTOMER SERVICE AT YOUR LOCATIONS. YOU DON'T HAVE TO BECOME FRIENDS, BUT ALWAYS REMEMBER THAT THEY ARE YOUR CUSTOMERS.

**THINK BIG! WE ARE ALL STRIVING TO BE SUCCESSFUL, AND THAT GOAL CAN ONLY BE ATTAINED IF WE WORK AS A TEAM.**