



OPPORTUNITY... is knocking



# Why Frontline?

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There is no other company in the summer sales industry that will be more accommodating and supportive to your growth in summer sales. You will be working with experienced individuals who know exactly what it takes to be successful. You will have the opportunity to learn skills which will benefit you for the rest of your life!

At Frontline, we will provide you with training materials and workshops. We want each and every sales representative to be as successful as possible, and we will provide you with the tools you need in order to achieve this.

Since 2003, Frontline has become one of the fastest growing Pest Control providers in the nation. This has been accomplished through the efforts of many. Being that our marketing campaign is 99% door-to-door, our rapid growth has also become a testament to our ability to train successful sales reps.

## Important Highlights

### **E-Customer Program**

Frontline's exclusive E-Customer program provides: service reminders, bills, statements and late notices sent via e-mail.

### **Professional Customer Website with Online Account Access**

Customers are able to access their account online and make payments directly and easily.

### **Flexible Pricing**

Any successful industry has competition. Pest control is no different. However, Frontline has made it possible for you to be extremely aggressive in your pricing if needed. You will never have to be out-priced by a competitor.

### **Frontline Cruise**

There is a time to work hard and there is a time to play hard. The Frontline Cruise will be the most rewarding vacation you will ever take!

### **Daily Updates Via E-mail**

Daily Updates will be emailed to each sales rep. This allows you to compete with sales reps throughout the entire company. We do this because we have learned that competition leads to success. These reports help you stay on track for a successful summer by staying up to date on daily, weekly, and monthly goals.

Frontline Sales Reps...

Influencing More People...

More Effectively...

More Ethically...

More Often!

# Payscale

## STEP ONE: How many accounts will you service?

Your experience and the number of accounts you have serviced determines your payscale level.

1ST YEAR PAYSCALE			
Svcd.	%	Per Sale	Total
100	22%	\$ 114	\$ 11,396
125	25%	\$ 130	\$ 16,188
150	27%	\$ 140	\$ 20,979
175	30%	\$ 155	\$ 27,195
200	32%	\$ 166	\$ 33,152
250	35%	\$ 181	\$ 45,325
300	37%	\$ 192	\$ 57,498
350	40%	\$ 207	\$ 72,520
400	42%	\$ 218	\$ 87,024
450	45%	\$ 233	\$ 104,895
500	49%	\$ 254	\$ 126,910
Starts at 22%			

2ND YEAR PAYSCALE			
Svcd.	%	Per Sale	Total
100	30%	\$ 155	\$ 15,540
125	30%	\$ 155	\$ 19,425
150	30%	\$ 155	\$ 23,310
175	33%	\$ 171	\$ 29,915
200	35%	\$ 181	\$ 36,260
250	38%	\$ 197	\$ 49,210
300	40%	\$ 207	\$ 62,160
350	43%	\$ 223	\$ 77,959
400	45%	\$ 233	\$ 93,240
450	48%	\$ 249	\$ 111,888
500	49%	\$ 254	\$ 126,910
30% Guarantee			

3RD YEAR PAYSCALE			
Svcd.	%	Per Sale	Total
100	35%	\$ 181	\$ 18,130
125	35%	\$ 181	\$ 22,663
150	35%	\$ 181	\$ 27,195
175	35%	\$ 181	\$ 31,728
200	38%	\$ 197	\$ 39,368
250	41%	\$ 212	\$ 53,095
300	43%	\$ 223	\$ 66,822
350	46%	\$ 238	\$ 83,398
400	48%	\$ 249	\$ 99,456
450	49%	\$ 254	\$ 114,219
500	49%	\$ 254	\$ 126,910
35% Guarantee			

4TH YEAR PAYSCALE			
Svcd.	%	Per Sale	Total
100	40%	\$ 207	\$ 20,720
125	40%	\$ 207	\$ 25,900
150	40%	\$ 207	\$ 31,080
175	40%	\$ 207	\$ 36,260
200	40%	\$ 207	\$ 41,440
250	42%	\$ 218	\$ 54,390
300	44%	\$ 228	\$ 68,376
350	47%	\$ 243	\$ 85,211
400	49%	\$ 254	\$ 101,528
450	49%	\$ 254	\$ 114,219
500	49%	\$ 254	\$ 126,910
40% Guarantee			

### Here's How it Works—

Payscale Total	\$126,910
+ Bonus Total	\$7,000
+ Recruiting Bonus	\$31,080
<b>Earning Potential</b>	<b>\$164,990</b>

“For the 2007 summer sales program, Frontline paid out over \$1,500,000 in commissions. We understand growth relies on the efforts of many, and we believe success should be returned to many.”

## STEP TWO: What bonuses will you qualify for?

### Cruise Bonus:

Work everyday this summer and you will be on board a 7 day cruise.

### July 5th Bonus:

Your bonus will depend upon how many accounts you have serviced by July 5th. For example, if you have serviced 75 accounts you will earn \$250, if you have serviced 100 accounts you will earn \$500, if you have serviced 125 accounts you will earn \$750 or if you have serviced 150 or more accounts you will receive a bonus of \$1000.

### August Bonus:

If your best month of servicing is August, you will receive a bonus of \$500.

### Macbook Bonus:

If you continue to progress each month by selling more for at least four consecutive months, you will earn a Macbook. EX: May-40, June-50, July-60, August-70 (minimum 30 accounts serviced in May).

### Rent Bonus:

If you have 125 active accounts, Frontline will cover up to \$1800 towards your rent.

### Tuition Bonus:

All Sales Representatives that have 150 active accounts will receive up to \$1500 towards tuition. In order to qualify you will need to supply Frontline proof of tuition along with the amount.

Serviced	Cruise	July 5th	August	Macbook	Rent	Tuition	TOTAL
100	\$ 1200	\$ 250	\$ 500	\$ 1000	-	-	\$ 2950
125	\$ 1200	\$ 500	\$ 500	\$ 1000	-	-	\$ 3200
150	\$ 1200	\$ 1000	\$ 500	\$ 1000	\$ 1800	-	\$ 5500
175	\$ 1200	\$ 1000	\$ 500	\$ 1000	\$ 1800	\$ 1500	\$ 7000
200	\$ 1200	\$ 1000	\$ 500	\$ 1000	\$ 1800	\$ 1500	\$ 7000
250	\$ 1200	\$ 1000	\$ 500	\$ 1000	\$ 1800	\$ 1500	\$ 7000
300	\$ 1200	\$ 1000	\$ 500	\$ 1000	\$ 1800	\$ 1500	\$ 7000
350	\$ 1200	\$ 1000	\$ 500	\$ 1000	\$ 1800	\$ 1500	\$ 7000
400	\$ 1200	\$ 1000	\$ 500	\$ 1000	\$ 1800	\$ 1500	\$ 7000
450	\$ 1200	\$ 1000	\$ 500	\$ 1000	\$ 1800	\$ 1500	\$ 7000
500	\$ 1200	\$ 1000	\$ 500	\$ 1000	\$ 1800	\$ 1500	\$ 7000

Bonuses apply up to 40%

RECRUITS	%	PERSONAL SERVICED	TOTAL FOR RECRUITING
1	1%	100	\$ 518
2	2%	125	\$ 1,295
3	5%	150	\$ 3,885
4	6%	175	\$ 5,439
5	7%	200	\$ 7,252
6	10%	250	\$ 12,950
7	11%	300	\$ 17,094
8	12%	350	\$ 21,756
9	15%	400	\$ 31,080

## STEP THREE: How many recruits will you bring?

Everyone Makes More Recruiting, Not Just Managers.

### 1% Higher on Payscale for every Recruit

Get 1% higher for each recruit. As long as he/she works an entire summer or services at least 100 accounts you will receive 1% higher on your personal pay scale level.

### 5% Higher on Payscale for every 3 Recruits

If you are interested in taking your summer sales to the next level, then working hard recruiting will give you that opportunity. You will receive 5% higher on your personal payscale level for every 3 recruits who completes a full summer, or services at least 100 accounts.

# Questions & Answers

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## What will I be doing?

You will be engaged in a summer door-to-door sales program which has proven to be the most profitable summer job you may ever have. You will have an unparalleled earning potential to make tens of thousands of dollars in only four months. We will provide training material and workshops to train you in a variety of sales skills. Your only requirement is to come motivated, willing to learn, and ready to work.

## When do I start?

The summer sales program will begin on May 1st and will continue through August 31st. Special arrangements can be made for sales representatives to start or end on different dates related to school requirements.

## How am I paid?

Each sales representative will receive a draw of \$1000/month. This check will be paid out of your employee account (hold fund). You will receive a check for \$500 every two weeks. Married couples will receive \$1500/month or two checks of \$750.

## What is an Employee Account?

Every time you sell and service an account, the commission is added to your Employee Account. Over the summer, your account will continue to mature. Each time you receive a draw, it is deducted from your Employee Account. 80% of your remaining commission is paid to you on October 31st. This is to include all active accounts. The remaining commission in your employee account will be paid out on January 15th along with all bonuses.

## Where will I live?

Frontline will provide you with an apartment within close proximity of your local office. You will be living with other sales representatives. If you have any special requests as to whom you would like to share your room with or whom you would like to have in your apartment, please contact your Sales Manager prior to April 1st. For sales reps that are sharing a room, rent is \$1800 for the summer. Reps that are in need of their own apartment will be charged \$3600.

**“I work with great people, live in a new city, have a lot of fun and make great money!”**



# Curb the Curve

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Your greatest obstacle in making money this summer, without a doubt, will be your learning curve. Taking the time to educate yourself about your summer job will require giving up a few hours now. However, waiting until the summer is here, will cost you thousands of dollars.

## Training Meetings

We will be holding 4-5 training meetings before the summer. These meetings are to help you learn more about Frontline, the service, and how to sell the service. Each training meeting will include a training session and a question and answer period. After the meeting, there will be an opportunity for interviews with those who are interested in summer employment.

## Frontline Sales Manual

Once you have decided to work with Frontline, we will provide you with a sales training manual. This will be just one more way in which you can curb the curve.

**“The truth is, if you don’t risk anything, you risk even more..”**

### Next Training Meeting

Date: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ Time: \_\_\_\_\_

Location: \_\_\_\_\_

Address: \_\_\_\_\_

Notes: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Referred By: \_\_\_\_\_ Phone #: \_\_\_\_\_



[www.FrontlineSalesTeam.com](http://www.FrontlineSalesTeam.com)

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