

LIMITED TO 12 ATTENDEES

THE JETTER WORKSHOP

OPEN HOUSE

LEARN FROM THE BEST

HotJetusa[®]

We Roll Out The Red Carpet!



HOT JETTER

COLD JETTER

Come Enjoy a Day of Education, Networking, Food & Fun!

- ✓ Review the latest in jettors & nozzles
- ✓ Equipment overview & operation
- ✓ Safety & liability issues
- ✓ Marketing & how to integrate jetting into your business achieving the highest R.O.I.



1-800-624-8186

WORK Safe
HotJet
USA

WARTHOG
AUTHORIZED LICENSED RETAILER

QUALITY SERVICE CONTRACTORS
OSC
PHCC

PHCC

AUTHORIZED LICENSED VENDOR

"Making a difference for you and your customers"



HotJetusa®

INTERACTIVE • EDUCATIONAL • ENTERTAINING

OVERVIEW . . . Our High Impact Training "Work Shop" has set the "Industry Standard" in jetter training. The "Work Shop" is an intensive training course that covers **operation, safety, market analysis, applications, direct sales training** and has been attended by 100's of successful contractors. We offer the latest techniques in jetting, marketing your services, optimization / where to advertise, how to upgrade cabling vs. jetting.

With our combined 50+ years experience with Sales Training and Applications in the Drain Jetting and Plumbing Industry, and having worked with hundreds of successful Plumbing Companies, **we help you establish your jetting business and how jetting helps your customers.**

Our training runs a full day on Fridays - confirm schedule with us - at our National Headquarters here in beautiful Salt Lake City, Utah. Salt Lake City is a hub for Delta Air Lines and you can fly in from nearly anywhere in North America in under 6 hours. Southwest Airlines also has super service to Salt Lake City.



"EDUCATION IS THE KEY TO PROSPERITY"

This is not just another sales / training class! We integrate equipment, applications, **focus, purpose, and profitability** into the same picture. Our training is directed at getting you to "thinking out of the box", how to offer Commercial Maintenance Agreements and work effectively in the Residential Hydrojetting Industry.

We recommend arriving Thursday P.M. and arranging departure on Saturday A.M. or P.M. This has proven to be the most effective and is less disruptive to everyone's work schedules. Also, the flights are less expensive with a Friday stay over. **We arrange curbside pick up, and shuttle back to the airport, rooms for Thursday and Friday night at the Hampton Inn, and meals. The air flights are your responsibility. "Get here and we take care of all the rest!"**

"YOU DON'T EVER GO TO WORK TO MAKE MONEY - YOU GO TO WORK TO MAKE A DIFFERENCE!"

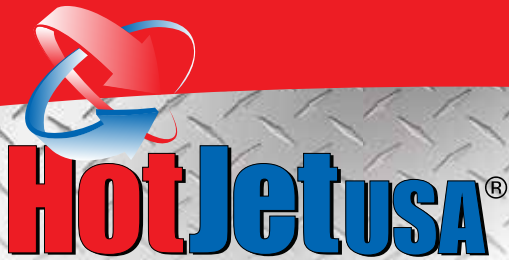
JOIN THE TEAM!



Be one of the hundreds of plumbing professionals that have bought our premium jetters and completed our highly praised **Jetter Training Workshop!** Workshops cover **operational & safety training on your equipment, the latest in nozzle technology, information on drain treatment programs that will increase your revenue, business marketing strategies and more!** Your lodging, airport transportation (not flights) and meals are on us! We're committed to your business success and invite you to participate and be a graduate of the HotJet USA Jetter Training Workshop!

CONTACT US TOLL-FREE:
1-800-624-8186





Chester Axley - Service, Contracts, Cameras & Nozzles

With over 20 years of hands on plumbing experience and 10 years of supplying plumbers at Ferguson and years of running the local Mr. Rooter Franchise, Chester’s technical knowledge and CSR training skills sets him apart from the crowd.



Morris “Mo” Morgan - Internet Marketing Review

Mo focuses on opening up new markets, advertising, and up-selling jetting vs. cabling. Creating “Maintenance Agreements” and an overall marketing attack program specifically tailored to residential and commercial accounts creating a successful jetting program.



“Denny” Graybill - 3n1 Total C Drain Additive

Denny has had his own consulting / training firm, “DLG & Associates,” training small businesses throughout America. Denny brings his “streetwise” experience in outside sales, marketing programs, and time management to a very straight forward training program. Denny’s focus is on how offering a drain additive for commercial and residential customers can grow your jetting business.



Brent / Barton / Mario - Equipment Operation

Hot Jet Equipment Builders and Trainers that review the jetting equipment, service and operation.

Also, depending on schedules, we like to have local jetter companies in for questions and answers and factory reps whenever possible.

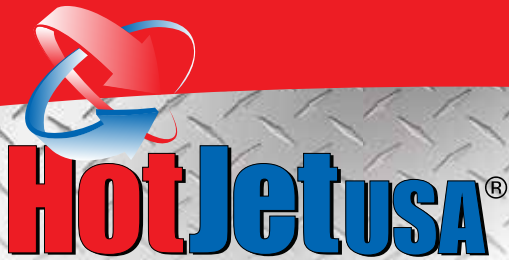




HOTJET USA HEADQUARTERS



We highly recommend using a travel agent. We use David Commagere, at Country Square Travel (801.566.4402). His service and travel knowledge (20 plus years) is awesome. He saves us hours of "shopping flights." You also might consider renting a car if you desire to stay in town after training. Some of our customers stay an extra day or two and tour Salt Lake City. Cabelas has a monster store 2 miles from our plant. Gateway Mall, the ski resorts and Temple Square are also incredible places to visit. Spouses are more than welcome for training - there is a huge shopping mall next to the hotel (if they choose to shop instead of attending training).



Designated Hotel:

Hampton Inn
10690 Holiday Drive
Sandy, UT 84070
801-571-0800

Training Held at:

Power Line Industries / Hot Jet USA
14773 Heritage Crest Way
Riverton, UT 84065
800-624-8186

Overall Goal

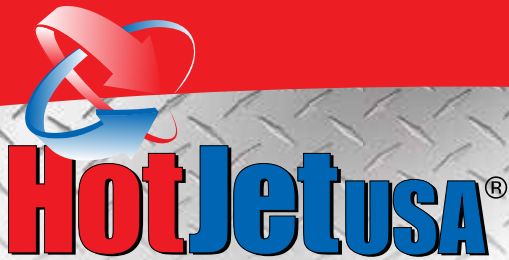
“Train participants and their company how to implement safety / service program(s) to be as profitable as possible, by providing a higher level of service for your customers with your hydrojetting division . . .”

Training Goals

1. Knowledge of Jetter and Operation / Safety.
2. Evaluate Camera Usage.
3. Evaluate how offering additives (3n1 total-C) can sell jetter jobs, increase profits, and create a loyal customer base.
4. Create a Marketing Strategy.
5. Added services - cleaning properties with “power washer” (sidewalks, dumpster area, parking, etc).
6. Consider Implementation / How to offer your services.

Trainers:

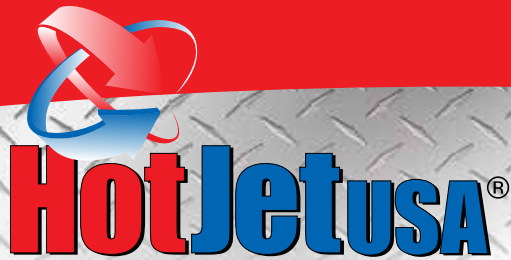
Chester - Operations - CSR - Cameras
Denis - Marketing / Sales / 3n1 Total C
Brent - Equipment
Barton - Equipment
“Mo” - Web / Marketing Analysis
Mario - Spanish Speaking (if needed)



Thursday - Arrival

1. We will text you and let you know who is picking you up. . Call us when you arrive and pick up your luggage, then go outside to the Passenger Pickup area - we will pick you up at the curb.
2. We will take you to your Hotel and check you in . . .
3. Depending on the time, maybe make a quick stop at the plant and then to a casual dinner.
4. Dress is casual . . . please check the weather here. Winters here are cold!
5. Always confirm your flight before your departure.
6. If you have any questions, please call us.

Company	800-624-8186
Chester	801-205-1616 Cell
Denis	435-849-3627 Cell
Brent	801-690-2402 Cell
“Mo”	801-541-9454 Cell

**FRIDAY****7:00 - 8:00****Meet for breakfast at the Hampton Inn****8:30 - 12:00****Equipment Training - Equipment Review**
 Plant walk around “meet n greet”
Brent & Barton
 Jetter operation

 Hands on with jetter / wand / service / vacuum attachment

 Safety review (equipment and techniques)

 Final equipment training question and answer
Denis
 How offering additives will increase your business

 Bid techniques for jetting jobs.

 How to up-sale drain line jetting over cabling
12:00 - 1:30pm**Lunch****1:30 - 5:00pm****Marketing/Overview**

Review Hot Jet marketing / sales program. Marketing review to integrate Hot Jetting with your companies business plans and goals.

Denis
 Your area business analysis residential vs. commercial.

 Niche selection (what jobs pay the most / strategy)

 Review contract, direct sales package

 Additive review - 3N1 Total-C - How to add profits
Chester
 Servicing, repair, trouble shooting

 Camera (video inspection system)

 Service Contracts

 Nozzle applications and nozzle review
Marketing Review
 Signage, cards, shirts, web site

 Door hangers, invoice advertisement

 Money mailer vs. Yellow Pages vs. Web

 Deal of the Day / Val Pack / Money Mailer
Web Review
 Web site

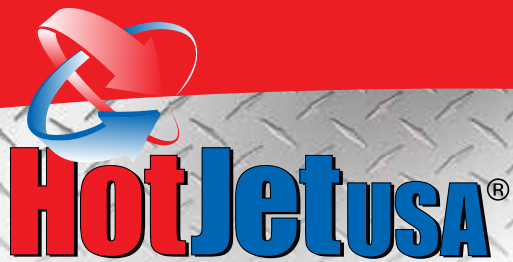
 Angie's List

 PPC vs. Organic

 Local Phone Company

 Target Market

 Facebook
5:00 - 6:00**Final Review****Evening****Dinner with group**



PICTURE YOURSELF HERE & JOIN THE TEAM!

