

## Franchisee Prospects

We can award our Franchisees compensation for introducing Franchisee prospects to us, if the prospect actually signs a Franchise Agreement with us. This compensation may be in the form of a gift certificate or money. In some states the franchise may have to register as a franchise broker or sales person to accept this compensation.

### Item 2

#### BUSINESS EXPERIENCE

Listed below are officers, directors, principals and others who have management responsibility relating to the **TWO MEN AND A TRUCK®** franchise. Each person's principal occupations and employers during the last five years are provided.

#### Mary Ellen Sheets, Founder and Chairperson of the Board

Ms. Sheets is our Founder and has been a member of and Chairperson of the Board of Directors since its incorporation in January 1989. She was our Chief Executive Officer until December 31, 2006, when she retired from that position. Since January 1989, Ms. Sheets has also been the President of Eberly Transport, Inc., which operates a franchise in Lansing, Michigan.

#### Melanie L. Bergeron, CEO

Ms. Bergeron became our President in June 1994 and added the responsibilities of Chief Operating Officer in January 2004. On January 1, 2007, she was promoted to Chief Executive Officer. She has been a member of our Board of Directors since 1996. From 1991 to 2000, Ms. Bergeron operated, or assisted her husband in operating, the **TWO MEN AND A TRUCK®/South Oakland** franchise.

#### J. Brigham Sorber, President

Mr. Sorber joined us as Director of Licensing and Field Consultant in September 1996 and became Vice President of Operations beginning in 2004. On January 1, 2007, he became our President. Mr. Sorber has been a member of our Board of Directors since September 1996. From July 1990 until September 1996, Mr. Sorber operated the **TWO MEN AND A TRUCK®** franchise in Marquette, Michigan. Mr. Sorber is one of the original "Two Men."

#### Jon Sorber, Executive Vice President

Mr. Sorber has been a member of our Board of Directors since 1996 and became Vice President of Franchise Growth and Opportunities beginning in January 2004. In January 2007, he became Executive Vice President. Mr. Sorber is also the operator of two **TWO MEN AND A TRUCK®** franchises in Grand Rapids, Michigan. He assists in operating the **TWO MEN AND A TRUCK®** in Lansing, Michigan. Mr. Sorber is one of the original "Two Men."

### **Michael Arietta, Franchise Development Specialist**

Mr. Arietta joined us in January 2006 as an Operations/Emerging Markets intern. In August 2006 he was promoted to Franchise Development Specialist. Before joining us, he attended Michigan State University from 1999 to 2003 and earned his Bachelor's Degree in Business Management. He attended Central Michigan University from 2004 to 2006 and received his Master's Degree in International Administration.

### **Jennifer Bonham, Qualifying Specialist**

Ms. Bonham joined us in October 2003 as the Corporate Relations/Marketing Assistant. In February of 2005, she was promoted and assumed additional responsibilities as Assistant Office Administrator. In December 2005, she was promoted to the Licensing Department as the Qualifying Specialist. Before joining us, she worked for the Michigan State Police and the State of Michigan as a Data Input Operator and a Departmental Technician from 2001 to 2003.

### **Chris Bortnichak, Education and Training Manager**

Mr. Bortnichak joined us as a Franchise Business Consultant in January 2002. In December 2002, he became our Education and Training Support Specialist, and is presently our Education and Training Manager.

### **Ken Brownell, Franchise Business Consultant**

Mr. Brownell joined us as a Franchise Business Consultant in March of 2001. He is a retired United States Air Force Lieutenant Colonel.

### **Kimberly Cannon, Education and Training Specialist**

Ms. Cannon joined us in March of 2006 as a receptionist. During this time she also made high school presentations for a business known as "Making It Count." Ms. Cannon completed her Masters in Business Administration in April 2006. In January 2007, she became a full-time Training Specialist for us. Before joining us, Ms. Cannon worked as a Department Secretary and Election Specialist for Delta Township, Michigan and worked as an admissions specialist at Lansing Community College from 2002 through 2006.

### **Keith Clark, Vice President of Finance**

Mr. Clark joined us as our Controller in June of 1999. In January 2007, he was promoted to Vice President of Finance. He is responsible for overseeing all of our financial affairs.

### **Matt Cutler, Vice President of Corporate and Government Relations**

Mr. Cutler joined us as a Field Consultant in 1998. In June 2000, Mr. Cutler was promoted to our Director of Corporate and Government Relations. In January 2007, he was promoted to Vice President of Corporate and Government Relations. He is responsible for our administrative staff, human resource functions, government relations, and serves as liaison to the **TEAM**, the franchise system's advisory panel made up of elected Franchisees.

**Sally Degnan, Vice President of Operations**

Ms. Degnan commenced employment with us in January 1989 as Field Consultant and Trainer. From January 1998 until July 1999, she was our Field Consultant Director and she was our Director of Education and Training from January 1999 to December 2004. In January 2005 she became our Director of Operations. In January 2007, she became our Vice President of Operations.

**Denise E. Droscha, Quality Control Manager**

Ms. Droscha joined us in July 2004 as a Quality Control Specialist and became our Quality Control Coordinator in September 2005. Presently she is our Quality Control Manager. Prior to joining our team, she was employed with Fidelity National Information Services (FNIS) organization beginning in 1985. She held the position of Senior Manager of Customer Service from June 1999 – February 2004.

**Kim Hafley, Vice President of Marketing and Communication**

Ms. Hafley joined us in October 2000 as Director of Marketing and Communications. In January 2007, she became our Vice President of Marketing and Communications. Ms. Hafley has spent her entire career in the marketing field.

**Jody Hope, Franchise Development Specialist**

Mr. Hope joined us in December 2005 as a Franchise Development and Support Specialist and presently is our Franchise Development Specialist. He was as a Quality Control Manager for a **TWO MEN AND A TRUCK®** Franchise from November 2004 to December of 2005. From April 2002 until November 2004 he worked as a Dominos Pizza Regional Supervisor.

**Shirley Kefgen, Licensing Coordinator**

Ms. Kefgen joined us in May 2000 as Accounts Receivable Clerk and was promoted in September 2000 to Administrative Assistant. In March 2002, she was promoted to the position of Qualifying Specialist and Competitive Analyst. In December 2005, she was promoted to Licensing Coordinator.

**Michael Koehl, Franchise Development Specialist**

Mr. Koehl joined us in July 2006 as a Franchise Development and Support Specialist and is presently our Franchise Development Specialist. He was the Assistant Operations Manager for the **TWO MEN AND A TRUCK®** Orange County West, Florida franchise from April 2005 to July 2006. He was a mover, driver and trainer for the **TWO MEN AND A TRUCK®** franchise in Lansing, Michigan from 2002 to 2005.

**Ashleigh Lipsey, Marketing Trainer/Research Coordinator**

Ms. Lipsey joined **TWO MEN AND A TRUCK®** in June 2005 as a Geographic Information Systems (GIS) intern and continued as a GIS technician through 2005. In January 2006 she became a Marketing Trainer and Research Coordinator. Prior to her employment with

**TWO MEN AND A TRUCK®**, she attended Kellogg Community College in Battle Creek, Michigan from 2001 through 2003. She graduated from Michigan State University in 2005. From June 2000 to May 2005, Ms. Lipsey worked as a part-time clerical assistant for Aero Sports Connection.

**Ron Lovejoy, Franchise Licensor**

Mr. Lovejoy joined us in February 1999 as a Field Consultant and was promoted in May 2000 to the position of Franchise Licensor.

**Rob McCarty, Franchise Development Specialist**

Mr. McCarty joined the **TWO MEN AND A TRUCK®** franchise in Grand Rapids, MI in July 2005 as the Assistant Manager. On December 30, 2005, he left the Grand Rapids franchise and joined us as a Franchise Development and Support Specialist in January 2006. Presently he is a Franchise Development Specialist. From June 2000 to May 2005, Mr. McCarty was a Warehouse Manager/Driver for Heritage Papers of Grand Rapids, Michigan.

**Hal McLean, Vice President of Information Technology**

Mr. McLean joined us as a Recruiter and Field Consultant in February 1998 and continued to perform these services until December 31, 2003. In July 1998, he also became our Director of Information Systems. Mr. McLean was promoted to Vice President of Information Technology in January 2007.

**Terry Naylor, Franchise Business Consultant**

Mr. Naylor joined us in July 2002 as a Franchise Business Consultant. Prior to working for us he was employed by Biomedical Horizons, Inc. as Manager of Technical Support from 1999 to 2002.

**Garret Peterman, Franchise Development Specialist**

Mr. Peterman joined us in September 2006 as a Franchise Development and Support Specialist and is presently a Franchise Development Specialist. He was employed by the Lansing, Michigan **TWO MEN AND A TRUCK®** franchise from 2003 to 2006 as a mover, driver and trainer. Prior to his employment with the Lansing, Michigan **TWO MEN AND A TRUCK®** franchise, Mr. Peterman attended Lansing Community College.

**Rick Oldejans, Franchise Business Consultant**

Mr. Oldejans joined us in October 2000 as a Field Consultant and is now a Franchise Business Consultant.

**Bill Redd, Franchise Business Consultant**

Mr. Redd has been a Franchise Business Consultant for us since July 2002. Prior to joining us, Mr. Redd was a Fitness Consultant with American Home Fitness from July 2001 to July 2002. He has served in the United States Marine Corps Reserve, and currently holds the rank of Staff Sergeant.

### **Katie Rexrode, Media Relations and Communications Manager**

Ms. Rexrode joined us as the Media Relations and Communications Manager in February 2005. She was a freelance feature reporter for The Oakland Press from August 2002 to February 2005. Concurrently, from March 2003 to February 2005, she worked as the Assistant Manager and Trainer for the Okemos Bath and Body Works. Ms. Rexrode was the crime reporter for the Lansing State Journal from August 2000 to August 2002.

### **Cesar Saldivia, Emerging Markets Manager**

Mr. Saldivia joined us as Emerging Markets Manager in October 2005. From January 2001 to December 2005, he was a Spanish Professor and Lead Faculty for International Programs at Michigan State University and Lansing Community College. From August to December 2004, he served as a Business Counselor with the Michigan Small Business & Technology Development Center. From June to August 2003, he served as a Spanish Consultant and Trainer with Jackson National Life.

### **Randy Shacka, Assistant Vice President of Operations**

Mr. Shacka joined us in September 2003 as a Franchise Development and Training Specialist and was promoted to Assistant Director of Operations in December 2004. In January 2007, he was promoted to Assistant Vice President of Operations. From May 2002 through August 2003, Mr. Shacka was the Operations Manager for the **TWO MEN AND A TRUCK®**/Seminole County, Florida franchise.

### **Cari Sullivan, Safety Manager**

Ms. Sullivan joined us in July of 2001 as a Trainer. In November 2002, the Risk Management Coordinator position was added to her responsibilities. In September 2003, she began coordinating and directing Safety and Risk Management matters and became our Safety and Risk Management Coordinator in December 2004. In January 2007, she became our Safety Manager.

### **Tera Sweet, Franchise Development Specialist**

Ms. Sweet joined us as a Field Training Specialist in October 2003. In January 2007, she was promoted to Franchise Development Specialist. From January 2001 to October 2002, Ms. Sweet was an Office Manager for the **TWO MEN AND A TRUCK®**/Lansing, Michigan franchise. From November 2002 through September 2003 she was a manager for the **TWO MEN AND A TRUCK®**/Ann Arbor, Michigan franchise.

### **Darren Williams, Franchise Marketing Consultant**

Mr. Williams joined us in October 1999 as a Field Consultant. In January 2005, he was promoted to Franchise Marketing Consultant.