



model selling kitchenware door to door. Strong performance led him to invest personal capital to run his own territory, gaining firsthand experience with the balance franchising offers—independence supported by an established brand, systems and infrastructure.

His later attempt to build his own kitchenware business deepened his understanding of the challenges of building a business from scratch and the importance of aligned partnerships. Brandt then joined an angel-funded startup, helping scale a division to more than \$20 million in revenue before a private equity acquisition. By his early thirties, he had experienced a range of ownership models.

A brief stint in corporate America followed, but limited autonomy and misaligned incentives reinforced what he already knew; long-term fulfillment comes from ownership, not employment.

Brandt's experiences are reflected in the profiles of clients All American Franchise Fits works with today. One example involves a former corporate professional who approached Brandt to explore franchising but quit the discovery process after being offered a higher-paying corporate role. Brandt respected his decision and maintained the relationship.

A year later, the client returned, seeking a renewed path out of corporate life as internal politics and leadership challenges intensified. In the interim, Brandt had continued expanding and rigorously vetting his franchise inventory. One of the opportunities aligned closely with the client's background in commercial real estate and professional network. Upon in-depth exploration, the client found it to be the perfect fit. He invested in multiple territories and began building the business.

Another case involved an Army veteran transitioning out of the oil and gas industry. Frustrated by workplace treatment and seeking a niche business with real community demand, the client entered the discovery process with a clear desire for change. Brandt introduced him to a biohazard cleanup franchise that perfectly aligned with the candidate's military background and operational mindset. The business launched successfully,

expanded into additional markets within its second year, and generated income that ultimately surpassed the client's previous earnings.

In both cases, outcomes were shaped less by industry familiarity and more by alignment between background, motivation and business model. Brandt's ability to recognize those connections stems from having navigated similar crossroads himself. The result is a body of work defined not by volume, but by relevance, where business ownership becomes a deliberate choice.

SCALING EXPERTISE AND EXPANDING OPPORTUNITIES

All American Franchise Fits is poised for continued growth, guided by the same principles of education, objectivity and alignment that have defined its service model since inception. Brandt remains committed to expanding his carefully curated inventory of franchise brands, and takes a hands-on approach to vet each opportunity, meet leadership teams and ensure candidates are introduced only to businesses that meet his standards for quality and support.

Technology is a key focus for the next phase of growth. The plan is to integrate AI into the discovery process to improve efficiency, scale matchmaking, and give candidates faster access to relevant data and insights. This will allow All American Franchise Fits to maintain the personalized guidance candidates expect while reaching a wider audience and delivering richer educational resources.

Brandt envisions building a team to support the expansion, strengthening internal capabilities without compromising the company's hallmark of one-to-one mentorship. The business model continues to prioritize zero-cost guidance, empowering candidates to freely explore opportunities, make informed decisions and pursue ownership with confidence.

All American Franchise Fits' recognition as the Top Business Franchise Consulting Service Provider 2026 reinforces Brandt's service excellence and his education-centered approach to franchise consulting. **BM**