

## Franchise Owners and Top Sales Performers Come Together at Principals Meeting and All-Star Diamond Event in Palm Springs, Calif.

Franchise owners and top sales performers from Linc Service and TEGG franchises, along with the 2017 Employee of the Year Winners and their families, came together at the La Quinta Resort and Club in Palm Springs, Calif., for the 2018 Principal's Meeting from April 4-7, and the 2018 All-Star Diamond Event on April 6-9.

ABM Franchising Group hosts the annual Principals' Meeting to offer Linc Service and TEGG franchise owners an opportunity to grow their businesses by sharing best practices, attend networking sessions and discover the latest tools and services being offered by the network.

The Principals Meeting offered a variety of educational sessions, including updates on the newest offerings and initiatives in the Linc Service Network, such as the Linc Service Technology Committee and Sales Forums, in "What's New with Linc Service," and a look at embracing opportunities to increase project sales in "Linc Service Proactive Sales – Changing the Culture."

It also gave the franchise owners an opportunity to hear an educational speech from Michael "Dr. Woody" Woodward, who is an organizational psychologist, CEC certified executive coach, and founder of Human Capital Integrated (HCI). He presented the keynote presentation "What is Opportunity," followed by a workshop session to help principals discuss their business' best practices, and how to realize and pursue opportunities.

More than 70 top sales performers from Linc Service and TEGG franchises, as well as the 2017 Employees of the Year, were recognized during the President's Award Banquet, which included a performance by Comedian Andrew Norelli.



The Linc Service and TEGG Contractors of the Year were also recognized during the banquet. The 2017 Linc Service Contractor of the Year is OTISAIR Ltd. located in George Town, Cayman Islands and the 2017 TEGG Contractor of the Year is adi Electrical Limited located in Birmingham, England.

ABM Franchising Group is committed to helping franchisees tune up their sales, customer service, management and technical skills, which will ultimately help franchises continue *Creating Opportunities* to grow their businesses.

Along with networking, awards and updates on the network's tools and services, the Principals Meeting and All-Star Diamond Event attendees had the opportunity to participate in golf events at La Quinta Resort's Mountain Course. The All-Star Diamond Event participants also had the opportunity to enjoy the Palm Springs Aerial Tram or the Living Desert Zoo and Gardens, or take the San Andreas Fault Jeep Tour.

"We are proud to have such a well-attended Principals Meeting and All-Star Diamond Event, since it is a time to recognize those who have worked diligently to become the best-of-the-best within the franchising network," said Mark Newsome, President of Technical Solutions at ABM.

"We're thankful for all the franchise owners who came to the Principal's Meeting in Palm Springs and are excited to extend another congratulations to all of the 2017 Diamond Award Winners and Employees of the Year."

View a recap video of the 2018 Principals Meeting [here](#).

The 2019 Principals' Meeting is scheduled for March 27-30, 2019, and the 2019 All-Star Diamond Event is March 29-April 1, 2019, at Marriott Harbor Beach Resort & Spa in Ft. Lauderdale, Fla. For a sneak peek of the Marriot Harbor Beach Resort & Spa, [click here](#) for a short video.

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