



THE STORY

The People and the Lives that Build Our Business

Young Rembrandts

THE CANDIDATE

A Mother Needing More than a Corporate Career Could Offer

In late 2003 Stephanie Black held a high-stress position as a software development project manager for a large publishing company. Having worked with the firm for almost 10 years, she felt a strong obligation to her company and to her co-workers, but stronger yet were her struggles with feeling she wasn't doing anything substantial in the world, or anything that offered a sense of personal fulfillment and satisfaction. At the same time, Stephanie had two very young children to raise at home. Having spent the last 25 years raising her first 2 children while working long hours in an unstable and brutal corporate environment, Stephanie understood firsthand the constraints a working mother experiences. She knew that success in the corporate world meant sacrificing the quality of family life. "I didn't want to miss out on my last chance to be involved with my children," said Stephanie.



Stephanie Black, Age: 49
Territory 1: Purchased Oct., 2003
(South Orange County, CA)
Territory 2: Purchased May, 2005
(Central Orange County, CA)

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THE DECISION

A Perfect Fit for Stephanie. A Perfect fit for Young Rembrandts

Stephanie knew that in order to gain that personal sense of satisfaction and to be in control of the time she spent with her family, she would either have to start her own business, buy an existing business or buy a franchise." I decided that a franchise was the right solution for me as it would enable me to be up and running very quickly with a well-defined, proven business model. And, then, my true moment of clarity – I was introduced to Young Rembrandts and knew immediately that it was what I wanted to do."

When the Young Rembrandts team first met Stephanie in 2003, they knew they had the ideal candidate; "Stephanie was warm, friendly and very optimistic with a solid vision of where she wanted to go next with her life," said Kim Swanson, the Director of Franchise Development for Young Rembrandts. "We knew that Stephanie would assert her strong business background along with her excellent people skills and grow a very successful Young Rembrandts program in Orange county.

THE STRATEGIC PARTNER

Double Territory Owner and Top Tier Producer

Stephanie purchased her first territory in October of 2003 and a second territory in May of 2005. To date she is top-tier producer of the system and continues to grow her business at a solid rate. Between 2007 and 2008, Stephanie's two territories combined saw an average 52.37% growth. As for Stephanie's experience with Young Rembrandts; "The system makes me feel as though I am part of a family and not just a company. Being a strategic partner gives you a wonderful opportunity to push yourself beyond what you thought you could ever do. Every year that goes by, I realize that I am capable of so much more."

Kim Swanson, CFE
Director of Franchise
Development
866-300-6010 ext. 231
847-742-6966 ext. 231
847-742-7197 fax
kim@youngrembrandts.com
www.youngrembrandts.com