

Franchise success celebrated at Vic/Tas Excellence in Franchising Awards

19 June 2017

The Franchise Council of Australia (FCA) recognised franchising's best in Victoria and Tasmania at the 2017 Vic/Tas Excellence in Franchising Awards presentations in Melbourne on Friday night.

Winners at the event included Anton Silove of MBCM Strata Specialists in Frankston, Mornington and Chelsea who was named Vic/Tas Multi Unit Franchisee of the Year; Nellie Dicks of Bank of Queensland in Richmond, who took home the award for Vic/Tas Single Unit Franchisee of the Year, two or more staff; and Glen Cammiade of EFM Health Clubs in Ferntree Gully who won the Award for Vic/Tas Single Unit Franchisee of the Year, less than two staff.

Also successful on the night were Meda Royall, founder and CEO of Your Law Firm, who was named the Vic/Tas Franchise Woman of the Year; and Brian Legg, V.I.P. Home Services, who won the award for Vic/Tas Field Manager of the Year.

“Winning this award means so much, it really does,” said Meda Royall, who began franchising Your Law Firm at the end of 2015. “It’s a recognition of something we have dreamed about. We worked on Your Law Firm quietly for about four years. It took us a long time to build it before we could start making franchises available. We are the first franchise in law. So what this award means for me, and for our team, is that a franchise in law is being recognised as a valid business model.”

“Franchising as a business model enables people to be part of a wider network, but also to have the autonomy of having their own business and pretty much determine their direction,” said Meda on her decision to franchise the business.

Providing the support to help franchisees build strong and successful businesses is what drives V.I.P. Home Services’ Brian Legg in his role as Field Manager to the franchise’s Victorian cleaning franchisees.

“For me personally, I get a kick out of franchisees when they achieve their goals. There is nothing more rewarding than when I get a phone call and a franchisee says, 'Brian, we spoke about earning a certain number of dollars and I achieved that this week’,” said Brian, who spent 11 years as a V.I.P. Lawns and Gardens franchisee before making the transition to a head office. He is now responsible for more than 60 franchisees as the Commercial Cleaning and Home Cleaning Regional Franchise Manager in Victoria.

Vic/Tas Single Unit Franchisee of the Year, less than two staff Award winner, Glen Cammiade, says the key to his success is to love what he does.



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“I love what I do. I love helping people. I love seeing people achieve. It doesn't feel like a real job,” says Glen, who purchased his EFM Ferntree Gully franchise in 2009, and in 2016 was named EFM's National Franchisee of the Year.

He describes the benefits of being a franchisee at EFM Health Clubs as: “Just the absolute support and advice that you get. Any question you've ever got, the team at the head office have done it before and they know the answers. The support you get is just priceless.”

For Nellie Dicks, a career banker of more than 30 years, the attraction of becoming a Bank of Queensland franchisee was the ability to “take all my banking skills and be able to run my own business.”

With more than 20 years' of experience in organisational management and leadership with multinational organisations, Anton Silove was motivated to become a franchisee “to make my own destiny and see what I could do as a business owner”.

That journey began with his Frankston franchise, and has since grown to include franchises in Mornington and Chelsea.

“As a business owner, I provide service to my team,” says Anton. They're the guys that know what needs to be done and I service them. And we all love what we do, so that's the biggest success.”

Following their success, all winners have qualified as finalists for the MYOB FCA National Excellence in Franchising Awards. The Gala Awards Dinner will be held on the Gold Coast on Tuesday 10 October at the culmination of the 2017 National Franchise Convention.

WINNERS

Images available on request

Vic/Tas Multi-Unit Franchisee of the Year

Anton Silove, MBCM Strata Specialists - Frankston, Mornington & Chelsea

Vic/Tas Single Unit Franchisee of the Year, two or more staff

Nellie Dicks, Bank of Queensland - Richmond

Vic/Tas Single Unit Franchisee of the Year, less than two staff

Glen Cammiade, EFM Health Clubs - Ferntree Gully

Vic/Tas Franchise Woman of the Year

Meda Royall, CEO, Your Law Firm

Vic/Tas Field Manager of the Year

Brian Legg, V.I.P. Home Services



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Future Awards presentation dates for 2017

FCA SA Excellence in Franchising Awards – Thursday 13 July

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The Franchise Council of Australia is the peak industry body for the \$146 Billion Australian franchise sector representing franchisors, franchisees and suppliers/advisors. www.franchise.org.au