



2016-02-18

Sales Territory Manager (STM) – Preliminary Information

Working with us – our product and the Sales Territory Manager’s role

In our business model, there is a special role for STMs. We have a unique product that has to be marketed to a unique demographic.

Since we are the only institute in the world that offers such diverse Industry-Ready programs at a low-cost, very few people know about us. We need STMs, in all US states, to spread the word about our programs and show prospective students what they stand to gain by signing up with us.

STM’s Role: You, as an STM, will market our programs to the demographic of interest to us.

How is this Opportunity Uniquely Attractive for Sales Territory Managers?

- Highly lucrative – more details later.
- Requires no capital from the STMs – you don’t need to buy anything from us or invest your money.
- Requires a marketing effort.
- Requires minimal training – anyone come up to speed about our products and the STM’s role very quickly.
- Work on your own, per your own schedule.
- Opportunity to expand.
- Long term prospects- as thousands of high schoolers graduate every year – our potential clientele is stable or it is constantly increasing.

What is the market need for our product?

There are thousands of unemployed or underemployed folks in the US looking for a high-paying job. This is especially true for people in the 18-26 year range – though many older, recently laid-off folks are joining these ranks.

High-paying jobs are difficult to come by unless you are highly educated or highly trained. So, many people who are looking for a better job enroll in community colleges, where courses for high-paying jobs are rarely offered. Others sign up with private colleges where they end up taking on loans amounting to tens of thousands of dollars.

So what is a person with modest education to do? How can he or she get a high-paying job? There are almost no options that won’t put the student under water.



HITI (Houston Industrial Training Institute) has the solution to this problem – we may be the only outfit in the world that does. We provide an opportunity for these folks to get the credentials they need to apply for high-paying industrial & technical jobs, without taking on a debt or making sacrifices.

How does HITI address this market need?

There are a number of high-paying jobs in heavy industrial facilities, such as chemical plants, power generating plants, oil refineries, pulp/paper mills, oil/gas drilling operations, wind energy, biofuel production facilities, natural gas processing facilities, etc.

We offer entry-level programs for all these facilities & many more.

Our training is unique because we offer *industry-ready* training materials. We focus on what is required on the shop floor – knowledge and skills that are valued by potential employers.

Affordability of Our Products

Our cost structure is designed to meet the needs of folks with modest means.

- a. Our most expensive program costs \$2,999.00. Our program is easily comparable to other, more expensive options such as private and state colleges that sell anywhere from 5k to 30k. We also give a 15% discount if the student pays the whole fee upfront, reducing the total cost to \$2550.00.
- b. We offer an interest-free monthly payment plan, where the student pays the total fees through \$100.00 monthly installments. Everyone qualifies for this option. No loans. No credit checks. If a student is unable to continue the monthly installments, he/she can walk away at any time – no obligation to make future payments.
- c. We offer a 7-Day-No-Question-Asked money back guarantee.

Sales Territory Manager qualifications

- Technical qualifications are not necessary. While we deal with complex industries, an STM need not have any technical qualifications.
- Ability to understand the unique benefits of our products and communicate the same to potential clients. You do not need to understand the technical details of our product to communicate to prospective clients how it can change their lives, for the better.
- No financial qualifications are required.
- The STM should have the following qualities: self-starter, initiative taker, self-motivated, ability to set and follow personal work schedule, ability to communicate, not short-sighted – have an ability to set and follow long term goals, ability to work hard, and opportunity maker/seeker.



Sales Territory Manager commission structure

This is a commission-only opportunity – there is no salary – which allows us to offer highly attractive commission rates. More information will be provided upon application submission.

What are some possible ways to market our products?

There are a number of ways a good marketing effort may be executed:

- a. Engage with high school guidance counselors – discuss our products with them – establish a relationship. It may also be a good idea to make presentations to graduating students.
- b. Engage a church elder – describe our product. If the church wants a free, all-paid, scholarship every month – we will most likely oblige, provided that our STM recommends it. Such obligations require prior approval from the Registrar.
- c. Find places which are frequented by our potential clients – place a few brochures in strategic locations. There are many ways to distribute the brochures.
- d. Shopping malls and similar high traffic places offer good opportunities for information dissemination. A small display table placed in a strategic location can create a lot of interest.
- e. Local unemployment centers usually allow placement of training brochures.
- f. Community centers usually allow placement of brochures.
- g. Advertising in school newspapers or bulletin boards – sometimes such advertising costs money. Please obtain prior approval from the Registrar regarding the ad text and cost. Under most cases, we will reimburse nominal costs.
- h. Local advertising on FACEBOOK can be effective – but all advertising material requires the Registrar’s prior approval.
- i. We will provide you with a PDF of our brochure which you could email to potential customers.
- j. Some local businesses, grocery stores, restaurants, gas stations etc. allow placement of brochures.
- k. Veteran congregations.
- l. Community events and congregations.
- m. Door to door placement of brochures.



Notes

1. The brochures are designed to have a space for the STM's stamp – with the STM's name and phone number. This will allow people to contact the STM.
2. We are very sensitive about our reputation. Under no circumstances can illegal promises be made regarding our services and products. We are NOT a job placement agency and we should NEVER promise a job to anyone. Nor are we an Associate Degree provider- we provide certificates and transcripts only.

Opportunity to expand

Please note that this opportunity is NOT a MLM (Multi-level Marketing) proposition.

There are at least two ways an STM can expand his/her business:

- a. Based on performance in the assigned territory, an STM can ask for additional territories.
- b. Development of viable sub-agents: We will explain this through an example- An STM may have a technical school or some other kind of institution in his/her territory – say a computer programming school. The STM may choose to recruit the school to offer HITI products. If the STM is successful in doing so, the recruited school will be entitled to a commission and the STM will also be entitled to an over-riding commission. This arrangement is allowed only if an STM recruits another organization to participate in our marketing effort. This arrangement does not allow the recruitment of other individual agents in the same territory – this is consistent with our vision of NOT creating an MLM-type arrangement.

Documentation that you should review before deciding to join us

The following documents will provide you with more insight into our business:

- FAQs – available at our Home Page. <http://www.HoustonIndustrialTraining.com>
- Terms and Conditions for our products – also available at our homepage.
- A whitepaper titled “High-Paying Jobs for High School Graduates.” You can access this whitepaper from our home page. Click on the tab “Navigating the Industry” in the header menu and click on “High Paying Jobs for High School Graduates.”

More background information

We have been in this business for over ten years, through our older website (SimSkills.com). The older site is scheduled to be decommissioned by April 2016. Up until now, all of our courses were only sold through our agents at hundreds of US Community Colleges and Universities.



Our new site HoustonIndustrialTraining.com has recently been activated and all new students will be enrolled on the new site. We are also starting several direct marketing campaigns in 2016 Q1 for HoustonIndustrailTraining.com. The STMs we bring on board will be a big part of this effort.

Next Steps

If you are interested in pursuing this exciting opportunity further:

- a. Please send us your resume or write us a letter telling us about yourself.
- b. Tell us how you would go about marketing our products. Please include this information with your resume.
- c. Our intention is to provide protected territories to our STMs. Please list the Zip Codes you would like to be included in your territory. We cannot guarantee that we will be able to assign all the zip codes you ask for, but we will do our best. Please ensure you only ask for a territory that you can service well.

Please address all emails to registrar@HoustonIndustrialTraining.com. No phone calls please.

Additional Reference Documentation

To give you some additional insights into our business, we are attaching some portions of our marketing materials in the following several pages.

*HITI – Houston Industrial Training Institute (for the purpose of this document)



ZERO RISK TRIAL

We will pay your first monthly installment. TRY a FULL course for 1 FULL month. ZERO obligations. Don't like it, drop it, and owe NOTHING. Promotion ends: March 30, 2016.

Take our web-based Industry-Ready training program, from anywhere, anytime, 24/7.

Can you see yourself in a well-paying job that is stable, even when others are laid off?***.

PROFESSIONAL CERTIFICATE PROGRAMS

Chemical Plant Operations: 391 hr
Cost: \$2999.00 (\$100.00 per month)

Power Plant Operations: 471 hr
Cost: \$2999.00 (\$100.00 per month)

Natural Gas Plant Operations: 399 hr
Cost: \$2999.00 (\$100.00 per month)

Oil Refinery Operations: 431 hr
Cost: \$2999.00 (\$100.00 per month)

Pulp Mill Operations: 541 hr
Cost: \$2999.00 (\$100.00 per month)

Paper Mill Operations: 531 hr
Cost: \$2999.00 (\$100.00 per month)

Wastewater Treatment Operations: 181 hr
Cost: \$599.00 (\$100.00 per month)

Biofuel Production Operations: 551 hr
Cost: \$2999.00 (\$100.00 per month)

Drilling for Oil-Gas: 335 hr
Cost: \$2999.00 (\$100.00 per month)

Wind Energy Operations: 446 hr
Cost: \$2999.00 (\$100.00 per month)

APPLIED TECHNOLOGY PROGRAMS

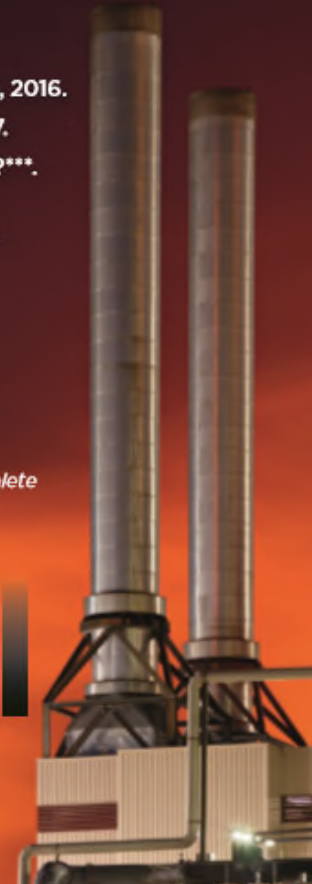
Electrician Training: 396 hr
Cost: \$470.00 (\$100.00 per month)

HVAC Training: 396 hr
Cost: \$470.00 (\$100.00 per month)

Plumbing Training: 266 hr
Cost: \$470.00 (\$100.00 per month)

**Hrs represent average seat time to complete*

HoustonIndustrial
Training Institute
World class industrial training





WHY CHOOSE US?

- 1. BEST VALUE FOR INDUSTRY-READY TRAINING** – we are #1 in the USA in our niche.
- 2. OUR NICHE:** We provide industry-ready training which allows entry-level candidates to acquire the skills that employers seek. Our training is affordable for everyone and we use a lot of online simulations to boost the learning process. We offer training programs for a large number of industries and technologies—all of our training is web-based.
- 3. FREE 30-DAY TEST DRIVE:** Take a free 30-day test-drive – any program (no credit card or payment required). This offer allows you to evaluate the program at NO COST.
- 4. GREAT FINANCING**:** Terms we offer to ALL students:
 - Monthly fee of \$100.00
 - No loans to sign on to
 - No long term financial commitments
 - ALL students qualify. No credit checks.
 - Quit at any time and owe us nothing (see our homepage for terms and conditions)
- 5. FLEXIBLE LEARNING:** Web-based learning. Enroll at any time. Work at your own pace – from anywhere, at any time.
- 6. EASY ENROLLMENT:** No pre-requisites. Note that most employers require at least a Gr-12 education.
- 7. EASY PARTICIPATION:** Don't have to leave your current job or be away from family. Learn in your free time.
- 8. NO-QUESTIONS-ASKED-MONEY-BACK GUARANTEE:** Paid fees are subject to a full refund if requested within 3 calendar days of payment**.
- 9. ACCREDITATION:** We are an IACET/ANSI accredited training provider. We have been accredited for over ten years.
- 10. ZERO-RISK APPROACH:** Register only if satisfied with the free 30-day test drive. Print out the program description, discuss it with potential employers and register only if you are satisfied. Also, take our sample course FREE of cost. Also see our 3-day money-back guarantee**.
- 11. PROVEN RESULTS:** Please visit our website for student testimonials.

www.HoustonIndustrialTraining.com

INFORMATION AND REGISTRATION

www.HoustonIndustrialTraining.com

Registrar@HoustonIndustrialTraining.com

Phone: 877-238-8708

5348 Vegas Drive #998

Las Vegas, NV 89108

NOTES AND DISCLAIMERS

* The word "Professional" indicates that many of our programs lead to entry-level jobs in many professions.

** For more information, see Terms and Conditions on our Homepage.

***For more information, see our whitepaper "High-Paying Jobs for High School Graduates," available on our homepage.

1. In case of discrepancy in presented information, the information presented in the course description or our Terms and Conditions shall apply.

2. Before you register, please read the course description and our terms and conditions. Prices, terms, program structure and program availability are subject to change. Not all of our offered programs qualify as high-paying.

3. Some of our programs are also offered through hundreds of US Colleges and Universities. Should you decide to take these programs through the affiliated colleges, then our terms and conditions do not apply. Many of our students come to us through these affiliates.

4. Houston Industrial Training Institute is not a job placement agency. Job placement is not guaranteed.

5. Jack and Leslie are real students, not actors, who took training programs from our site. Their stories are true and real, but may not be representative for all students. They were paid minor fees for their time.

6. All fees must be paid through our website or through an established training school. Our agents are not authorized to accept fees. All fees must be paid before certificates are issued.



SUCCESS STORIES

JACK'S STORY:

- Took our highly affordable online industry-ready training program.
- Got a job as a Refinery Operator & changed his life.
- Employer impressed by his technical knowledge learned from our program.
- Took our program at his own pace — didn't need to quit his job.



LESLIE'S STORY:

- Tried to get certification for a refinery operator's job for a long time. Nothing worked out. Then, successfully completed our highly affordable program, and immediately started receiving multiple job offers.
- Picked the job which suited him the most.
- Did not have to quit working to take our program.
- Visit our website to watch Leslie tell his story.



LESLIE JONES GOT **MULTIPLE** JOB OFFERS!