



## GPI Franchisee Leaves Corporate IT for Property Inspecting



Todd Newhook of Markham, Ontario, worked in the IT corporate world for 20 years before purchasing his Global Property Inspections franchise. He was involved with renovating his own home and had a passion for tools. Soon his friends were hiring him for renovations and referring him to their friends.

Newhook began taking courses such as home inspections and electrical at a local college while continuing to work in the corporate world. He soon decided that he wanted to change careers and started researching a rapid way to get into home inspections.

### Choosing the Right Franchise System

“I researched other franchises, including local companies,” Newhook said. “After becoming frustrated with the lack of response from the other franchises, I called GPI – Julie answered. Her spirit and overall general attitude caught my interest, not to mention she was the only one that directly answered the phone.”

After Newhook spoke with Julie Erickson, director of franchise sales for GPI, and other local GPI competitors, he became more interested in GPI. He put together a spreadsheet and compared all aspects of each company.

“In all areas, GPI was competitive or beat the competition,” he said. “Julie hooked me into the GPI culture. The rest is history.”





## Franchising the GPI Way

Newhook enjoys being part of a team with GPI. He has a drive to build a business, learn and provide great service.

**“GPI has shared with me in every way possible, and I try to return that same level of experience and respect with what I do,” Newhook said. “Everyone at GPI provides excellent support. I think service and marketing sets me apart from the competition.”**

The thing Newhook enjoys most about owning a franchise is running his own business, as that is his passion. He’s also process-oriented and has a genuine interest in continually improving his business, and GPI is there to help him along the way.

“GPI is there for me when I need business support, marketing support or technical support,” he said.

## Success With GPI

Newhook’s tips for success are to “get out there” and market and diversify, as well as to take advantage of GPI’s support and advice.

“Join a great team and enjoy each other’s successes,” Newhook said. “Become a part of the team.”