



## **PHIL JOHNSON**

### **Autosmart Franchisee - Oxford**

**Phil Johnson has been an Autosmart franchisee for 4 years.**

"I worked as a manager with a large Fleet Rental company", says Phil. "I had a good salary but felt that there must be more to life. My wife ran her own business and I always envied her independence. As time went on I realised that I too wanted the freedom of being my own boss.

"When a local Autosmart franchise came up for sale I was convinced that this was the new challenge that I was looking for. I had always worked in the motor industry, so I knew that Autosmart had been around for a long time and that their valeting and cleaning products are very well respected by the trade.

"I've been a franchisee for nearly 4 years now and am really glad that I made the move. I've grown the business substantially and it gives me an excellent living.

"Our products are consumables and customers use them day in, day out, every day. I visit my customers regularly to top up their supplies and to see how else I can help them. Over time I have built a strong relationship with many of them. I find it really satisfying to know that people appreciate the service that I offer and like the products that I provide.

"I love the fact that my business takes me out and about, rather than sitting in an office. No two days are the same - you'd be amazed at the different types of company that use our products. I sell to all sorts of different customers – our product range is so versatile - from prestige car dealers, valeters, hauliers and motor bike dealers, through to engineers and funeral parlours. I even supply a bespoke furniture company.

**"Potential franchisees always ask if I would recommend an Autosmart Franchise. My answer is; if you have the drive and are prepared to work hard then the rewards are there for the taking."**