



As the founder of
Union Ergonomics,
Dr. Shawn Pourgol
 wants Canadian employees to be as
 comfortable, safe and happy as possible.

Pourgol's fast-growing franchise system helps fit the workplace to the worker, allowing them to alleviate pain and prevent injury. With over 30 new franchises added in the past year, the positive, creative and ambitious Pourgol is ready to keep his Union Ergonomics franchise as healthy and productive as its clients. He recently completed sentences for *FranchiseCanada* about travel, motivation and giving back.

The most interesting thing I've done recently...
 was authoring a book called "Clinical Ergonomics: Joint Specific Exercises".

In its best form, work is...
 my hobby. Cannot wait to go to work every day! I truly love what I do and enjoy every minute of it. Nonetheless, I limit work to 3 hours per day. I spend the rest of the day with family, as I truly believe family is the most important part of life. As such, I have designed Union Ergonomics franchise in a way that franchise clinics open only 12 hours per week so the franchisee can spend more time with family. Being a workaholic is not fun!

A good franchise...
 supports the franchisees by making sure they have all the needed support they can get from head office. Ongoing coaching is part of Union Ergonomics' success. We are available to answer our franchisees' questions and are accessible always.

A good franchisor...
 constantly thinks about making franchisees grow financially. At Union Ergonomics, we constantly work on obtaining more clients for our franchisees. Marketing is a big part of our service to franchisees.

My top advice for prospective franchisees is...
 always remember why you became part of a particular franchise, you were passionate once, let that passion lead you to your success.

My top advice for new franchisors is...
 to remember that everyone needs a motivator. Your personal success depends on your motivation.

The most important thing in life is...
 to live each day to its fullest. Do not worry about the past or the future. Live well today.

One of the most enjoyable things to do is...
 to travel and see the world.

The hardest thing for me to do is...
 to stop talking about Union Ergonomics!

My favourite drink is...
 Carmenere red wine.

If I could change one thing...
 it would be to travel more.

If I could meet anyone...
 I would love to meet Avicenna, the prince of medicine and the most amazing physician who ever lived.

The person who has had the most positive influence on me as a businessperson...
 is Sasha Veprijtska, who continues to give me best business guidance available.

Canadian franchising is...
 an extraordinary way for individuals to become their own boss and determine their success.

My franchise system began because...
 I wanted workers everywhere have access to ergonomic services and also to provide a clean, chic, and relaxed business for people.

The most positive influence on my life as a person is...
 my father, who thought me the value of thinking big, helping others, and being creative, honest and trustworthy.

The key to success is...
 to think big, to take a risk, to be creative and, most of all, to take action.

I'd like my friends to describe me as...
 a successful doctor who is dedicated to improving quality of life for others by providing a great business model that serves the owners as well as the workers.

The accomplishment I look forward to the most is...
 to be the largest health franchise in the world.

My personal motto is...
 "To have what you never had, do what you never did."

One necessary item on my life's "to do" list is...
 to open a free medical clinic in Foshtom, a village near Rasht, Iran. My mother was born in this village and it is one of my goals in life to give back to this village for all the fine beautiful memories I had there. ♥

UNION ERGONOMICS STATS

Franchise Units in Canada: 32 **USA:** 1
In Business Since: 2007
Franchising Since: 2008
Franchise Fee: \$25K
Investment Required: \$250K
Start-up Capital Required: \$20K
Training: Full training provided
Website: www.unionergonomics.com
Available Territories: All of Canada, US, Int
CFA Member Since: 2008

