

IPS
International Protective Services, Inc.



Crime Scene Clean-up
Bloodborne Pathogen Decontamination
Bio-Box and Medical Waste Pick-up

Pre-Business Owner
Information Package
Part I

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December 15, 2013

To: Biohazard Business Candidate:

From: Walter Philbrick

I personally want to thank you for answering the advertisement and showing an interest in owning your own Crime Scene and Biohazard business. I have been in this business for over 20 years and the need for our professional biohazard services just keeps growing.

You will find that we do more than just clean up crime scenes. Before you continue in this business model you have to ask yourself one question, do you have the stomach for this type of business? What we do is never pretty and most of the time outrageously interesting but nasty. But remember, we are providing a service so the family doesn't have to clean up the aftermath of fluids, blood etc. of their loved ones death or suicide.

Also you will find we do more than just crime scenes. It's a great business and I look forward to seeing you here in south Florida soon.

After reading Part I you can request Part II of the application process. We ask you for a \$95 dollar application fee for your background check. That amount is credited to your initial distributor fee but most important the \$95.00 locks in your distributor territorial rights for 30 days so no one else can purchase that territory. I look forward to hearing from you. If you have any questions, you can call me 24/7.

Sincerely,
Walter Philbrick
President

Bloodborne Pathogen Business

Business Overview

The EPA and OSHA have determined that Bloodborne and Airborne Pathogens present a clear and present danger to the public and employees of virtually all businesses and workplaces. Since 1996, there have been in excess of one million documented cases of the transmission of AIDS, Hepatitis (A, B and C) and Tuberculosis as a result of contamination from blood, body fluids, tissues and other human waste products. These contaminants, the byproducts of accidents or crime scenes, were found occur in the workplace, home, in public facilities, at the scene of traffic accidents and/or crime scenes, in police vehicles, public transportation vehicles, public areas and in correctional facilities.

In order to combat the spread of disease and minimize transmission, EPA and OSHA have developed extensive and strict protocols and procedures that are legally required when a scene is exposed to blood or other potentially hazardous materials.

The mandated guidelines include the cleaning, disinfecting, deodorizing and preparing a scene for return to normalcy. The biohazard waste materials are properly packaged and disposed of under stringent federal, state and local guidelines.

Because of this, an entire industry has sprung up regarding Decontamination and Prevention. In 2012, revenues from the bloodborne and biohazard cleanup industry produced over \$300 million dollars in revenue.

Approximately 74% of the industry consists of independent vendors employing an average of 6 individuals. The average net income of the owner of a Bloodborne Pathogen Decontamination Service is \$ 176,000.

IPS has been a leader in this industry since 1992. It currently serves over 45 police, transit, county and private entities and hundreds of individual callers. In addition, IPS has developed a premier business opportunity that helps individuals throughout the United States and abroad become independent operators, business owners, entrepreneurs and to achieve financial success.

IPS Bloodborne Clean-up

An Excellent Business Opportunity

A Perpetual Business:

The Bloodborne Clean-up Distributorship is a business that is as inevitable as death and taxes. There will always be accidents, crime scenes, contaminated vehicles, dwellings, facilities and establishments that have to be cleaned and decontaminated. This is mandated by law.

With the purchase of an IPS distributorship you control its rate of growth. You can be as aggressive at building the business as you want to or you can gradually implement the distributorship part-time until you are ready to work at it on a full-time basis. The yearly gross income is not regulated by IPS.

Distributorship Purchase:

There is a one-time business model purchase price of \$12,500. When IPS receives your deposit the territory or city of your choice will be taken off the market. Remember your \$95.00 application fee holds that territory for you. Once paid there are no percentage or royalty fees paid to IPS.

The \$12,500 fee includes training, certification, territorial rights, manual(s), ongoing quality assessments, IPS promotional video, business plan, forms and invoices, sample forms you will need to operate, 24/7 contact with world headquarters, opportunities for continuing education and more. The fees are paid quarterly on the calendar year.

You are not required to purchase your decontamination supplies from IPS the parent company. At the 3 day training class you will be informed where and what you need to buy.

Additional Adjoining Territorial Distributorship Purchases:

When you purchase an IPS Bloodborne Clean-up distributorship you are guaranteed that your distributorship territory will not be downsized, restructured, or imposed upon by another IPS distributorship. You own the exclusive rights to your own territorial area(s). You may also purchase additional adjoining territories at an additional discounted price of only \$5,500 per area.

Distributorship Ownership Restriction:

This distributorship is a service-oriented business. Often, our technicians are permitted in private residences alone and are also enter police holding areas and facilities of sensitive nature. Therefore, no distributorship owner or employee can be convicted of any serious felonies. This can be discussed later if you have been convicted of a felony. Also the staff you hire should not have any serious felony convictions.

It is imperative that employees you hire all have their backgrounds check.

Other Restrictions:

There are certain corporate restrictions that have been designed to protect your investment. IPS Bloodborne Pathogen Clean-Up will be a nationwide and global organization. As a result, business practices, procedures and protocols are standardized and must be adhered to. This enables us to maintain quality control, professionalism and our outstanding corporate image. In addition, you must sign a cooperative agreement and a no-compete clause and that you will not branch out without IPS approval. The cooperative agreement just states that you will police yourself and maintain the high quality of IPS. Failure to adhere to the standardized protocols could result in you losing your territorial rights.

Equipment and Supplies:

Each distributorship owner will not be required to purchase equipment and supplies from IPS. You can purchase your own Bloodborne Pathogen Equipment and Supplies from locations we recommend during the 3 day training class. IPS has chosen to do this because the nature of this business deals with trying to keep your overhead costs down. You can professionally decontaminate dangerous pathogens with common chemicals purchased locally.

It is imperative that the appropriate disinfectants, sterilizing solutions, personal protective equipment and ancillary cleanup materials be used. As a business owner you will be given a list of supplies that must be kept on hand at all times.

The health and well being of the client, the workers, the general public and your employees and workers all depend upon meeting the proper guidelines for materials and decontamination guidelines and methods.

In addition, as the business owner, you will save money on equipment and supplies when you buy in bulk. IPS will give you a list of equipment and supplies that meet our stringent quality control requirements and are also in compliance OSHA, State, Federal and local requirements.

You will be assured that your workers receive proper barrier protection and that each incident will be decontaminated with the appropriate chemicals, disinfectants and cleaning protocols. All of these factors play an important part in standardizing the professional reputation and image of IPS and your company.

Fleet Vehicles

Note: It is the responsibility of the distributorship owner to purchase and insure his/her own fleet of vehicle(s). The vehicles must be clearly marked with the IPS corporate name, services and your phone number. All vehicles must be maintained in accordance with corporate standards.

Training:

All distributorship owners and designated staff will be trained on the job at IPS corporate Headquarters in Hollywood, Florida or at your home base. If we send an instructor to you the training will only be two long days. If you decide to travel to Florida you will receive two days of instruction. The three days of instruction will be on bloodborne pathogens, contaminants, decontamination methods, chemicals, clean-up protocols, sales, record-keeping, marketing, developing leads, advertising, inventory control, selection and training of personnel, communications, and maintaining professional corporate standards. You will receive a certification to teach bloodborne pathogens upon finishing this course.

IPS will make arrangements for the owner(s) at local lodging facilities. Once you arrive here in Fort Lauderdale/Hollywood all expenses are paid for by IPS. If you

decide you want the instructor to travel to you once they arrive in your city all expenses are paid by you or your company.

Training and certification will be available for registered business owners. If you have any additional partners or staff you would like to attend the meetings and training it is a nominal fee of \$500.00. This will cover books, hotels, and supplies.

The intensive two day training course will enable you to return to your facility or home base and manage every aspect of its operation. The training manuals, computer software and videotapes you receive during the course will assist you in training additional personnel and setting up and maintaining your business. In addition; you can call our "hotline" anytime in order to receive specialized information. The tests are not hard. You will pass the tests without a problem.

IPS has an outstanding record in continuing education. To date, the IPS Company has trained and certified over 100,000 Federal, Local and International professionals and civilians in a wide variety of courses. With IPS, you are guaranteed the highest degree of professionalism, expertise' and personal attention.

A Source of Revenue:

When a number of factors are considered, this is an excellent business opportunity for an entrepreneur/owner, a full-time worker or even a part-time business owner.

You the Business Owner:

As the business owner you will be limited only by your ambition. The start-up costs are extremely modest when you compare that to the earning potential. The educational requirements are all provided for you here at our training facility.

The most important qualification the owner must have is the drive to succeed. This involves working hard, making calls and obtaining clients. Once your client base is established, the business becomes self-perpetuating. It would be an excellent business opportunity for anyone with a police, Para-medical, firefighter, EMS, military, general house or office cleaning, nursing or a health profession background. Decontamination is an easy process and anyone can learn how to do it.

Those are just a few jobs that make the bloodborne pathogen career a little easier but you are not limited to purchase if you were not a firefighter etc. You can learn how to disinfect and decontaminate surfaces here at our training facility.

Bloodborne Technician: An industrious full-time worker can net \$80,000-\$150,000 per year!

Promise to Perform

This is not a franchise but a professional distributorship. When you purchase your territory you will be asked to sign a promissory note agreeing to the standards set by the parent company IPS.

By signing the promissory note you are agreeing to the standardization set by the parent company IPS of Hollywood. One day this will be a nationwide corporation and all of the distributors must look the same, clean the same way, act and perform as if they were part of the worldwide IPS Biohazard business.

Business Opportunities and Prospective Clients

Here are just a few ways you make money.

Contracts with local Police Departments for Biohazard Cleanups

This is done quite frequently from an open purchase order as opposed to an actual written contract. Departments will budget monies for biohazard cleanup in their jail cells, transport vehicles, crime scenes, police vehicles, holding cells etc.

Opportunity Rating: ★★★★★

Crime Scene Decontamination

When there is a major crime scene generally in a public area the police will contact IPS to clean and decontaminate the scene. The police department is billed directly.

Opportunity Rating: ★★★★★

Pick-up of biohazard boxes

Pick-up of biohazard boxes for destruction according to OSHA standards. Hotels, dentists, hospitals, tattoo parlors, medical centers etc. These accounts have tremendous resale value when you sell your company.

Opportunity Rating: ★★★★★

Decontamination of Evidence from Crimes

IPS has on several occasions decontaminated crime scene evidence from homicides for the local police department. Chain of evidence is extremely important. The crime scene evidence is saturated with blood and other objects and needs to be decontaminated for presentation in court.

Opportunity Rating: ★★★★★

Public Transportation Facilities

Buses, Subways, Trains, are all excellent sources of revenue once you become established. The supervisors and drivers will automatically call you whenever the occasion arises.

Opportunity Rating: ★★★★★

Hotels

Currently several local hotels and specifically holiday Inns use IPS Services. Suicides, drug addicts, blood scenes. Etc. Diplomat Hotel, Howard Johnson's and Holiday Inn. There is also the opportunity to pick-up their bio boxes.

Opportunity Rating: ★★★★★

Insurance Companies

Many crime scenes or Biohazard cleanup sites are covered by insurance. In many instances, the homeowner's insurance company can be billed for services rendered.

Opportunity Rating: ★★★★★

Sale of (PPE) Personal Protective Equipment to Police Departments

This is usually completed through a PO or purchase order. This aspect of the business is very competitive. Cost is by far the most important consideration. You will be called for prices on clean-up kits, small PPE's for police vehicles, gloves, face masks, booties etc.

Opportunity Rating: ★★

Training Police Officers in Bloodborne Pathogens

Police Officers must be trained and re-trained in the dangers associated with their profession. IPS has trained several municipal and Federal police agencies in Occupational Exposure to Bloodborne Pathogens.

Opportunity Rating: ★★

Federal Housing and Urban Development (HUD) venues

Bloodborne Pathogen services are needed in HUD projects where people have died in one of their housing units.

Opportunity Rating: ★★

Automobile Auctions

Vehicles are purchased for sale at auction. In some instances, there is blood contamination as a result of accidents or suicides. These vehicles are in need of Bloodborne pathogen cleanup.

Opportunity Rating: ★★

Tuberculosis Decontamination

People who are arrested have a large variety of diseases. One such disease is tuberculosis. On many occasions police departments have called us to decontaminate jail cells, phone areas, interview rooms etc. of TB.

Opportunity Rating: ★★

East Coast Railroad

Though not a common occurrence, several times in the past five years the Florida East Coast Railroad has contacted us in reference to victim being struck by a train.

Opportunity Rating: ★

Cleaning of Office Buildings

You are already in the cleaning business why not expanding to offices and corporate buildings.

Opportunity Rating: ★★

Our Client Base

One look at our client base shows you the enormous potential of this business. Each of these facilities is legally required by OSHA and The State Department of Health to properly remove and clean up biohazard materials. As you can see, it is far more simple and convenient for agencies to call professionals as opposed to having their own staff trained, equipped and prepared to do the job.

The list is by no means complete. Private dwellings, apartment units, retail stores, restaurants, assisted living facilities, hotels and motels, cruise ships, condominiums, emergency and police vehicles, cabs, limos, subways, bus lines, arenas, theatres, highway accident scenes, industrial accident scenes, Home Depots are but a few of the venues and locations that have need for our services.

You will only be limited by your imagination, drive and ambition.

Partial List of Departments and Venues Using IPS Services:

- | | |
|---|----------------------------------|
| 1. Broward Sheriff's Office | 21. Lauderhill Police |
| 2. Broward County Bus Transit | 22. North Miami Beach Police |
| 3. Hialeah Police | 23. North Miami Police |
| 4. Hollywood Fire Department | 24. Delray Beach Police |
| 5. Florida Highway Patrol | 25. City of Homestead |
| 6. Miami Shores Police | 26. Hollywood Police |
| 7. Biscayne Park Police | 27. Hallandale Police |
| 8. Sunny Isles Police | 28. Cooper City Police |
| 9. United States Secret Service | 29. Plantation Police |
| 10. Memorial Hospital | 30. Sunrise Police |
| 11. Coral Gables Police | 31. Miramar Police |
| 12. Seminole Police Department | 32. Holiday Inn |
| 13. Pembroke Pines Police
Department | 33. Palm Beach Sheriff's Office |
| 14. City of Golden Beach Police | 34. Diplomat Hotel |
| 15. Pine Crest Police | 35. State Farm Insurance Company |
| 16. Hialeah Gardens Police | 37. Auto Auction |
| 17. Davie Police | 38. East Coast Railroad |
| 18. Wilton Manors Police | 39. South Miami Police |
| 19. Bal Harbor Police | 40. Memorial Hospital |
| 20. Bay Harbor Police | 41. The "W" Hotel |

18 Steps To Owning Your Own IPS Business

- 1) Step one: Make a decision to become an entrepreneur and start your own Biohazard distributorship.
If you have any questions you can call IPS at 1-800-510-0820 and ask for Walter Philbrick.
- 2) Click the link "Business Application" and fill it out then send it to IPS.
- 3) Make the decision on which territory you would like to purchase.
- 4) Email or call IPS with your choice of territorial location(s).
- 5) Complete Part II and send it back to IPS with a \$95.00 non-refundable background check fee.
Make sure it is completely filled out.
The \$95.00 check secures your territorial rights for 30 days.
IPS will review the package and conduct the background check.
At this time you will be approved or disapproved to purchase a distributorship territory.
This takes up to three days after receipt of your check and application package.
- 6) You will be notified by mail or email and a phone call that you have been approved or disapproved to purchase a territorial area.
- 7) When approved, IPS will email you a congratulatory letter and also mail you your contract to purchase the biohazard distributorship with the territory that you have selected.
- 8) You will have five business days to send back your contract for purchase with a refundable deposit of \$5,500.00.

Your purchase deposit fee can be personal check, business check, cashier's check or credit card payment.
- 9) Pick your dates for the 3 day training class.

10) Option 1: Purchase your tickets to Fort Lauderdale or Miami airport

Option 2: Let us know you are driving to Hollywood

Option 3: Send us your location information so we can make arrangements to come to you

11) If you arrive in Hollywood, Florida from Fort Lauderdale International Airport or the Miami International Airport.

We will pick you up so you do not need a rental car. This is a working vacation.

12) Once you arrive your accommodations will be paid by IPS. Your reservation will be at the Ramada Inn in downtown Hollywood.

13) Upon arrival the balance of your distributorship fee (\$10,000) is due.

14) Attend 3 day bloodborne and biomedical waste training classes at your location or at our corporate office in Hollywood Florida.

15) While in Hollywood you will go out on biohazard calls

16) Class will end around 4:00 PM on your third day of training. You can leave that evening or the next morning.

17) Return home and start your business.

18) You will also have a six (6) month review.

Three day Training Program: (Re-cap)

1. Arrive night before first day of class
2. We will pick you up and drop you off at airport (if you fly)
3. IPS will pay for three nights at the hotel of our choice
4. Attend training the next three consecutive days
5. End of third day of training fly/drive home that night or next morning training will end around 4:00 PM on the third day of training
6. You will go out on calls, time permitting.

If our instructor is going to your location the details will be discussed over the phone.