

Minuteman Press Franchise Owner Bryan Agnello Celebrates Six Years in Business, Carries On His Wife's Legacy through a Business They Built Together

For Bryan Agnello, running a business he operated with his late wife Jenna motivates him to keep growing while building on her legacy

VIRGINIA BEACH, Va. & CHESAPEAKE, Va.--For over 20 years (14 years as general manager and now 6 years as owner), Bryan Agnello has poured his heart and soul into [meeting the creative design, printing, and marketing needs](#) of his customers. Bryan's efforts have paid off, as he is part of the Minuteman Press International President's Million-Dollar Club for top performers. Today, Bryan continues to work hard on behalf of his business clients in Virginia Beach and Chesapeake, VA, but he does so with an even heavier sense of purpose than before. "My wife Jenna, she died of cancer," Bryan says. "We both wanted the company to grow and so I am building this business in her honor."

Step into Bryan's [Minuteman Press franchise](#) in Virginia Beach and customers will see more than just a printing and marketing business. "We have a 3' x 4' memorial / collage of pictures that we keep in the shop," says Bryan. The collage enables Bryan to share his story and talk about Jenna's role in the business that still lives on to this day. Bryan has also found another way to honor his wife's legacy. He explains, "When we hear someone has passed away from cancer, we try to reach out and do the programs for them."

Bryan and his team's efforts to give back to the community do not end there and go beyond supporting the families of people who have died from cancer. He says, "Every year, I pick five non-profit organizations that we provide services ranging from 50% off to free of charge. Some key organizations we help are Vanguard Landing VA Beach, which helps adults with special needs; Angel Airlines for Veterans, which provides airline tickets and transportation services for Veterans in need of long distance medical care; St. Gregory the Great Catholic Church; and the Knights of Columbus." Bryan adds, "We support these groups with discounts, time, referring sponsors to them, and anything else we can think of to lend a helping hand."

While giving back to the community comes from the heart, it also does help Bryan grow his business. He says, "If you give just one dollar, you get back tenfold."

Building the Business

Bryan Agnello first joined the in Virginia Beach in April 1997 and spent 14 years as the General Manager, working alongside owner Ernie Hayes to make sure their customers were provided with the highest levels of quality and service. During that time, Bryan was being groomed to take over the business, and in April 2011, Bryan and Jenna realized their dream and bought the business from Ernie, who was ready to retire. "Six years ago was the perfect time for me to take over the business from Ernie, and we had a seamless transition. I would say 70% of the customers we had were ones I cultivated, so I had (and still have) great relationships with them."

As for what sets Minuteman Press apart from the competition, Bryan answers, "Big Company Work, Local Accountability." He elaborates, "We are able to produce anything you want your name, image, or logo on. We can do one-color all the way up to full-color process, and we do everything in-house: Digital printing, offset printing, screen printing, laser printing, and embroidery. We also produce promotional

products – bags, cell phone accessories, stress balls, custom tailgate chairs. These kinds of branded items keep the name of your company in front of customers."

Treating Employees and Customers Right

Today, Bryan Agnello owns two Minuteman Press franchises (Virginia Beach and Chesapeake, which he took over in July 2016). He now has 9 employees on his staff, and he believes treating them right just as he believes in providing outstanding customer service. Bryan says, "I really do enjoy seeing our employees being able to profit from the business. I love giving back to them. And seeing customers with smiles on their faces when a job is done and they have that appreciation for what we do, it's very gratifying."

Bryan adds, "We are in the kind of business where mistakes need to be taken care of. Putting that service in customer service is important and having that local accountability makes a real difference with our customers."

Speaking of local accountability, one reason Bryan Agnello decided to take over the business from Ernie Hayes and purchase a second Minuteman Press franchise in Chesapeake is [because of the ongoing support](#) that Minuteman Press International makes available to him. Bryan says, "The local support makes my life easier especially with my Regional Vice President Bob Heimbuch and Field Representative Eric Shank. They both make it so much easier for me to get work done. I am very hands on and like to run my company lean. They are a huge help."

Running the Business after Jenna's Passing

Before his wife Jenna passed away, Bryan Agnello spent many hours working on the business. He says, "For the first 18 years I was with Minuteman Press, I worked really hard and didn't take my foot off the pedal. When Jenna passed, I changed and learned how to work hard but also work smart. I learned how to use technology as my friend, which helps me spend more time with my family." He continues, "If I am out of the office, I have a great staff in place and I also know how to be a crisis manager should something come up."

When he is away from the office or is looking for a way to relax, Bryan prefers to go to Jenna's family's farm in Orange County, VA. He says, "I love spending time with the family, fishing, and being with our three Great Danes."

Business Goals and Advice for Others

Bryan's business goals are simple: "We want to continue to honor Jenna's legacy and continue to be a part of the Minuteman Press International President's Million-Dollar Club. We also want to grow the Chesapeake business and bring it to new heights."

As for his advice to others, Bryan says, "Make sure that you have good employees that are with you. Network for business and personal use – getting your name out to the public is big especially when you are giving back."

He thoughtfully concludes, "Spend time with your family. That's just as important as anything else."

Bryan Agnello's Minuteman Press franchise in Virginia Beach is located at 1628 North Independence Blvd., Suite 1536, Virginia Beach, VA 23455. For more information, call Bryan and his team at (757) 464-6136 or visit their website: www.vabeach.minutemanpress.com

Bryan also owns the Minuteman Press design, print, and marketing center in Chesapeake, VA, located at 1109-AS Military Highway. For more information, call (757) 424-5868 or visit their website: www.chesapeake-va.minutemanpress.com

About Minuteman Press International

Minuteman Press International is a number one rated business marketing and printing franchise that offers world class training and unparalleled ongoing local support. Started in 1973 by Roy Titus and his son Bob, Minuteman Press began franchising in 1975 and has grown to over 950 business service franchise locations worldwide including the U.S., Australia, Canada, South Africa, and the United Kingdom. Minuteman Press is ranked #1 in category by Entrepreneur 25 times and 14 years in a row, including 2017. Franchise Business Review has also named Minuteman Press International to its 2017 Top Franchises and 2017 Top B2B Franchises lists thanks to positive feedback and reviews from owners.

At Minuteman Press, we are the modern printing industry, providing high quality products and services that meet the needs of today's business professionals and go way beyond ink on paper. Today, our centers offer innovative branding solutions and produce custom designs, promotional products, branded apparel, direct mail marketing, large format printing (banners and posters), signs and graphics, and much more. Prior experience is not necessary to own and operate a successful Minuteman Press franchise.

To learn about Minuteman Press franchise opportunities and access Minuteman Press franchise reviews, visit www.minutemanpressfranchise.com or call 1-800-645-3006 for more information.

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