



THE BUSINESS OPPORTUNITY

# The Business Opportunity

*“Own a profitable multi-million dollar 28 year old company, where you will own exclusive rights, unique in your country of several hundred products and services, and you will own the trademark, 5 Star Health and Safety Management System™, and others.*

*This CD brochure contains most of the products and services included, and of course full training will be provided by Dr. Bill Pomfret the founder and president of Safety Projects International Inc.*

## EXECUTIVE SUMMARY

**T**he purpose of this business plan is to outline the Safety Projects International Inc. (SPI)'s business opportunity to all potential licensees. SPI is a leading independent safety consulting firm specializing in providing health, safety and environmental management services worldwide.

We are expanding our business and are looking for individuals or companies to expand. The founder is prepared to sell his entire product inventory and train your companies staff to perform the required training and auditing services for a modest investment. As an SPI licensee, we will provide you a professional image including a customized marketing video/DVD, full technical support, complete set of videos/DVDs and training plus master copies of all materials, our library of resource materials as well as the opportunities for various assignments.



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### WHO WE ARE

SPI has been recognized as a pioneer and a leader in the pro-active measurement of health, safety and risk control. With more than 28 years of experience and over 50,000 surveys, audits and evaluations in more than 40 countries, we have developed and produced the world renowned **5 Star Health & Safety Management System™** which has been used by many Fortune 500 companies. We have also produced more than 100 quality videos, 300 Powerpoint Presentations, a wide range of blueprint systems, procedures and programs to facilitate easy customization, providing a cost-effective solution to your clients consulting requirements.

### WHAT IS AN SPI LICENSEE

This is an individual or a company who own's an S.P.I. business in his country and therefore entitles them to market SPI's full range of health & safety management services and products. In addition, the licensee is entitled to use SPI's proprietary

and copyright materials and trademarks within the whole country, no commissions are ever required. ***You will own the company.***

### REQUIREMENTS / QUALIFICATIONS

**You** are looking for the best business opportunity to start a new career or to expand your existing business with minimum investment and high potential revenue. You could get your return on investment in only 3 or 4 months.

**We** are looking for individuals or companies in your country to become Occupational Health, Safety and Risk Control auditors, consultants, trainers and licensees.

As an SPI Territory Owner, you will be provided the education and practical experience and skills to perform audits and consultancy services to the highest professional standard.

In addition, you will develop excellent communication skills. Better able to present and negotiate with senior management. Selling experience is an asset.

You will be able to employ as many consultant/trainer's auditors as necessary to meet the ever-growing needs.





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### THE OPPORTUNITY: WHAT IS IT?

S.P.I. has developed and acquired a comprehensive business method of operating, merchandising and marketing an occupational health, safety, environmental products and risk control products and systems. This excellent opportunity can compliment an existing health, safety and environmental consultancy, or is suitable for an individual just starting out.

### THE STRATEGIES

SPI Inc. will provide all licensees with our comprehensive startup inventory including the **5 Star Health & Safety Management System™**, more than 100 video titles, copies of all books, disks, DVD's, CD's, manuals, promotional materials including a customized marketing video tape/DVD, and grant the license to use its trademarks and proprietary works in your country. SPI will also provide ongoing technical support, world wide networking, marketing support and assignments.

All licensees will be trained and certified as an accredited auditor under the **5 Star Health & Safety Management System™**.

### HOW IT WORKS

The Licensee's Fee will cover training and certification leading to the **Certified Accredited Auditor** Qualification. Part two will be to conduct, under supervision a full audit and evaluation in one of the licensee's client premises.

Each licensee shall be entitled to technical support for 12 months and the use of SPI blueprints for their consultancy projects.

No royalty fees will be paid, should the licensee's client require an audit using:

- 5 Star Health & Safety Management System™
- 5 Star Total Quality Management,
- 5 Star Security Management System
- 5 Star Statutory Compliance Audit System
- 5 Star Environmental Management System
- Operations Integrity Management System



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### GENERATE REVENUE SOURCES IN FOUR WAYS!

#### 1. PRODUCT SALES

S.P.I. has developed and produced a wide range of products to help educate workers and influence management to adopt health and safety practices and procedures that both prevent and mitigate accidental losses to people, equipment materials and the environment.

The sale of products which support health & safety and risk control in any organization including inter alia, over 100 quality training videos/DVDs which cover every aspect of safety, health, environment, quality management and loss control, see brief descriptions on our web site [www.spi5star.com](http://www.spi5star.com). Our products also include a wide selection of ready to go seminars and courses, books, manuals, software and multimedia presentations.

#### 2. TRAINING

S.P.I. has developed and produced the most comprehensive Ready-To-Go Seminars and training modules available anywhere, they consist of full colour PowerPoint presentations with selected modules available on state of the art interactive media format.

Several off the shelf seminars/training modules provide you with a suggested script to allow you to lead your seminar with confidence and at the same time help position you as an expert instantly. Some modules come with a Leader's Guide and a Participants' Work Book. You will be licenced to reproduce and modify the work book as required.

Our turnkey seminar/course programs will provide everything you need with minimal preparation/customization thus maximizing your bottom line.





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### 3. PROVIDING CONSULTATION

After 28 years of experience in consulting, S.P.I. Inc. has developed blue-prints for the majority of assignments. These allow for easy professional customization to produce cost-effective solutions to your professional consulting services.

### 4. ANNUAL 5 STAR AUDITS

The **5 Star Health and Safety Management System™** is used by hundreds of companies in over 40 countries. All participating sites require an initial audit and are graded to measure

their standards with that of the **5 Star Health and Safety Management System™**. This can help reduce insurance premiums and measure their progress and provide direction for future improvement strategy.

The star gradings are valid for one year only and require re-auditing annually. This annual reinspection will provide the licensee not only a steady revenue base but also the client base for continuous marketing of other products and services.

## RETURN ON INVESTMENT WITHIN 4 MONTHS

Sale of 1 of each video.	100 @ \$199.00 = \$20,000
4 X 5 Star Audits	4 @ \$6,000 each = \$24,000
56 days of training or general consulting	\$1,000 per day = \$56,000
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	\$100,000

\*The illustration has been achieved by others.

TABLE (1)



## THE BUSINESS OPPORTUNITY

### STARTUP KIT Licensee's Minimum Inventory of 5 Star Products

*The following list is a typical inventory of products which will be provided to the licensee.*

Complete 5 Star Health and Safety Management System™ comprising:

- 1 set of videotapes covering all 78 elements, 6 master tapes or DVD's
- 1 set of 5 Star Manuals (General Industry, Marine, Construction, Offshore), 5 Manuals
- 1 copy of Auditors Guide
- 1 copy of Safety Data Sheets
- 1 copy of 5 Star Q & A on CD ROM
- PowerPoint to train others in auditing
- 10 copies of Auditors' rough workbooks
- 1 copy Implementation Chart
- Disc containing audit report blueprints
- Selection of over 100 master beta-cam videotapes to make copies from with a retail value of \$195.00 each, from the list in appendix 1 (see DVD).
- 1 master video to be customized with Distributor's profile, his logo, his address, phone, fax and introductory remarks. "Reach for the Stars"
- 50 copies of the 5 Star Health & Management System brochures
- 50 copies of the Auditors Course brochure
- 5 Star necktie, T-shirt, pin and medallion
- 20 copies of Questions & Answers in Loss Control
- Additional material to assist the licensee to become fully familiar with the business.



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### WHAT YOU WILL RECEIVE ON CONTRACT

- Master DVD or Betacam Master to allow unlimited duplication and sale of all S.P.I. videos. Compliant with your local format requirements.
- Master CD with each Power Point Presentation, which can be customized for clients specific requirements.
- Copy of each manual, master disk or procedure as indicated on the CD brochure.
- 20 copies of the Questions & Answers books with copyright release for reproduction within your country.
- 100 copies of the 5 Star Health & Safety Management System brochure and copyright release for reproduction.
- A master copy of each 5 Star Health & Safety Management System, General Industry, Marine, Construction, Aviation, Small Contractor, Offshore, with copyright release for reproduction.
- One months training on the products and services offered by Dr. Bill Pomfret of Safety Projects International Inc.
- This personal training can include meeting your clients, conducting on-going staff training and or auditing your clients premises if required.
- For one year Dr. Bill Pomfret will provide ongoing consultancy services to you and or your clients at a 50% discount providing you full ongoing profit and support.





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# SUMMARY OF THE BUSINESS OPPORTUNITY

1. You will own the International trademark and copyright in your country of related materials.
2. You will be given full release for the state or nation to use and market products and services.
3. You will be provided ALL products and services on CD Brochure which are included.
4. Dr. Bill Pomfret will provide your staff training in use of systems, products, services, etc.
5. Investor could have a 100% return on investment within 4 months of consulting services and product sales. See table 1.
6. Dr. Pomfret is willing to continue consulting at 50% of his normal fees, thus insuring your chance of success.
7. Payment required 25% on signing, 50% on delivery of master copies, final 25% on completion of training.

***Don't let someone else get your territory/country contact Dr. Pomfret today!***

**Safety Projects International Inc.**

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**[www.spi5star.com](http://www.spi5star.com)**