

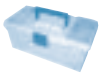
QualityPro Schools

Going the Extra Step with Technicians and Salespeople in Schools

Children spend countless hours in school buildings and on surrounding fields and playgrounds. Thus, the management of pests in such a sensitive environment demands special care. QualityPro schools companies, while meeting QualityPro qualifications, recognize that pests in schools need to be managed in a careful and environmentally responsible way. Each QualityPro Schools company is required to provide reduced-risk IPM services in schools. Additionally, their technicians and sales people who service schools are experienced, trained and tested on school IPM techniques above and beyond state requirements. Such additional steps clearly demonstrate that QualityPro Schools companies care about protecting children in the school environment.

The steps for a QualityPro company to become QualityPro Schools is as follows:

1. The company must meet all requirements of QualityPro. The company will choose to be part of the QualityPro Schools program by signing up for QualityPro Schools as well on the QualityPro application. There is no additional charge for the QualityPro Schools registration.
2. Each salesperson and technician who will sell or service school accounts will have to pass an exam as part of their credential. Background information will be provided so that candidates can prepare for the exam. The exam can be taken at the same time that the QualityPro sales/technician exam.
3. The company, as part of the agreement, verifies that only QualityPro Schools credentialed salespersons and technicians will sell or service school accounts.
4. The company must meet additional requirements, as outlined in the QualityPro Schools Affidavit.



A model School IPM Program will be included in your *QualityPro Resource Manual* if you apply to be QualityPro Schools.



QualityPro Marketing

How will consumers learn about the importance of QualityPro?

QualityPro companies will market the designation to consumers through marketing materials developed by QualityPro. There will be a QualityPro Web site. QualityPro companies will also have access to the QualityPro logo to place in their advertisements; press releases; and other marketing materials such as:

- Homeowner brochures
- Door hangers
- Uniform patches
- Truck decals
- Bill stuffers
- Sample Yellow Pages ads
- Consumer Web site
- Press releases for QualityPro companies