



Spirit of the Opportunity

The following one page summary is designed with the hope of conveying the 'spirit' of the opportunity at Goodwin & Associates Hospitality Services, exploring some key concepts and policies. It is neither detailed nor definitive but should provide some insight for those considering a career move to GAHS. The Manager-in-Training (hereafter referred to as MIT) candidate should make a strong effort to understand fully these concepts as GAHS will not make an offer without confirming an understanding of these issues by the candidate.

The core of our platform is developing your business through entrepreneurship. GAHS provides training based on more than a decade of success and experience, a structured team environment, a supportive and positive culture, combined with professional and state of the art tools and support materials. Our interpretation of entrepreneurship is based on two concepts: 'risk and reward' and "I can understand a skill by reading about it; I can acquire a skill by doing it". We believe our platform and program to be superior, in specifics, then other programs or opportunities out there based on our experience and history, and our team's genuine interest and desire to support our new managers. True success can only be attained through situations where there is potential risk and a potential reward, and where your result is based solely on the decisions you made and how well you implemented them. This is how we develop people, by giving our team the responsibility of the decision and allowing them to reap the rewards and if applicable absorb the losses. We believe that 'you are the creator of your success' and 'you are the CEO of You and Your Income'.

An MIT with 0% imagination and 100% discipline can easily earn \$50,000 to \$75,000 in their first year. If you add business instincts and an 'ownership of my business' approach, this is a proven \$100,000 a year or more opportunity in time. Since 1999 we have seen almost every situation imaginable in the recruiting and mystery shop business, and we know the right formula for success. Only the willingness to work hard and the ability to put these winning strategies to work are required for success. We will always be there to show you what we believe is the right path, but it is up to you to follow it.

In order to achieve true development, all earnings and accolades must be based on results only. Your earnings will be based on your efforts and successes in closing deals and billing multiple services, while distinguishing yourself with your client with high value positions that are built with extraordinary efforts. It's important to note that someone may work the exact same number of hours as you, but earn tens of thousands more each year, more or less because of skill, persistence, perseverance, or personal habits. Everyone has the same power

to write their own paycheck but only each person individually can make it happen. Our business is not the right business for those who rely on others for their successes, or make excuses or blame others for their lack of success.

Being hired to represent GAHS and its brand in the market place, hold a market that requires profit, utilize the valuable time of the training and leadership team, and use the financial resources of GAHS requires our candidates to treat this opportunity with great enthusiasm and a commitment to make it work long term. Not everyone hired will make it and be successful. The first 90 days is a critical period for each new manager, to earn our business family's trust, to insure our company's effort is being validated as a smart time investment, and the brand risk that is inherent in exposing new managers to our clients, candidates, prospects, and hard earned positive reputation is being upheld with a commitment to excellence and success.

This opportunity works best for those who have demonstrated past successes of earnings in the \$60,000 to \$140,000 range, confidence in areas of leadership, organization skills, and a never-say-die attitude.

We are proud to offer a turn key business opportunity to the right candidate, with successes rooted in each individual person's ability to build their business with passion, and be results driven independently.