



Date: June 26, 2017

*From the desk of Bruce Phibbs...*

### **Announcing Maintenance Sales Advocate**

I am pleased to announce Jack Holtrop will be assuming a new role within ABM Franchising Group as a Maintenance Sales Advocate. Jack will be working with TEGG franchisees to provide support in recruiting, hiring, training and retaining best-in-class maintenance sales executives.

Jack joined our company in 2007 as a Maintenance Sales Professional for ABM Building Solutions - Atlanta. In 2011, he was promoted to Branch Manager of ABM Building Services - Richmond, where he grew the maintenance base and quadrupled the profitability of the branch. By 2015, Jack was also overseeing the ABM Building Services - Virginia Beach branch.

As Maintenance Sales Advocate, Jack will be responsible for continually driving and motivating maintenance base growth for all TEGG franchises. He will spearhead the A-Z of proactive selling with a focus on hiring, pre- and post-training as well as activity performance of new maintenance sales reps.

Please join me in congratulating and supporting Jack in his new role! Jack can be reached at [Jack.Holtrop@abm.com](mailto:Jack.Holtrop@abm.com) or 804-519-6686.

A handwritten signature in cursive script that reads "Bruce Phibbs".

Bruce Phibbs  
Senior Vice President, Franchising