

LASTWORD

MATT BECOMES HIS OWN V.I.P. THANKS TO JOINT MAJOR PARTNER

Matt Errey has always enjoyed his garden, but he never knew how rewarding mowing lawns and keeping up other yards could be – until he became a V.I.P. Home Services franchisee.

And he's found the benefits of being his own boss are more than just financial.

"I have more control over how much I work, when I work and what I do," Matt said.

"The control over that time and the opportunity to see my children is worth more than the money."

A nephew of Port Adelaide 1963 and 1965 premiership defender Dennis Errey and cousin of 1980s player Michael Errey, Matt hasn't looked back since he started working under the name of the Power's joint major partner.

Previously employed as a retail manager, Matt found he had increasingly little time with his wife Lorraine who was a fellow manager with the same company.

"She'd do an early shift and leave home at 5.30 in the morning," Matt explained.

"I'd be on the late lock-up and leave home at lunchtime and not get home until 10.30 at night. We just didn't see each other and we ended up being ships in the night.

"I decided I didn't want to do that. I decided to be in control of when I worked."

Self-employment – through investing in a V.I.P. Home Services lawn and garden maintenance franchise and working in the Valley View area – was the answer.

"I just bought into the basic franchise and decided not to purchase any clients," he said.

"I'm building up from scratch. I started doing clean-up jobs for people selling houses and whose homes just needed a bit of tidying up. My customers like the work I do plus we do it for a pretty good price and many of them have retained me as their lawn mower and gardening service."

"If you don't mind a little bit of dirt on your hands – and most of us don't - it's a good job. They say a bit of dirt is good for you and it's been good for me. I love it."

The physical work even has health benefits.

"I'm fitter for doing it," he said. "I didn't realise I was as unfit as I was. When you start, you go out with an experienced franchisee for a few days. They teach you a lot, but you very quickly realise it if you're out of shape.

"But after four weeks, you're carved out of wood. I've lost weight and I'm in better shape and walking taller."

Matt credits the team at V.I.P. Home Services for preparing him for life as a franchisee.

"They provide all the training and they even tell you the best equipment to purchase to put you in the best position to make a go of it," he said.

"They also have a great network of people who are happy to help you. They're always happy to answer the phone and provide advice on a job or help out with an idea of what a job should be quoted at. They're all there just in case you need them and there's never any cost for that. It's a community that's there to help whenever you need a hand with something."

Matt admits to a little initial apprehension towards becoming self-employed, but says the financial returns have only added to the other benefits.

"I guarantee I'm better off, I'm well in front from what I was doing in the past," he said.

"It wasn't wholly about money for us. With my wife working full time, it made it easier. But it really was about time for us and my children. If I'm working a

hard day now, I get paid better. I feel better about the time I'm putting in.

"I'm not a great entrepreneur. I'm just starting out, but I feel really comfortable that I'm not going broke, that I won't starve. I'm really happy with what I'm getting out of it. I just feels like a win-win."

V.I.P. pioneered home services franchising and its franchise system has twice been declared best investment under \$50,000 by Financial Review Smart Investor Magazine.

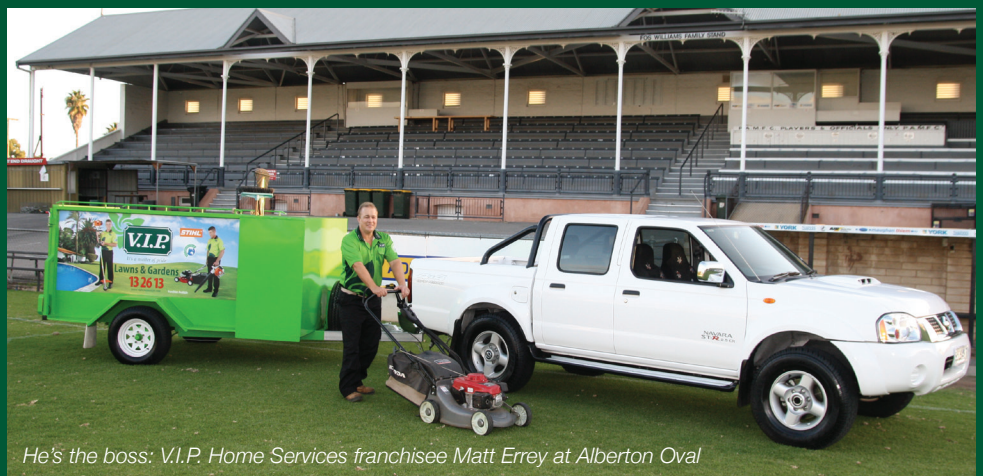
Founder and chairman Bill Vis said: "A V.I.P. franchise offers you the opportunity to be your own boss, choose the hours you want to work, be in charge of your own financial future and have more time to spend on the more important things in life.

"You're never alone because you're backed by a solid support system that has been developed for over 30 years since we established in Adelaide."

V.I.P. Home Services began in 1972 and has over 1000 franchisees across Australasia, with opportunities always available in garden maintenance and lawn mowing, home cleaning, commercial cleaning and carpet and window cleaning. A V.I.P. franchise costs between \$20,000 - \$45,000 and has a flat fee structure.

For inquiries about becoming a franchisee, phone 13 26 13 or visit vipfranchisesales.com.au

V.I.P. Home Services became a proud joint major partner of the Port Adelaide Football Club in 2012.



He's the boss: V.I.P. Home Services franchisee Matt Errey at Alberton Oval

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