

PETE HULSE

*Pet Butler Franchise Owner
Columbus, Ohio*

After more than 25 years, Pete Hulse still loves being a Pet Butler Franchise Owner

After spending a short time flying hot air balloons commercially, Pete Hulse knew he needed to do something different. A lot goes into flying hot air balloons and in some respect, that is how Hulse wound up here. He recalled, "I have no management experience," his friend said, "No, I've seen you take a hot air balloon, pick four people out of a crowd, put that thing in the air, fly it away, land it, pack it up and put it away. You have management experience."

That is how it started for Hulse. What he loved about this business was the simplicity. "It was fairly unique at the time," he said. "There were probably not even a dozen other people in the world that had ever successfully done this." Hulse likes a challenge. He gave up a good traditional job to take a chance on this and it has been his full-time job for over 25 years. "It's the best employment situation I have ever had," he said.

Franchising Gives Owners Access to Experts

The Pet Butler franchise system provides teams of experts in various areas to help their franchise owners. "I'm a pretty decent marketer, but I am not the best," Hulse said. "I don't like accounting, but it has to be done. Instead of me having to squeeze out an hour for this job, then an hour for that job, I have teams of people available to me who really know their stuff."

That support is something that many franchise owners simply cannot afford to provide for themselves. "All of those people are invested in my success," he said. "If I succeed, they succeed and if I don't, they don't."

Having Access To The National Call Center

One of the things Hulse likes about the National Call Center is that when someone calls Pet Butler, a live person answers. "Somebody answers who knows what is going on," Hulse said. "They will find out who you are, where you are, and will start working with you to resolve whatever problem you have."

About Pet Butler

Pet Butler delivers pet waste removal services to residential and commercial clients nationwide. A family-owned and operated franchising company, Pet Butler is a recognized leader in the professional pet waste removal industry.

For more information, please visit www.petbutlerfranchise.com or call 844-777-8608.



The National Call Center provides the best customer service. "These people do a tremendous job of getting everything done," he said. "The call center is tremendous." Hulse also feels that the National Call Center is a lot more than simply a call center. "I don't have to send out billing," he said. "My billing is accurate and I don't have to do it. My credit cards are secure and I don't have to make sure it is that way."

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A Marketing Team There To Help

Having someone else help him identify potential customers using data is not easy or quick to do. He notes, "I will be able to say, 'let's send it to these people and spend this much money,' and then we collect the results." The marketing team will collect the data, and together with Hulse, review what worked and what did not work, then fine tune it. "Even though I've been doing this for a long time, I still have questions and I still need answers," he said. "I need people that I can trust to supply good answers to me. I'm glad I have them to back me up."

Collective Knowledge – Working Together

With this group of franchise owners, Hulse knows that they are there for each other. "We have a bunch of people all doing the same thing," he said. "We know that if we throw out the ideas and then pick out the best of them, we will have some really good stuff. That is what is going to help us out." The ability for franchise owners to interact with each other during peer groups, national conventions, and Pet Butler online forums provides a tremendous amount of support, as well as Pet Butler team members, are able to listen to and learn from each other and in the end build bigger, more profitable businesses.

PetButler
Serving Pets & Their People