



## MAKE CAREER STRIDES

Ever since she was 14, Chelsea Claflin has dreamed of owning a clothing boutique. So what impelled the now 24-year-old to open a Fastest Labs franchise in Addison, Texas?

“I recognize the importance of learning before doing,” she says.

Just two years removed from earning a business degree from Dallas Baptist University, Claflin says she craved more real-world experience before venturing into independent business ownership. As a franchise owner, she feels a sense of security knowing that she doesn’t have to have all the answers all the time—the Fastest Labs home office is available to offer support and encouragement along the way. As tempting as it may be for college grads to step out on their own and risk it all on a dream, she says learning the ropes in a proven system like Fastest Labs has been beneficial.

“With each day that passes, I feel more prepared to open my boutique one day,” Claflin says. “I would absolutely encourage millennials to consider owning a franchise prior to personal business ownership.”

## MAKE MORE MONEY

Jack Johnson, CEO of consultancy group The Franchise Insiders, says increasing earning potential is one of the main reasons franchisees want to approach his firm.

But Johnson cautions his clients to take a long-term view on the money-making subject. Following the initial investment in a franchise, year one might simply be a breakeven. As the business grows, though, so will your bank account.

“Many clients I’ve worked with can attest to this, and they are now building a financial asset that gives them the kind of financial freedom they’ve always dreamed of,” he says.