

Shell and Scotiabank:

Bringing More Power to your Retail Business

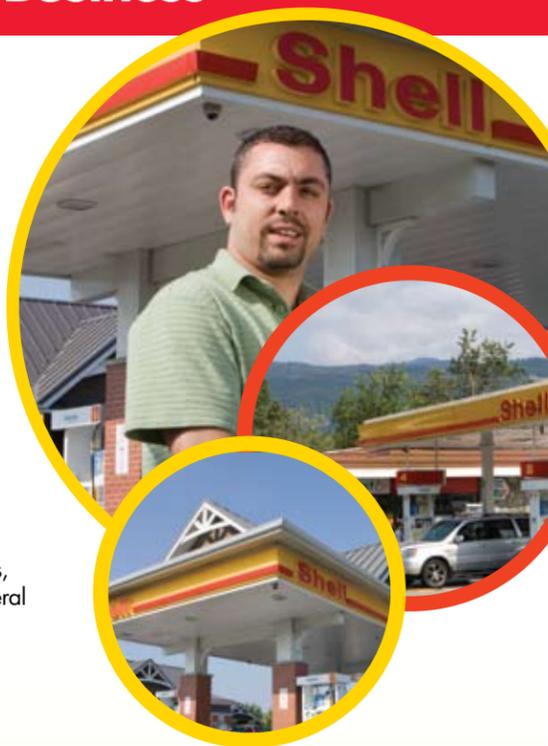
George Sousa recently became a **Shell Retailer** of a **multiple site operation** in **British Columbia** and he couldn't be happier – or more successful. What got him started? A program tailored specifically for new Retailers offered by Scotiabank.

George Sousa: Shell Multi-Site Retailer

"The program that Shell has put together for Retailers is second to none," confirms George. And he should know. Through his 10-plus-year association with Shell Canada, he's seen a lot of innovation, including the company's latest initiative: Shell's new multi-site retail concept. Allowing Retailers to optimize the benefits of operating an established network of two to six locations gives experienced entrepreneurs like him – and you – the potential to enjoy above-average returns on investment, and greater efficiency across a multi-site operation.

Scotiabank: Finances Made Simple

Shell worked with Scotiabank to create an innovative multi-site financing program. Sousa explains that with Scotiabank, he had to "sell himself but not the business." The program provides qualified multi-site Retailers a line of credit for operational requirements, working capital and inventory, and a term loan with an option to fix the rate. Personal collateral is not required, and loans can be refinanced when the Retailer Business Agreement with Shell Canada is renewed. Retailers also have access to a full suite of banking and cash management services at a preferred price.



Shell: Explore a Great Business Opportunity

With an investment ranging from **\$300,000** to **\$600,000** (depending on the number of locations), you can echo George's success. Experience the support of a world-class organization while representing one of the strongest, most recognized brands in the world.

- World leader in Premium Fuels – cutting-edge technologies developed with Ferrari
- World leader in sales of branded lubricants: Pennzoil® and Rotella® T
- Long-standing alliance with the most successful loyalty program in Canada – the AIR MILES®TM† reward program
- World-class convenience store offer: Shell Select program

You: The Next Multi-Site Retailer

Are you ready to become a macromanager and maximize your potential by applying your proven retail management experience? Complete an Information Request Form at www.shell.ca/retailbusinessopportunities or call **1-866-318-2445**.

For more information about Scotiabank Franchising Programs, visit www.scotiabank.com/franchising or call **1-877-552-5522**.



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