

Confirming the details:-



The following points, remind and clarify the many issues about this fantastic business opportunity:-

SPA = Spray Pave Australia Pty Ltd. H/O = Head office.

- 1) This business is a License system, giving you full control over how, when, where or if you want to work. There is no H/O control, regulations or fees over your business. You make all the decisions and keep all the profits. SPA have a team of trainers, offering training and support systems for the entire business for LIFE! We have the experience, tools, strategies and systems for your success. You can follow them or not. Any startup business will have risks, however we have removed most of them, **plus offer three Guarantees 20), 21) and 22)**. Which means you have full professional support, with unrestricted growth to earn as much as you can strive for.
- 2) The Spray Pave name and logo has proven extremely valuable over many years in some regions. Many customers view you as a respected, credible and professional national home brand, Est 1991. It's use is optional.
- 3) SPA teach the application in a range of material suppliers, also ways to make some of your own materials. Pros and Cons of different suppliers. Operator has free choice where to purchase materials including from SPA.
- 4) The optional customer contract has evolved over many years and proven extremely valuable, offering much legal protection with work quality, limit of liability and security of payment issues. Customers appreciate the 7 year guarantee. Specific conditions relating only to this industry to protect both parties are included.
- 5) SPA utilize 3 call centres which service customers and operators 24/7/365 Australia wide. Leads are sorted by customer postcodes. Then are allocated to active operator (23) postcodes and sent to your SMS and Email.
- 6) Purchase price includes return airfare and accommodation for one person to attend 3 days training in Adelaide. Any extra expenses of:- 2nd + person/s airfare/s and accommodation, equipment freight, etc (See bottom for examples) are added to cost. These costs are payable in full, during the 3 days training programme.
- 7) A 2 calendar day cooling off period commences from the earlier of either; Receipt of deposit; or 2 days before training. Full refund is offered less \$750 administration fee, plus any expenses to date ie:- Sales commission, Travel, Marketing, Booked trainers, SPP assignment fee. Agreement is legally binding after cooling off expiry.
- 8) 12mts insurance included (discount for deducting) Commences after SPA receipt of ABN and application lodged by operator. a) Public liability \$10mil b) Loss of equipment \$5,000 c) Loss of income 24/7, \$500 p/w, 104 weeks.
- 9) Equipment is freighted after paid in full. Usually arrives 1 week after training. Allow for freight costs.
- 10) Customer interest free finance is via a 3rd party finance company, under an SPA umbrella agreement. There is no customer interest, however there are fees added to the price, just like any larger retail item purchase.
- 11) A slush fund (funds in reserve) may be required before starting your first jobs. (Usually within 1-3 weeks)
- 12) Support for life! The 5 days training (3 days H/O + 2 days on-site) is designed as an introduction only to the 6+ trade services and over 50 topics of marketing, legal issues, office admin', customer finance, equipment, products etc. Lifetime support via ph & email, is offered on a reactive basis and is integral for complete learning of all business aspects. Support, including the many Yahoo forum links, (Clause 14) is required over the following years for full comprehension, so is available whenever required. Full knowledge of the 6+ trades can only really be achieved, after years of actual customer contracted /paid jobs.
- 13) 2 days, on-site training (not free labour) is available with approx' 10 days notice, anytime in the first 12 months. Operator to arrange job site and all equipment. Further on-site training/support may have associated H/O fees.
- 14) The online Yahoo forum offers many photos, contacts, video links, advertising examples and any latest know relevant updates. Much of this information must be followed, combined with H/O support and completing many actual customer jobs, to achieve full knowledge and understanding of the 6+ trades etc.
- 15) SPA may establish a web page for each operator. Photos are not authenticated, regular updates are suggested.
- 16) Operator consents SPA, to use any communication, letters, photos etc, or self- promotion for SPA marketing.
- 17) Why have a mobile business and be restricted where you work? Many new customers are referral and could be a distance away. So there is **no restrictive working territory**. SPA may offer a **marketing territory**, which is defined by postcodes. Therefore each operator would only conduct marketing in their own territory, yet work wherever their customers request them. Completing quality jobs, with a pleasing personality so customers recommend you as an active operator (23), is the best way to grow your business, regardless of territory.
- 18) SPA may assign the Support Payment Plan to an independent Company. Details are forwarded at training.

