

FAQ's

Frequently asked questions

1. Who is IPS and what do we do?

- A. International Protective Services (IPS) has been in business for over 20 years providing biohazard decontamination to police departments, correctional facilities, hotels, private dwellings and more. The business is much more than just crime scenes. It is crime scene clean up, bio box exchange, selling equipment, teaching and much more. The founder and owner, Walter Philbrick is a police officer who started the business.

2. Why should I buy an IPS Distributorship?

- A. Buying an IPS Distributorship is not a franchise but a proven business plan. It is one of the best valued business you can open today. To get into your own business the distributorship fee is only \$12,500.00 This business can net you over \$150,000 in a good year.

3. Do I have to purchase my supplies from the IPS home office in Hollywood, Florida.

- A. The answer is "No." During your two days of training you will be instructed on exactly what you will need and how you can obtain all items necessary to start your IPS Biohazard business.

4. Do I have to travel to Hollywood, Florida for the biohazard and bloodborne training?

- A. Again the answer is "No." We will send an instructor to you. The only prerequisite is you pay half of the distributorship fee up front and the balance upon the instructor's arrival. We will pay the airfare to you.
- B. The instructor will need: a class room environment, a DVD player, disinfectants, towels, scrub brushes and a few other articles.

5. Do I own the company or is it owned by IPS and the home office in Hollywood?

A. You own the corporation 100%.

6. How does buying a Distributorship benefit me?

A. As a Distributorship you use the IPS in Hollywood reputation to grow your clientele. This affiliation will help you secure similar clients in your geographical area based on the Corporate Office's reputation alone. The corporation, International Protective Services has completed over 10,000 clean-ups in police departments and other venues.

7. How can I pay the \$12,500 Distributorship fee?

A. You can pay the fee by credit card, cash, cashier's check, personal or company check. Financing is also available through IPS with a deposit of \$5,500.

8. What if I have no experience in the medical or biohazard field?

A. It doesn't matter what your background is. This business is extremely easy to learn. You will need basic computer skills for accounts receivable and accounts payable. Crime Scene clean-up and the bio box business will all be instructed to you during our 2 days of training. Anyone can do it.

9. How much can I make each year?

A. The sky is the limit. If you use the trade secrets taught to you during the training class you can make up to and more than \$100,000 a year in this business. It will take a few months for you to get oriented but this is a proven recession free business.

10. What can I make cleaning a crime scene?

A. We don't tell the client but our hourly rate is \$200 an hour or more. On an average 2-3 hour crime scene clean up you should bill in excess of \$400. IPS just recently decontaminated a crime scene and was paid \$4,400.

11. Do I need any special licenses?

A. No, but you will need a business license and most important a biohazard transport license which is really easy to obtain. It is truly a simple business.

12. Can I sell my IPS Distributorship?

- A. Yes you can, only after the new owner(s) pass a criminal background check. They will also have to attend the bloodborne training offered by the IPS main office or your company.

13. What controls does the IPS main office over by IPS Distributorship.

- A. None, you are the sole owner of your IPS Distributorship and maintaining a professional image is important to your success. IPS has a proven business model that we will teach you at your 2 days of training.

14. What exactly am I buying? Is it just one business or more?

- A. At the training we will teach you more than 10 avenues to make money in this business. It's just not crime scenes clean up but much more. It's a multi faceted business. It is much more than just cleaning up suicides. That is the true success of the business. You are buying two businesses (1) crime scene clean-up (2) Bio-medical waste pick up and box exchange. These two businesses complement each other.

15. What makes it a Distributorship?

- A. This is not mandatory but every IPS Distributorship will be asked to wear the IPS Corporate uniform, similar business cards, forms, similar style vehicles, as well as signs on your vehicles and more. After a few years we will be a recognized worldwide business in every major city.
- B. You are an independent corporation and are an associate of the IPS World Wide organization.