



M O D E R N[®]
PURAIR
INDOOR AIR QUALITY EXPERTS

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Dear Lane,

Well it's been 2 years now since you called me up with an opportunity to re-enter back into the world of self employment, proposing to me that I purchase Modern PURAIR Kamloops. All I can say is "Wow! What an amazing 2 years it has been."

The Modern PURAIR franchise system has met and exceeded everything that you discussed with me prior to purchasing the business, allowing me to grow my franchise at a rate that very few people ever do, let alone in hard economic times like the one we have seen in the last couple of years.

I remember a conversation that we had in Kelowna during my training period at Corporate Head Office. You said to me that all I had to do was follow the system and I could make my franchise thrive. And as any person purchasing a franchise knows, following the system that has been proven to work is why we buy it in the first place.

And the Modern PURAIR system is one that is easy to follow. With franchise support offered like no other and a call centre with knowledgeable staff, the system makes it very easy to succeed.

In 2 years I have gone from working the one truck myself, to operating multiple units plus having 2 employees on staff. And having the company showing a modest profit in year one and a great profit in year 2 never hurts either.

So with this in mind, thanks for the phone call a few years ago. I am very happy that I made the decision to be part of the Modern PURAIR system and look forward to many great years ahead.

Regards,

Kevin Whitmore
Modern PURAIR Kamloops