



Spaulding® Decon franchisee Todd Olson and his crew on a meth clean-up job (left). Olson with son, Colton Ellis, his biggest fan and “CEO” (below).



From Sales to CSI

A unique franchise model offers this dad a rewarding—and profitable—new career.

Selling RVs was not rewarding for shop owner Todd Olson. He wanted more—a lucrative career but also one that made a difference in people’s lives.

He sold his business and took more than a year off to decide what he really wanted to do. He came to the conclusion that unlike RV sales, which answered a customer’s wants, he’d be happier if he could satisfy a customer’s needs. He desired to come away from his work day feeling fulfilled.

Olson sought the help of Integrity Franchise Group’s Lisa Welko. She showed him several brands including Spaulding® Decon, a decontamination service that provides crime scene, hoarding, unattended death, and meth-lab cleanup.

“Spaulding® Decon was such

an interesting concept, I just kept going back to it,” says Olson. “What really sold me was meeting the founder, Laura Spaulding-Koppel. She has a true passion for the business. I could see it right away.”

Olson went into business in 2017 and never looked back. He hit the ground running with huge jobs. “Immediately, I had a \$25,000 bat-dropping removal gig. I’m about to start a \$92,000 meth-lab cleanup. And the margins are high, like 80 percent high,” he says.

Although this work is not for the faint of heart, it has been a great fit for Olson, who finally feels fulfilled by his work. “Spaulding® has a great support system and gives franchisees the tools and training needed for success. Plus, my 5-year old thinks his dad is really cool.”

Tradeshaw Travels



WE HAD A BLAST AT THE NY/NJ

Franchise Show in February. The newest addition to our team, Ruby Valencia, got a crash-course in franchising by working our booth. Ruby will be supporting the magazine in both marketing and sales roles. Stop by and see us at the Chicago Franchise Show, March 24-25.

MARCH SHOWS

The Franchise Show

March 10-11, 2018

franchiseshowinfo.com

Shriners Auditorium

Boston, MA

The Franchising Expo and Business Opportunities

March 17-18, 2018

franchisingexpo.com

International Convention Center,

Sydney, Australia

The Franchise Show

March 24-25, 2018

franchiseshowinfo.com

Donald E. Stephens

Convention Center

Chicago, IL