

[OSCAR]

PROFITS ON WHEELS

Steve James has built his own OSCAR Pet Foods franchise

A new home in South Wales and a new OSCAR franchise was destined for Steve James after he gained experience working for his parents' OSCAR business in Berkshire.



Steve says: "My background has always been connected to cycling, having spent some time working for a retailer while maintaining my semi professional international cycling interests.

"On moving to Wales to be with my partner, I had to consider my career options - either find a job outside my comfort zone or go with my instincts and build my own OSCAR franchise."

CHALLENGE

According to Steve, trying to mix business with pleasure was always a challenge: "But having worked for my parents in their OSCAR business I could see, if managed properly, there was flexibility for me to do both."

He adds: "Good communication is key within any business, especially

a franchise, and OSCAR provides a number of opportunities for franchisees to communicate and obtain up to date information.

"Regional meetings are one of the forums and they're a great place to exchange experiences. They also keep me in touch with product news and new ideas, which are always of great value.

"I like to think I'm more than just a pet food delivery business. I'm there to support, care and help my customers to enjoy, respect and gain everything good from my service."

★ INFORMATION

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