



PAUL DALEY-SMITH

Autosmart Franchisee - Scarborough

Scarborough franchisee Paul Daley-Smith, discovered franchising early in his working career. "I left school at 16 to serve my engineering apprenticeship in the local bacon factory. Just twelve years later I was running my own Autosmart business.

"I always wanted to do my own thing, but never imagined it was possible. I knew nothing about running a business and had no idea where to start. I was 28 when I noticed an Autosmart ad in the local paper to "be your own boss!"

"It was as if the franchise was designed for me. Most Autosmart franchisees have never sold anything before and the simple one-man business concept means you don't need management experience. Best of all, we sell professional vehicle cleaning products to the trade and I've always loved anything with wheels!

"Autosmart knows exactly how to help inexperienced people like me to become successful franchisees. Right from the start the support was fantastic. A support manager came out with me regularly to teach me about the products and show me how to sell.

I've been a franchisee for 5 years now and have never looked back. Despite the recession my sales are growing by 20%. I've built a really successful business and am making more money than I ever thought possible. We now have a 3rd child and plan to move into a bigger house next year, which would have been out of reach on my engineer's salary. I'm not the only one in my family to benefit from an Autosmart franchise. Two years ago, my cousin in Preston bought his local Autosmart franchise and he's also growing strongly. It's fantastic to see another family member doing so well too.

"I'm proof that with the support of the right franchisor, you can make things happen if you work hard, believe in yourself and are enterprising. As a Pickering lad, who left school at 16 with no formal qualifications, I have achieved more than I ever thought possible and I love my work too. What more could you ask for from a business?"