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■ Former marine opens a Fresh Coat franchise

BY KATIE KNICKERBOCKER

MCKINNEY COURIER-GAZETTE

Mckinney entrepreneur Sam Varner recently opened a professional painting company serving the North Dallas area. Varner served as a United States Marine for six years and before starting his business worked for a major corporation in risk management. He said he got

tired of traveling and being away from his family and began looking into starting his own business.

"I just wanted to be able to spend more time with my kids," said Varner. "I've always wanted to work for myself and I just didn't want to look back when I'm 80 and wish I had tried."

Varner has lived in McKinney since May of 2005 and is originally from Pearland, Texas, just south of Houston. He said his service as a Marine gave him the leadership experience he needed to start a business. He also said as a Marine he learned to

deal with all different types of people and personalities.

Varner said he became interested in homes and real estate, particularly building homes some time ago. He said with the market like it is he decided not to go into building and was really impressed when he came across the Fresh Coat franchise. According to Varner, Fresh Coat is commercially insured and bonded including worker's comp, all painters are employed instead of sub-contracted, and all work is guaranteed.

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Painting

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"I researched different franchises and when Fresh Coat came up I loved the model," said Varner.

His company does interior and exterior painting as well as minor trim work, dry wall, instillation, glazes, stenciling, chair rails, and

wainscoting. He said if it's anything to do with walls, they can take care of it. He said the Fresh Coat model offers a professional brand that is unlike many independent contractors.

"A lot of the competition asks for money upfront and

clients don't always get what they expected," said Varner. "My clients don't pay until I walk through the house with them and they're happy."

He said the painters on his team all have over 10 years of experience each and aim to treat customers' homes as if they are their own.

The business, located in Plano on 75 between Spring Creek and Parker, serves McKinney, Plano, Allen, Prosper and Rockwall. They've been open for a little over a month and have already received rave reviews according to Varner who said customer feedback has been overwhelmingly positive.