

# Happening in the Network

## UK Trip Reunites TEGG Leaders Around Growth Strategies

With COVID travel restrictions lifted, ABM Franchising Group had the opportunity this May to step outside the video call and reconnect face-to-face with TEGG Contractors from across the UK, Ireland, and Norway. Returning to the world of planes, trains, and automobiles, ABM Franchising Group’s Senior Vice President of Franchise Operations Marty Keyser and Vice President of Franchise Development Todd Greenlee joined International Director of Franchise Development Jason Monaghan for a week of in-person, in-depth discussions with TEGG business leaders and their teams:

- adi Electrical Limited
- Brooklyn Engineering Services
- Group Metropolitan Limited
- Ingeniør Ivar Pettersen AS
- Irwin M & E Limited
- Lantei Limited

Topics included support for growth strategies, such as recruitment and training of technicians and sales talent. Everyone shared lessons learned during the pandemic and discussed how to respond to the resulting increased attention to – and demand for – safe, effective facility services. Ideas were generated for the upcoming Euro Conference curriculum, including technical training, sales, and management team enrichment.

The trip’s circuit began in London and continued through Birmingham, Preston, Belfast, and Dublin. On the first night in London, Geir Petterson with Ingeniør Ivar Pettersen in Norway joined Marty, Todd, and Jason.

The ABM Franchising Group trio dug into the rebranding of Group Metropolitan (previously Metropolitan Electrical) and met with 2021 TEGG Contractor of the Year adi Electrical for a deep dive into the industrial manufacturing market they serve. The trip also provided the opportunity to discuss developing business opportunities alongside ABM UK with Brooklyn Engineering, recruitment and training strategies with Irwin M & E, and a tour of Lantei’s training facility, where ABM Franchising Group’s Director of Technical Training and Support Joe DeMonte was able to provide in-person TEGG Service certification training the following week.



*Pictured: Todd Greenlee, James Sopwith, Marty Keyser, and Jason Monaghan*



*Pictured: Jason Monaghan, Geir Pettersen, and Marty Keyser*

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