



Susan Mell



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The Entrepreneur's Source - Susan Mell's background includes 40 years as a business owner. She had her first business for 17 years in the wireless industry that included four retail locations, 42 employees with \$7.5 million dollars in annual sales in today's dollars.

As a member of the Tampa Chamber of Commerce, she participated in their Mentor/Protégé program for 18 months. Susan had the great fortune to have as her mentor, Chris Sullivan, Founder of Outback Steakhouse. With his guidance and support, he helped her to grow her business until she sold it September 2001. Susan has her Masters in Social Work Administration and passionate about helping people achieve their dreams of self-employment.

As a Career Ownership Coach, I work with people in career transition and/or seeking a change by exploring self-sufficiency and financial independence through Franchise Ownership. My goal is to guide clients to a clear understanding of their next career steps by leveraging their transferrable skills and past experiences.

Together, we work towards making a career choice that offers more control over their lives than traditional career paths. I provide support to clients, encouraging them to step outside their comfort zones, fostering a trusting relationship in a safe environment, and all at no cost to the client. To assist our Veterans, Franchisors participate in the Vet Fran Program which offers discounts on the franchise fee to

Veterans.

CEO Council Member for 25 years www.ceotampabay.com

CEO Connect – Tampa Bay Business and Wealth member

Presenter at MacDill Airforce Base Boots to Business Program for 20 years

Presenter at Patrick's Space Force Base Boots to Business Program 2023,2024

What Possible Award – 2021

Coach of the Year Finalist - 2021

Top Performer Award 2003, 2008, 2011, 2015, 2016, 2017, 2018, 2019, 2020, 2021,2022

Excellence in Coaching 2018, 2019, 2020, 2021, 2022, 2023

Area Developer of the Year 2010, 2012, 2013, 2014, 2015, 2016, 2017

TES Advisory Board – 2014, 2015, 2016, 2017

TES Franchisee Association – Treasurer 2013, 2014

Ambassador - 2003 – 2014

Referral Synergy Award 2012

Franchisee of the Year 2008

Excellence in Marketing 2005

Excellence in Marketing 2005

Start Up Quest Judge 2015

Nominated for Tampa Bay Business Women of the Year 2010 Award