



# REAPING THE BENEFITS

If you were to ask SUPPLY POINTe Founder Adam Cahill what makes franchise ownership a worthy alternative to the typical nine-to-five job, he'll quickly tell you it's about creating your own destiny. "It can be scary leaving corporate America," Cahill said. "There are comforts to a [secure] job and salary - but it's also only comfortable until something happens."

For Cahill, franchise ownership is a way for individuals to protect themselves from being at the mercy of things out of their control, like layoffs, recessions or pandemics.

This was certainly the case for David Parent, a SUPPLY POINTe franchisee who joined in 2018 after being let go from his job in market-

ing. "I never in a million years thought I'd be fired," said Parent, recounting his years of success, including selling billboards. "Now, I control my fate, and it's not just in someone else's hands."

While his employment circumstances initially inspired Parent to consider franchising, he's been most grateful for the additional benefits business ownership has offered - in particular, the work-life balance that allowed him to make every one of his son's baseball games and spend more time with his parents in the months leading up to their passing.

For Mike Carrillo, another franchisee who joined SUPPLY POINTe in 2018, it's also this work-life balance that enticed him to trade in his

job as a contractor working with special operations for business ownership. "I knew that franchising and owning a business would give me the time and financial freedom I needed to be home with my son," said Carrillo. "He's 12 now, and he has no idea what it's like to have parents who leave the house at 7 a.m. and don't come home until 5 p.m."

In the end, it could be any number of things that prompt someone to opt for business ownership in lieu of a traditional nine-to-five, but one thing is for sure: whatever their motivation, it's usually the same feelings of security, freedom and balance that make them thankful to have taken this route.

*Tamara Rahoumi*



[supplypointe.com](http://supplypointe.com)

