

Andy Jones

Business Success Partner

After getting his BBA in Business Management, Andy moved to Dallas TX and began a career with Rent-A-Center, the founder of the Rent-to-Own industry. At the time, RAC paid their General Managers 11% of net Income. This is where Andy's entrepreneurial experience began. He became one of the top 50 highest paid GM's in the industry. After 10 years with RAC, serving as a General Manager, Multi-Unit Director and as Training Manager, Andy and another colleague found a venture capitalist, and bought a 14 store Colortyme chain, a Rent to Own franchise in Central and Southern TX.

After a very successful turnaround of these non performing stores, the venture capitalist made a decision to sell the franchise to RAC corporate. Andy then dabbled in Home Equity Lending, before accepting a position with Community Loans of America.

CLA invented the Auto Title Lending Industry and were the first to take the industry nationally. Andy opened the Midwest for CLA and operated out of St. Louis Mo. He became an Associate V.P with CLA and was responsible for 4 states and over 120 locations. After 8 years at CLA, Andy was given a chance to fulfill a childhood dream and serve as a beat writer for the Cardinals, Rams and Blues professional sports teams at Red Latina Media.

Red Latina was the only Spanish newspaper and radio station in the St. Louis, Mo. Andy managed the newspaper and radio operation for 2 years, while also serving as the sports editor. While operating the company's newspaper and radio division, the company was awarded the Small Business of the Year by the St. Louis Hispanic Chamber of Commerce and Andy accepted the award on behalf of the company at the Presentation Ceremony.

After working with TitleMax for a couple of years, Andy decided to move back to Texas and open his own auto title lending company in Ft Worth, TX.

He started this business from scratch and operated this business for 5 ½ years, before liquidating the business and accepting a franchise consultant position back with Rent-A-Center. With RAC Franchising International, Andy worked with small business owners, mostly consisting of owners with less than 15 locations. He concentrated on streamlining local marketing efforts, team building and profit leakage.

After 1 year at RAC Franchising International, he met Kyle Metcalf at TeamUp and accepted a position as a Business Support Partner.

Andy is single, and resides in Frisco, TX. He enjoys golf, working out and is an avid



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825 Watter's Creek Blvd.
Building M, Suite 250 Allen,
Texas 75013

Direct: 972.996.4740
Mobile: 972.341.4605
ajones@yourteamup.com
www.yourteamup.com

