

By the fall of 2002, Paul LeBlanc had been operating his Vancouver, BC centre for nearly seven years. After a brutally difficult first couple of years, his business had fallen into a rut. It was mired in debt and stagnant sales. He was ready to sell, or possibly, even walk away. Instead he wrote a goal on a piece of paper that said, "By December 31, 2005 I will have a million dollar store." In an entertaining and engaging presentation, Paul describes how he got unstuck and how he reached that goal and more.

From Crisis Centre... To Pacesetter

"I can relate to Paul LeBlanc more than most pacesetters I speak with. Paul will serve as an inspiration to those of us that have been struggling for longer than we would like to admit. Thank you, Paul, for sharing such an encouraging and powerful story."

- "Not only was Paul LeBlanc's presentation well articulated, it had huge impact coming from a fellow franchisee. If there are other stories in the system like Paul's, it would be great to hear them."
- "Paul LeBlanc's presentation was the best!"
- "I really like to hear success stories like Paul LeBlanc's. This is very motivating to me."
- "Paul was fantastic – very motivating."
- "Great idea to have Paul present – he was great!"
- "Listening to Paul LeBlanc was very inspirational; hearing it from another franchisee makes a world of difference."
- "Paul LeBlanc was OUTSTANDING!"
- "Paul was great; I would love to hear from more people like Paul LeBlanc."

