



FRANCHISE OWNER SPOTLIGHT

RICHARD BENNETT II, BENNETT'S CLEANING SOLUTIONS LLC

We recently spoke with Richard, who has been a Coverall Franchise Business Owner for eight years. Based in Virginia Beach, VA, he has 16 employees and focuses on servicing all medical customers. He's been a consistent high performing Owner and we were glad he took the time to share his story with us.

Richard is a natural entrepreneur – a quality that he says comes from his family history. His father and grandfather both ran their own businesses and Richard commented that he learned his strong ethic from his family. Even as a young boy, Richard had a business instinct. He cut grass, ran a paper route and even sold candy in school. He's a natural communicator and this skill has served him well with his Coverall customers.



Prior to becoming a Franchise Business Owner, Richard worked for the city of Norfolk, VA. He took advantage of the leadership training offered by the city, which as he says, has helped him be a better Owner.

He learned about Coverall through a referral and decided to become the next entrepreneur in his family. He credits his success to being consistent and leading by example. Richard sees tremendous growth opportunities in On-Demand and Preventative Maintenance services for his business. He's totally focused on the needs of his customers.

"It's my responsibility to solve the pain points of my customers," he said. His plan for this year is to continue to add on services for his customers.

"One of the biggest benefits of starting your own franchise, is that Coverall has the support system in place to help you get started," he added. "Training is important as well."

We enjoyed our conversation with Richard. We are thrilled to have him part of the Coverall family for the past eight years and we know more great things are coming his way.