



## Build a Better Business

- Guiding **Owners** to be **Managers**
- Supporting **Managers** to build a **Team**
- Bringing better **Profit** to every business

## As a Solopreneur Move up to Owner-Operator

Madeleine MacRae, an industry expert, identified 4-window treatment business levels. Level 1 is **Solopreneur**. The owner does everything themselves. The next level is **Owner-Operator** with 3+ employees. This is the most difficult transition in your career. It is the change from selling to managing. It takes desire, learning, and willingness to change. Here are the essentials:

- Build a solid business with an operations assistant, contract installer, and monthly financial statements.
- Add a sales consultant. That's tough for any owner, especially one that doesn't do it often
- Improve profit at once to cover added operating costs

***Exciting Windows! Partners and Members guide you every step of the way.***

## New Exciting Windows! Partners Bring New Member Benefits

LuAnn and Vince Nigara, new majority owners of Exciting Windows! add vast window treatment sales and management expertise. Combined with Steve Bursten and Steve Wishnow, the 4 partners have

- Over 100 years experience guiding 1000 window treatment owners to Build a Better Business.
- With 27% growth from April 2021 to May 2022, more window treatment owners than ever are joining Exciting Windows!

## How Do the 4-Partners Guide You to Become an Owner-Operator?

- First, we provide you a 4-Partner *Analysis and Recommendations*.
- We study your current business, judging your strength and manager needs. You probably have a good idea what you need so we do a lot of listening.
- Then we give you recommendations on benchmarks and goals, selling system, operations system, and marketing for quality appointments. We advise **WHAT** to do
- Then you connect with existing Exciting Windows! Members and learn **HOW** to do it

## Exciting Windows! Members Show You HOW to Do It

- Many Members were once where you are now. They will guide you to higher levels
- Connect with Members weekly on Zoom Conferences and national LIVE events twice yearly
- Find a Member you like. Email, phone, or visit at their location. A partner will help you

## Your third level is to be an Owner-Manager

- Owner-Managers have experienced staff for sales, order processing, and installation. They also have managers for key positions.
- This level takes time to develop. Support by Exciting Windows! is amazing. It's in a separate bulletin. When you're ready, we'll show you the support you receive.

**Exciting Windows! is the ONLY network that guides Solopreneurs to become Managers, and supports Managers to build a Team**