



Welcome to "Franchise Success Stories: The N-Hance Edition." If you're reading this, you're likely considering joining the N-Hance family by becoming a franchise owner. This eBook is designed to provide you with an insider's view of what it's like to be part of our innovative and supportive network.

# Franchise Success Stories:

## The N-Hance Edition

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Through the real-life stories of successful franchisees, you'll gain insights, inspiration, and practical advice to help you on your journey.

This eBook is more than just a collection of anecdotes; it's a testament to the power of entrepreneurship and the supportive community that N-Hance has built. Our goal is to inspire you with the stories of those who have walked the path before you and to show you what's possible when you combine a proven business model with dedication and hard work.



## About N-Hance Wood Refinishing

N-Hance is a leader in the wood refinishing industry, known for our innovative techniques and environmentally friendly products. Since our inception, we have been committed to helping homeowners and businesses revitalize their wood surfaces, from cabinets to floors, with minimal disruption and at a fraction of the cost of traditional methods.

Our unique Lightspeed® technology sets us apart from competitors, providing a beautiful and durable finish in just a few hours.



# Anthony Rizzo: A Journey of Passion and Persistence

Anthony Rizzo embarked on his N-Hance journey in 2006 in Northern New Jersey. With nearly two decades of experience, Anthony's story is one of passion, persistence, and growth. From the early days of hands-on work to now overseeing a thriving business, his journey exemplifies the rewards of his persistence.



## Early Challenges and Triumphs

In the beginning, Anthony faced the typical challenges of starting a new business. Long hours and intense efforts were the norm. However, these challenges were met with moments of triumph that made it all worthwhile. Anthony recalls one of his earliest projects - a color change for a kitchen. The reaction of the homeowner was a poignant reminder of the impact his work could have.

*"I remember one of the **very first color changes I did...** the woman had left the house the day of the assembly, and she came walking in with all of her groceries, literally dropped her groceries, and started crying in her kitchen **when she saw the result.**"*

This emotional response highlighted the value of his work and reinforced his commitment to providing exceptional service.



## Building the Business

Anthony's business has grown significantly since those early days. He emphasizes the importance of being likable and trustworthy, qualities that have helped him succeed in sales and build lasting customer relationships.

## Family Legacy

One of the most exciting developments in Anthony's journey is his son's involvement in the business. This family aspect adds another layer of meaning and continuity to his work.

*"So right now, my son actually is working in the business. He just started. He's been with us a year and a half now. And the goal is to have him take over. **We're excited to see where that might go.**"*

Anthony's journey from the early days of intense effort to a well-managed, thriving business illustrates the rewards that come with passion and persistence.

# John Dearing: Success Through Collaboration and Innovation

John Dearing joined the N-Hance family as a franchise owner in 2018, establishing his business in Baltimore County, Maryland. With a background that prepared him for entrepreneurship, John has successfully leveraged N-Hance's unique products and processes to create a thriving business.

His story underscores the importance of collaboration and innovation in the journey of a franchisee.



## Franchise Support and Network

One of the standout elements of John's experience with N-Hance is the franchise's robust support and collaborative franchisee network. From the quality of the products to the processes and team dynamics, John has found immense value in being part of a franchise that listens to and supports its franchisees.

*"N-Hance has great products, and a great process, and a team that's backing it all up to make it better; a team that listens to the franchisees like myself."*

John emphasizes the significance of the annual N-Hance conventions, which have become a cornerstone of his professional development and business growth. These conventions offer a platform for franchisees to share insights, learn from each other, and build lasting relationships.

*"The single best advantage to a franchise is the network that you build. At the convention, you learn from every one of the people you talk to."*



## Business Differentiation

John's approach to his N-Hance business highlights the importance of differentiation in a competitive market. He believes that N-Hance offers something unique and meaningful to customers, which sets it apart from other options available.



*"There's nobody that does what we do,"* John points out.

John's focus on the unique value proposition of N-Hance has been a key factor in his business's success. By offering services that are unmatched in quality and scope, he has positioned his franchise as a leader in the market.

# Rick Nance: Foundations of Success and Future Growth

Rick Nance has been an integral part of N-Hance since 2004, establishing his franchise in the far Northern parts of California. As one of the early franchisees, Rick has played a pivotal role in shaping the brand and its offerings. His journey is a testament to perseverance, innovation, and the limitless potential for growth within the N-Hance franchise system.

## Pioneering Spirit

Rick's involvement from the early days of N-Hance reflects his deep commitment to the brand's development and success. He has been instrumental in testing new finishes and contributing to the evolution of N-Hance's product line. His role as the president of the national committee of franchisees further underscores his leadership within the N-Hance community.

*"I really take some pride in being part of the foundation of what made N-Hance what it is."*







## Persistence and Growth

Rick emphasizes the importance of persistence and continuous learning in achieving long-term success as a franchisee.

***"I think persistence is number one. You just have to be able to put in the time, learn as much as you can - not just about the operation of the business, but about marketing and everything else."***

His commitment to staying informed and adaptable has enabled Rick to navigate challenges and seize growth opportunities.

## Future Opportunities

Looking ahead, Rick sees significant potential for growth within his niche market and beyond.

***"There's definitely room for growth. Absolutely. There's a lot of market potential out there."***

Rick's forward-thinking approach positions him to capitalize on emerging trends and expand his business's footprint in the market. His vision for future growth is grounded in a deep understanding of customer needs and a commitment to delivering exceptional service.



# Join the N-Hance Family of Franchisees

Becoming a part of the N-Hance family offers a unique opportunity to enter the home improvement industry with a trusted brand and a proven business model.

Whether you're an experienced entrepreneur looking for a new venture or someone seeking a career change with a passion for home improvement, N-Hance provides the tools, support, and community to help you succeed.

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Contact us today to learn more about the N-Hance franchise opportunity.