DOTCOMGUY

You'll Never Have an Easier, Better Opportunity to Launch a Business.

THE OPPORTUNITY

Become a DotComGuy: Sales Director Licensee, Account Manager or Affiliate. Become the leading provider of small business technology support by leveraging DotComGuy's network of over 20,000 U.S.-based technicians and our revolutionary Software as a Service (SaaS) business support products.
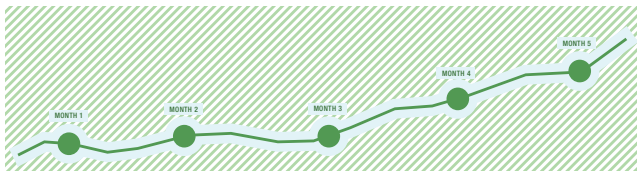
Build a business on recurring revenue while rescuing today's business owners from lost productivity, failed technology, and employee downtime. We are looking for self-starting, motivated sales professionals that want to build a business. You do not need to be technical; you need to be great at sales and building customer relationships.

MONTH 1 MONTH 2 MONTH 3 MONTH 4 MONTH 5

20,000

DOTCOMGUY'S NETWORK OF U.S.-BASED TECHNICIANS

INCOME POTENTIAL

The DotComGuy Sales Director business model is structured to support net revenue of over $250K per year by year two and over $1 million before the fifth year. Income growth is based on recurring, subscription-based business, which means every new customer increases your income month-over-month. Account Managers and Affiliates will make significantly less, but will still have the potential to earn significant income.

SMALL BUSINESS FACTS

54% OF ALL SALES IN THE U.S.
ADDED **8 MILLION** JOBS SINCE 1990
56 MILLION NATIONWIDE

Small businesses in America account for 54% of all sales in the U.S. and provide 55% of all jobs. Since 1990, while big business eliminated 4 million jobs, small businesses added 8 million new jobs. The small business sector represents over 56 million businesses nationwide – and most of them need business IT support because they don't have an easy solution available to them. Best of all, it all hinges on a low-cost, easy to sell product. Would you be willing to spend less than $10 a month to guarantee your business stays productive? We believe most small business owners will answer that question with a resounding yes!

WHY CHOOSE IT SUPPORT FOR YOUR NEXT BUSINESS?

The small business market is growing and healthy, but remains intensely cost-conscious. The small business sector represents over 56 million businesses nationwide. Non-employer firms represent over 21 million businesses, while employer-firms with less than 10 employees represent over 9 million firms.[1]

21M (non-employer) Businesses

56M Businesses

30,000,000 Potential Customers

These 30 million firms represent the addressable market for DotComGuy and need robust yet cost-effective solutions for their business support needs:

1 An estimated 15 million computers suffer from data loss annually[2]. The costs of recovery are staggering, with 70% of companies going out of business after a major data loss incident[3] and 20% incurring costs that exceeded $10,000 in damages.[4]

2 According to Hewlett Packard, 80% of computers contain data that is not protected from data loss.

3 Small firms also tend to hire a greater number of older workers and people who prefer to work part-time.[5] These employees are highly skilled in the business domain but often lack strong technical skills.

Tech support services for large corporations are provided in-house, but at a high cost. Small businesses rely on IT as much as large companies. But, they don't have the full-time, on-site technical staff which large companies rely on. These small businesses suffer from a painful competitive disadvantage. Our solution provides easy technical support to small firms – even single proprietorships with relatively little technology. Equally important, we provide solutions to companies with no immediate resources to address technical issues.

[1]U.S. Census, Statistics about Business Size.

WHY CHOOSE DOTCOMGUY

DotComGuy has developed a unique, unprecedented solution that provides the support network which small businesses need.

Our solution is a Software as a Service (SaaS) product that monitors our customer's computers, email and web servers 24/7, protects their data, and prevents threats including viruses and Trojan horses.

The DOTCOMinator provides our customers with a computer health dashboard and automatic email alerts if there is a problem that needs their attention. With the DOTCOMinator, our customers can safely stop worrying about technology issues.

A DOTCOMinator subscriber also gets 24/7 access to our network of over 20,000 U.S.-based technical staff. Our technicians provide both online and on-site support for just about any need: Fixing a broken computer, installing a new phone system, or mounting a flat-screen panel on the wall, it's all part of what a DotComGuy does. With remote support, technology problems can often be fixed in minutes, and if an on-site visit is called for, our customers needn't worry: A DotComGuy can be on-site within one or two hours.

But, there's one more thing: With a DOTCOMinator subscription, customers also get access to our growing network of business support services, such as ink and toner supplies. Our ink and toner supplier manufactures eco-friendly printer supplies here in the U.S. at a cost to customers that's as much as 60% below competitive products.

DotComGuy's mission is simple: To provide a complete support network that our small business customers can rely on, from computer health monitoring, to technology-oriented service and support, to day-to-day business product benefits.

All of this is offered for a small monthly subscription starting at $9.95, with Business Pro and Business Elite subscriptions of $29.95 and $39.95, per computer, per month.

As a DotComGuy licensee and Sales Director, your revenue share is remarkable: The DotComGuy Sales Director business model is structured to support net revenue of over $250K per year by year two and over $1 million before the fifth year. Income growth is based on recurring, subscription-based business, which means every new customer increases your income month-over-month.

International Data Corporation (IDC) estimates that Software as a Service (SaaS) will grow at a compound annual growth rate of 24%, from $23 billion in 2011 to $67 billion in 2016. DotComGuy licensees are ideally positioned to take advantage of this vast, rapidly growing market by leveraging our cloud-based technology to support today's growing small business market.

REVENUE MODEL

One of the easiest ways to understand the incredible income potential of a DotComGuy license is to work through a single sale, and then see how that translates into long-term, stable, recurring income – income that can easily exceed $250K in your second year.

ONE TYPICAL CUSTOMER

The DotComGuy customer profile is a small business owner, typically with a few employees and a handful of computers. For this example, let's assume our "typical customer" has four computers. We'll start off with a Business Basic subscription – that's just $9.95 per month, per computer, thanks to our exclusive The UPS Store® discount.

Computers (Subscriptions)	Monthly Fee	Your Revenue per Subscription	Your Total Revenue
4	$9.95	$5.77	$23.08

Revenue from a single, typical Business Basic customer

1 subscription = = $23.08/month | 100 subscriptions = $577/month

200 subscriptions = $1,154/month

In this example:

Your revenue is **$23.08 per month** for just four computers.

At 100 computers (subscriptions), your revenue increases to **$577 per month**.

At 200 subscriptions, your revenue increases to **$1,154 per month**…and so forth.

If you choose to hire account managers, some of this revenue will go to the account manager – about $2.99 for a Business Basic subscription. You will then be increasing your revenue through the account managers' sales because they'll be out there growing your business for you!

THE POWER OF RECURRING REVENUE

The great thing about the DotComGuy business model is recurring revenue. Every single sale that you make is a subscription, which means that revenue keeps coming in month after month.

We can see the power of this recurring revenue model if we apply it to 500 typical customers, each with four computers. Once you have 500 customers on board, even if they only sign up for the Business Basic subscription, you'll be making nearly $140,000 per year!

Revenue per Customer	Total Customers	Monthly Revenue	Annual Revenue
$23.08	500	$11,540	$138,480

Annual revenue with 500 Business Basic customers

MORE THEN THE BASICS

Now the important part: There's a lot more to it than Business Basic subscriptions! The Business Basic subscription is just opening the door, because DotComGuy offers a wide selection of subscription levels and products to our customers – and the most important thing is that you get revenue from every single product your customer buys through DotComGuy.

Now, let's say some of your customers make a few purchases. We'll start with a 10GB Mozy cloud backup upgrade – for our typical customer with four computers, that's $11.84 in revenue, each month. Let's also say your customer buys three ink cartridges and makes one call for technical support during the year, bringing in an extra $50.22. Averaged out, your customer is now bringing in $39.10 each month.

If one-third of your customers make similar purchases, your income jumps to $171,160!

Revenue per Customer	Total Customers	Monthly Revenue	Annual Revenue
$23.08	330	$7,616	$91,396
$39.10	170	$6,647	$79,764
		TOTAL	$171,160

Annual revenue with one-third of customers buying products

REACHING $1,000,000

DotComGuy has created a business model that supports achieving, and exceeding, $1 million in revenue in your fifth year of business. The model is based on revenue you and 6 account managers generate. The model assumes you and your account managers will grow your business over five years, each of you subscribing about 800 "typical" customers.

What's more, the model uses reasonable expectations. For example, we assume that you will close 120 customers in your first year. That's it, just about 10 customers each month.

There is opportunity to do better – you can have up to 10 account managers, you can achieve better sales numbers, or you could close a deal with a major franchisor or affiliate for thousands of units – but as you'll see, that's icing on the cake. Now, here's how it works.

Using our business model, your first six months are focused on establishing your business, and bringing on board one Account Manager. Then, with your business foundation solidly laid, you'll bring on two more Account Managers and focus on growth in the second half of the year. Every Account Manager you hire will contribute to your profit.

By following our business model, this is what your business looks like after one year:

	Q1	Y1	Q2	Y1	Q3	Y1	Q4	Y1
Your Customers	30	87	79	121
Account Managers		1	3	3
Account Managers Customers		61	389	358
Net Quarterly Revenue	$3,346	$9,672	$18,018	$21,375
Net Revenue (To Date)	$3,346	$13,108	$31,036	$52,411
Your Annual Income (Y1)				$52,411

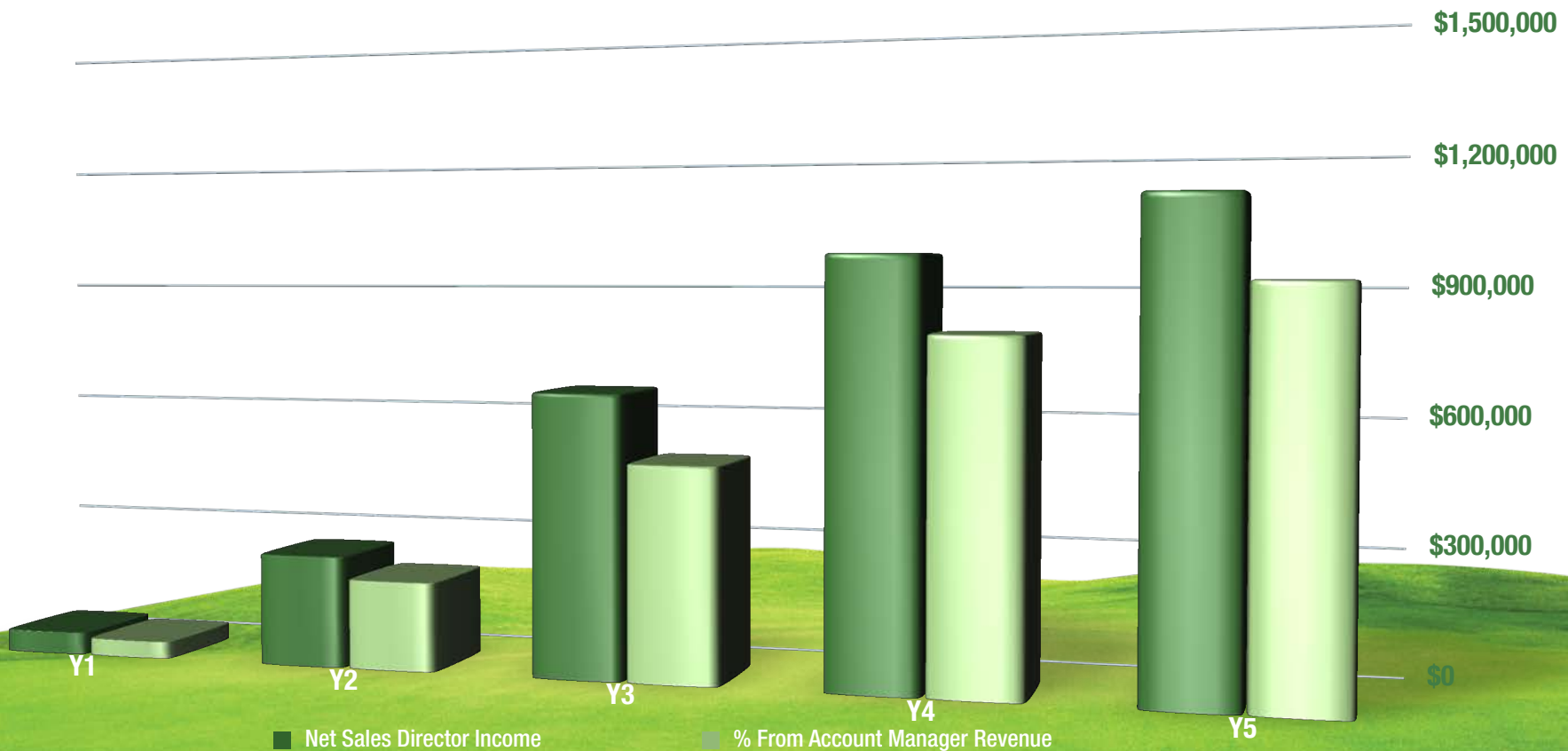### DotComGuy Business Plan Snapshot: Year 2

The first year is all about getting off the ground successfully. If you continue to follow the DotComGuy business plan, your second year's goals include hiring a total of 5 Account Managers, each one bringing in more customers.

	Q1	Y2	Q2	Y2	Q3	Y2	Q4	Y2
Your Customers	163	209	258	309
Account Managers	4	4	5	5
Account Managers Customers	683	880	1,378	1,674
Net Quarterly Revenue	$37,883	$51,960	$77,205	$96,287
Net Revenue (To Date)	$90,295	$142,255	$219,315	$315,748
Your Annual Income (Y2)				$263,337

DotComGuy Business Plan Snapshot: Year 2

THE GRAPH

And that brings us to your five-year, DotComGuy business plan. Using this model, you can build your business to achieve or even exceed $1M in revenue in your fifth year of business, as shown in the following chart.

$1,500,000

$1,200,000

$900,000

$600,000

$300,000

$0

Y1

Y2

Y3

Y4

Y5

■ Net Sales Director Income   ▨ % From Account Manager Revenue

ACHIEVING YOUR GOALS

As part of your DotComGuy Licensee Program Benefits, you'll come on-site to DotComGuy headquarters where you'll learn how to make this model work for you. You can choose to follow it precisely or to take your own path – either direction is fine. We'll teach you how to execute the plan, and then you decide how big you want to go.

DOTCOMGUY LICENSEE PROGRAM BENEFITS AND SUPPORT

For every computer, PC, Mac and laptop that downloads the DOTCOMinator, you receive monthly, recurring revenue from the subscription fee as well as any additional products or services that your customer purchases through the DOTCOMinator. That means on-site service, backup capacity upgrades, ink and toner, or even having that flat panel mounted on a wall translates into income that you receive.

DotComGuy will provide the entire program that you need to support a growing business, enabling you to stay focused on your primary activities: selling DOTCOMinator subscriptions, and growing your business by mentoring and managing account managers that you hire. You focus on selling, and DotComGuy will do the rest, including our famous customer care.

The DOTCOMinator is so cost efficient for your customer that it literally costs more not to have the DOTCOMinator. There aren't many products in the world that pay for themselves many times over every month (see our DOTCOMinator Value Proposition Brochure, one of the many sales collateral tools that you'll receive as a Sales Director).

YOUR JOB is to get as many DOTCOMinator downloads onto as many computers as possible. We do the rest, including our famous customer care!

SALES TOOLS

DOTCOMinator pays for itself many times over, each and every month, and that means as a Sales Director you've got a great advantage. You can focus on providing an essential service to your customers that "keeps their business running." There aren't too many products that can say that. For a small business, the ultimate pain point is when their computer is down so is their business. You offer peace of mind, starting at only $9.95 per month and per computer (with a discount code from The UPS Store). It's an easy decision for customers that value their time, and their business.

We provide you with all the sales tools you need to deliver this great product to your customers:

1. Sandler Training® easy three-step sales process and script to sell the DOTCOMinator (as well as our two-day on-site sales training program co-developed by the Sandler Training).

2. Our very creative, 2-minute Hollywood-produced product video that "breaks the ice" with your prospect. Step one of our Sandler Training three-step sales process grabs your customer's attention and drives home their #1 Pain Point.

3. Our DOTCOMinator Value Proposition brochure spells out all the product features and cost-saving benefits. Step two of our Sandler Training three-step sales process drives home these incredible features and cost saving benefits.

4. Our Customer Sign-up StoryBoard walks you through the quick sign-up process that you can do over the phone or in person with your customer. Step three of our Sandler Training three-step sales process downloads the DOTCOMinator onto your customer's computers, turning them into a paying subscriber.

5. Our opportunity video helps you attract and hire account managers and affiliates.

6. Sandler Training easy-to-follow prospecting plan.

7. Sandler Training goal setting template to make sure you stay on track.

8. Our income pro-forma matrix planning tool, to help you plot out your goals and keep track of your progress as you build your business.

9. DOTCOMinator non-technical and technical brochures.

10. LeadMaster Customer Relationship Management (CRM) system pre-populated with 1,000 business leads, with LeadExpress to manage your account manager sales staff.

11. Our exclusive two-day comprehensive training course at our Los Angeles facility.

12. Three-month sales training course (once a week for two hours) at a local Sandler Training Sales School to sharpen your sales skills and become the best you can be (includes workbook and audio package as well as a copy of the best-selling Sandler Sales Principles).

13. Weekly one-hour sales calls to track your progress, discover what's working, fine tune your sales skills, and stay on track with your goals. At DotComGuy we are always looking to improve on everything we do as a sales team working together.

14. DotComGuy's Account Manager Recruitment Generator (AMRG), to vet, select, hire, and begin to train your account managers. Once you complete your initial "30 accounts in 90 days or less," you get three account managers to mentor and manage. As your sales increase, you will be rewarded with additional account managers from the AMRG (at the sole discretion of DotComGuy).

15. **4,700 The UPS Store® locations** featuring the DotComGuy brand in posters, in-store brochures, and signage, as well as the benefit of millions of dollars in national advertising and marketing by The UPS Store Small Business Gateway.

16. On-going, frequent, press releases and marketing of the DotComGuy brand through DotComGuy's corporate press firm, Vocus.

17. Periodic sales contests where corporate affiliates will be awarded to the winners.

DotComGuy has structured a program that gives you everything you need to become a successful IT business provider to your customers, including first rate sales materials, training, and sales program support tools. With this arsenal of sales tools in-hand, you'll be positioned to capture your local market – and beyond!

BUSINESS DEVELOPMENT STRATEGIES

DotComGuy provides business owners with the ability to leverage resources and tools they traditionally could not afford or have access to. Our exclusive referral agreement with The UPS Stores allows DotComGuy to expand Nationally, through 4,300 direct points of sale across the country. By offering an independently owned and operated model known as the Sales Director License model, the brand, system and value proposition of the DotComGuy is now directly in your hands.

A Sales Director "Sales License" will include the rights to:

▼

1

3 The UPS Store Locations. You will participate in all DotComGuy sales generated from three stores in your geographic region. The locations will be chosen by the licensor and licensee based primarily on proximity to the Sales Director's place of business or home address.

2

10 Account Managers. Account Managers are your sales force, contributing to the bottom line growth of your business. Part of your job is to mentor and manage your account managers. DotComGuy will help you obtain at least three account managers from our Account Manager Recruitment Generator (AMRG).

3

20 Affiliates. Affiliates are independent referral partners who will be referring customers and potential leads to you. Affiliates can be individuals or companies that refer work on a periodic basis, such as an IT professional with a handful of customers or a master franchisor with 2,000 franchisees.

With DotComGuy, your income keeps growing with each customer subscription. This is especially powerful for people looking to build up some retirement income!

DOTCOMGUY SALES DIRECTOR TRAINING PROGRAM

The Sales Director License program includes the following Sales Director Licensee training programs:

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PHASE 1 ONSITE TWO DAY INTENSIVE TRAINING

DotComGuy management will work with Licensee to understand and fully grasp what an ideal Sales Director operation will be for the business to succeed. DotComGuy will provide Licensees with approximately 2 full days of initial training at our headquarters in Los Angeles or another location decided by DotComGuy, beginning approximately two to four weeks before the Licensee is scheduled to open for business.

Training will cover administrative, operational, and sales/marketing matters. It will be provided for the Sales Director Licensee alone and will support the "train the trainer" mentality so that Sales Directors can go back to their business understanding of how to prospect and sell the DOTCOMinator, and how to train their own account managers when the time comes.

PHASE II TRAINING PROVIDED AT THE LICENSEE'S LOCATION

The first 90 days after startup is critical and DotComGuy has made certain that every Sales Director has the full support of their local Sandler Training to successfully complete an initial "30 Accounts in 90 Days or less" and our "Four Weeks to Success" programs. On-site training typically takes place when the Licensee commences operations of their DotComGuy model. The onsite training will be supported through a strategic partnership with Sandler Training, through a network of over 200 Sandler locations.

PHASE III WEEKLY SALES CALLS WITH DOTCOMGUY

All Sales Directors will participate in our team sales management program, which includes weekly one-hour sales calls to track your progress, discover what's working, fine tune your sales skills, and stay on track with your goals. At DotComGuy we are always looking to improve on everything we do as a sales team working together.

SALES DIRECTOR LICENSE COST

The investment to purchase a DotComGuy Sales Director license and receive all of the benefits covered above is $15,000 U.S. There is no cost for account managers. Every Sales Director Licensee (SDL) will receive all program benefits outlined above, including the three The UPS Store locations, and the right to have up to ten account managers, and twenty affiliates.
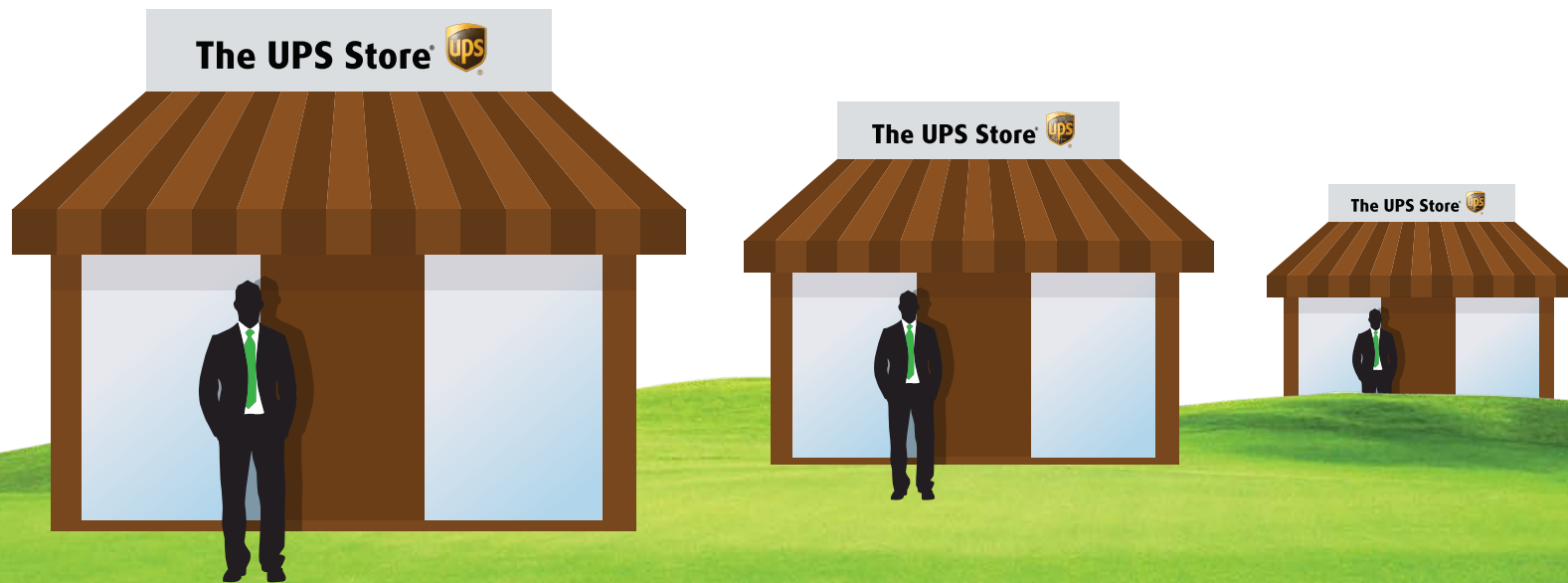
THE OPPORTUNITY REVISITED

There is nothing like the DotComGuy Sales Director out there today. We are looking for self-starting, disciplined sales professionals who want to take their income potential to new heights. This is not a "tech support franchise," where you would need to be highly technical and hire a pool of support technicians.

This is a Sales Director License that enables you to sell our proprietary "Software as a Service" called the DOTCOMinator. Your responsibility is to build a smoothly operating sales business, while our responsibility is to deliver fantastic small business IT support to your customers.

A unique product.

The DOTCOMinator is a Software as a Service that nobody else has. It's a complete tech support solution delivered in one easy download to your customers, and it protects their entire business, not just their computer systems. It's an opportunity to get in on the "ground floor" of a new way to provide Tech Support. Think of what it would have been like to get in on the ground floor of cell phones back in the 80's!

Recurring Income.

The subscription nature of the DOTCOMinator generates recurring income. Once your customers download the software, you keep earning every month. This is different from traditional "tech support franchises" where you only get paid on each service call your in-house staff makes. With DotComGuy you continually build income on all of the products and services your customers order through DotComGuy! That includes upgrades, online and on-site service, more cloud-based backup capacity, business and office supplies such as ink and toner, and much more.

You Don't Need To Be Technical.

In fact, we have packaged the DOTCOMinator in an easy-to-sell package, and we give you all the tools and training you need. We do the hard part, so you don't have to be technical. With our Hollywood-produced product videos, sales collateral and extensive support programs, all you need to do is sell the product. In contrast, traditional "tech support franchises" require a high degree of technical skills for computer diagnosis and repair, something you'll never have to worry about.

The Market is Enormous and the Income Opportunity is unprecedented.

Small businesses need and want excellent tech support because their very livelihood depends on it. When their computers are down, they're out of business. The #1 Pain Point that businesses experience translates into your target market. You will offer a one-of-a-kind, complete, convenient and cost efficient solution that small businesses want and need. We will provide that service, 24 hours a day, 7 days a week, to your customers.

Reasonable Upfront Investment.

To put this into perspective, a typical Subway Sandwich franchise would require an upfront investment anywhere from $200K to $300K to get started and would be lucky to make $100K net profit on an annual basis moving forward. We believe that a relatively good sales professional who faithfully puts in 40 to 50 hours per week should hit 50% of the numbers described, which would still exceed the industry norm.

NEXT STEPS

Don't wait for the opportunity of a lifetime to pass you by! We have a limited number of Sales Director Licenses being offered for First Quarter 2013. The time is now for you to take the next step into your future and realize your true potential as a DotComGuy sales professional.

Let DotComGuy show you how.

For more information and to find out if you are a good fit for the DotComGuy Sales Director License model, contact us or attend one of our informational Webinars.

Sign up for a Webinar: www.DotComGuy.com/SalesDirectorWebinar

Contact Us: www.DotComGuy.com/SalesDirector

(800) 590-9200 or info@DotComGuy.com

STRATEGIC RELATIONSHIPS

DotComGuy has established strategic partnerships and referral agreements with the market leaders in technology and business IT support. We've also structured an incredible opportunity with The UPS Stores, giving you an immediate strategic advantage.

The UPS Store

With nearly 4,300 stores across America, Canada and Puerto Rico, The UPS Store provides an ideal, established, network of point of sale locations across the country. Three stores are assigned to each Sales Director, providing an immediate point of sale presence, a strong household name, and direct access to the store's customer base. Every store location will feature in-store brochures, posters, and signs at cash register and by mailboxes, featuring DotComGuy products.

DotComGuy is the only Tech Support offering in The UPS Store Small Business Gateway, a fact that The UPS Store plans to spend millions of dollars in national advertising to promote through its Small Business Gateway.

The UPS Store referral agreement is a powerful validation of DotComGuy and our DOTCOMinator. The UPS Store is part of a $52 billion dollar company – use it in your sales pitches when you offer up The UPS store discount!

iTOK.NET

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Field Nation

Field Nation is a leading provider of independent field service technicians to the computer service industry. Field Nation is committed to delivering the highest quality technical resources to our customers throughout the United States.

THE DOTCOMGUY TEAM

Meet the team behind the concept, and behind you. We're committed to support you as your business grows.

James Pascucci, CEO & Founder

Mr. Pascucci has over 30 years experience in marketing and sales working as a real estate broker for Merrill Lynch, Prudential, ReMax and Rodeo Realty, breaking numerous national sales records with every firm year after year, while consistently ranking in the Top .01% in sales of all real estate brokers nationwide. Mr. Pascucci is an accomplished real estate developer and project manager with a keen eye for market potential and value, and has brought together and managed large teams of subcontractors in numerous successful projects over the years while maintaining his brokerage duties. Mr. Pascucci has been married for 33 years and has three daughters and lives in the Los Angeles area.

Mr. Pascucci was one of the original investors in "DotComGuy" back in 1999, when UPS became a major corporate sponsor for DotComGuy. Together, DotComGuy and UPS proved to the world that e-commerce was here to stay and that UPS would "deliver the goods." Starting in January 2008, with the real estate crash, Mr. Pascucci decided it was time to "reinvent" himself and has taken DotComGuy from a franchise model to a traditional MSP to its current status of a highly evolved IT Support Platform that has been custom built for the Small Business and Consumer Market.

Zacharias J. Beckman, Chief Technical Officer

Mr. Beckman has 25 years of experience working with technology-focused clients from the Fortune 500, Government, and private and public sectors, including Xerox®, the Los Angeles Times, the Los Angeles County Sheriff, NASA, and the Department of Defense. Early in his career, his experience at NeXT Computer, working with Steve Jobs and other Silicon Valley luminaries, led to a conviction that technology can be both elegant and enjoyable. His companies since that time have focused on pushing the envelope and achieving new discoveries in usability and customer benefits. Today, Mr. Beckman specializes in Global Project Management and Program Management, successfully addressing the challenges of outsourcing and distributed development.

He is also a published author and has developed coursework for Cross Cultural Teams, Program Management, Project Management, Risk Analysis, Software Quality Assurance, Project Methodology and more, and runs the widely read Rational Scrum blog. At Hyrax International LLC he leads program development and addresses the challenges of outsourced projects through International team development, Global program management, and Cross-cultural training.

Drew Woerner, Director of Operations

Mr. Woerner has been in the IT business for 28 years. He spent 13 years as an IT Manager for the well-respected think tank, The RAND Corporation. He was the first Director of IT for the Endeavor Talent Agency in Beverly Hills which has gone on to become the largest talent agency in the world. He holds a BA in Political Science from the University of Pittsburgh and an MBA from the University of Redlands.

Charles A. Thompson, Executive Vice President of Business Development

After leaving the Air Force, having been the youngest person to reach the rank of Master Sergeant, he took a position as an Engineering Manager for SFE Technologies in San Fernando, California, where he turned around the sales department and created new sales channels without any downsizing, dramatically increasing the growth of the company.

Charles next moved to a position in sales for Emergency Networks, a Regional Security Alarm Company based out of Dallas, Texas. Charles implemented his sales programs for the company on a national level and over a period of 18 months, the company's revenues rose from $30 million to $130 million. EMNET was later acquired by Westinghouse.

Between 1996 and 2000 Charles built and sold four companies and ultimately co-founded Casepost.com, a company that specialized in matching consumers with Attorneys, utilizing a proprietary technology platform that has been compared to the uniqueness of "Lending Tree". Casepost went from a start-up to over 7 Million in annual sales in just 24 months. It was during this time that Charles founded the concept that ultimately evolved into National Sales Pros (NSP). As the CEO of NSP, Charles has helped several companies expand their sales efforts on a national level.

In May of 2008, Charles co-founded Taxbreak Solutions, the master agent for Taxbreak, LLC. Charles is now utilizing his proprietary recruiting process for DotComGuy.

Chris Conner, Executive Vice President of Business Development

Mr. Conner has spent the last decade in the franchise industry working with several hundred different franchise systems in management, franchise sales and franchise development work. His experience ranges across all fields of franchise expertise with a focus in franchise marketing and franchise sales and includes work in franchise strategic planning, franchise research and franchise operations consulting.

Christopher has worked with multiple International franchise and licensed organizations throughout the United States, Middle East, India and Europe. Franchise Marketing Systems continues to work with several International companies in developing and managing independent distribution channels throughout the globe. Mr. Conner has worked with many diverse independent distribution systems including service franchises, sales franchise systems, retail franchise concepts, restaurant franchise systems, fitness franchise companies and several International franchise organizations.

Mr. Conner was most recently a Vice President with the world's oldest leading franchise development and consulting firm. Prior to working in franchise development and franchise consulting, Mr. Conner had been in franchise relations with Wyndham Hotels working closely with franchise owners to improve business strategy and manage franchise support. He has an MBA in Finance and Marketing from DePaul University in Chicago and a Bachelors Degree from Miami of Ohio in Oxford.