

# Wesley Yee

## FRANCHISEE, SOUTH PUGET SOUND

Wesley is a Franchisee and partner at the Eat The Frog Fitness Covington, WA studio. Wes brings years of franchising experience with him as a multi-unit franchise owner with Massage Envy.

Wes has hired a strong sales team to run the Covington studio so that he can remain out of the day-to-day operations. He keeps a birds-eye view of the operation, checking in with leadership to ensure everything is running as it should.

Wes dedicates roughly 10 hours to the studio each week, ensuring that the Sales Manager, coaches, and staff have the items they need to run the studio efficiently and successfully. Wes has his system down with several tasks that are week-to-week, others that are bi-weekly, and many only once per month.

Take a peek into the monthly schedule of a franchisee like Wes.



## MONTH AT-A-GLANCE




SUN	MON	TUE	WED	THU	FRI	SAT
	Approve monthly incentives, retail orders, and compensation	Pull Reports to view sales conversion and retention	Studio visit + workout	1-hr network wide studio managers call	Review Cash Flow	
	1-Hour Marketing Agency Touch Base	Studio visit + workout	Pay invoices + other expenses including rent, utilities and vendor invoices	1-hr network wide studio managers call	Payroll Processing	
		Studio visit + workout		1-hr network wide studio managers call	Review Cash Flow	
	1-Hour Marketing Agency Touch Base	1-hour Corporate Marketing Webinar	Studio visit + workout	1-hr network wide studio managers call	Payroll Processing	
	Studio visit + workout		Connect with Bookkeeper to make sure taxes are filed.	1-hr network wide studio managers call	Review monthly sales goals + results with Studio Manager	Ensure all licenses are paid and up to date with the city

WEEKLY TASKS

BI-WEEKLY TASKS

MONTHLY TASKS

WANT TO KNOW MORE ABOUT OWNING YOUR OWN STUDIO?

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