



ANDREW CAMPBELL

Autosmart Franchisee - Kilmarnock

Andrew Campbell is a relative newcomer to the Autosmart franchise network, having joined in April 2009.

"I trained as a mechanic, but wanted to earn more money. I tried a sales job and found I was good at selling, but didn't like the hard sales environment. I went back to working as a mechanic, but was dissatisfied and wanted more from life.

"I was looking in a newspaper at sales-related jobs when I saw the advert for an Autosmart franchise by chance one day. I called to find out more and was encouraged to speak to some existing franchisees. They were all very positive and I began to think that this was for me. I could see myself doing well at it and I liked the idea of being out and about, meeting new people. More than anything I realised that I too wanted to be my own boss and to have the chance to earn really good money.

"I started in April last year and the Autosmart system really does work. I take my mobile shop to customers, so that they can see what I offer. Customers actually need these products and appreciate the service that I provide. This means that whilst I am selling, it is pretty relaxed and good fun. Customers tend to make me welcome and are happy to have a laugh and joke.

"I have already increased my turnover 10 fold and am already earning a great living. The support from Autosmart is excellent. My Sales Manager comes out with me regularly to help me develop my skills and check I'm doing ok.

"I am glad that I made the call to Autosmart. I know that it won't be long until my business is giving me the lifestyle that I want."