

Kintz's Executive Office Suites taking franchise sales nationwide

Two months after completing its franchise offering document, American Marketing Group (AMG), led by Chairman and CEO Greg Kintz, made its first sale.

Steve Powell, 56, a former executive with Associated Bank in St. Louis, purchased a territory in west St. Louis County from AMG's Executive Office Suites & Business Center Sept. 6. Powell said he plans to open his first location along the Interstate-270 beltway.

AMG is the newest franchisor company based in St. Louis. The company is selling territories for its Executive Office Suites, business centers that offer services from receptionists and business catering to technology in shared office space. Kintz acquired the initial location, at 400 Chesterfield Center, as a stand-alone operation in 1999. That site has generated salary, benefits and profits for him ranging from \$164,917 in 2003 to \$236,903 in 2005, according to the franchise document. That center contains 65 suites and three conference rooms.

Kintz's partners in the venture are Stephen Caby, president and chief operating officer, and Rich Pisani, chief financial officer.



Greg Kintz



Steve Powell

The franchisees have a fee of \$50,000 and require a total investment ranging between \$321,000 and \$712,000, according to information in the franchise circular.

Kintz said he and his partners plan to sell six locations in the St. Louis area during the next two years before fanning out to surrounding Midwest cities.

Prospective investors need to have a net worth

of \$1 million, Pisani said.

Leonard Vines, an attorney who specializes in franchise law with Blumentfeld, Kaplan & Sandweiss in Clayton, is representing AMG.

— Rick Desloge