

13 July 2011

An extra 15 minutes a day – the secret to Olympic success; a 1% change to sales and costs -- the secret to business success

That little bit of extra effort can make a huge difference, the FCA NSW/ACT State Conference and Franchising Excellence Awards heard in Sydney on Friday.

Presenting at the Conference and Awards was Olympian Brennon Dowrick, the first person to win a gymnastics gold medal for Australia in the Commonwealth Games (1990).

At the Australian Institute of Sport, Brennon trained for 7 hours a day, five days a week, for 18 years in order to excel among some of the world's most talented gymnasts, from Europe, the US and China.

But it was the extra 15 minutes a day he did when everyone else had left the gym which set him apart; and this was very analogous to business success, he told a conference of 130 delegates.

FCA Executive Director Steve Wright said that a 1% change to sales and a 1% change to costs can yield 15% or greater increase in profitability.

"The winners of the FCA Franchising Excellence Awards in NSW/ACT are obviously putting in the work to find that little bit extra – whether it be profitability, community contribution or helping others to achieve their goals," Mr Wright said.

The [FCA Excellence in Franchising Awards](#) celebrate the success of hard working small business people in the \$128 billion Australian franchise sector, both regionally and nationally.

THE WINNERS!

Anthony Stahl and Daniel Mesiti, franchisee with **Boost Juice**, took out the **NSW/ACT Multi Unit Franchisee of the Year**.

A merit certificate was awarded to **Rabie Mtanos and Mitra Azimi**, of **Looksmart Alterations** (Canberra and Bondi) .

Bernadette and Gary Jones, of **Beaumont Tiles** Fyshwick were named winners of the award for Franchisee of the Year – two or more staff.

Rosemary Harmata, of **Lollypotz** (Sydney CBD and Chatswood) was named Franchisee of the Year – less than two staff)

A merit certificate was awarded to **Chris Morrison** of **ActionCOACH** in Orange.

Louise Curtis, founder of **Lollypotz**, was named the NSW/ACT Franchise Woman of the Year.

Andrew Walker, of **PoolWerx**, was awarded the title of NSW/ACT Field Manager of the Year



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Runner-Up was **Mark Emery**, of **Mr Rental**.

Dean Mackie, of **McGrath** estate agents (Mosman and Northbridge) won the award for Franchisee Community Service.

A merit certificate was awarded to **George Gourlas**, of **Crust Gourmet Pizza Bar**, Cronulla.

The 2011 Franchising Excellence Awards showcase has now travelled to WA, Victoria and NSW.

The South Australian and Queensland/ Northern Territory awards will occur in the next month.

National winners will be announced at a gala dinner at the climax of the FCA National Conference in Melbourne on 11 October.

For more information, please contact:

Franchise Council of Australia

Phone 1300 669 030, or email info@franchise.org.au



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