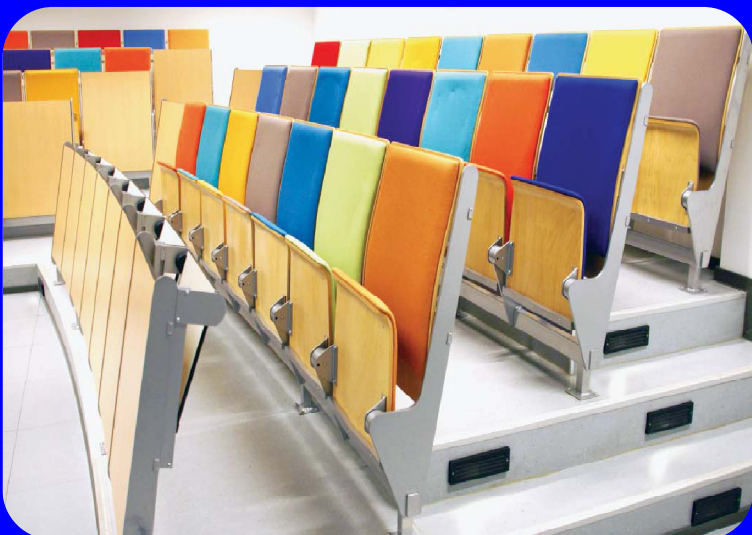


The JMT Network Program

Our Vision

- The JMT Network Program is a team of educated, experienced and professional human resources and safety entrepreneurs working toward a common goal of providing exceptional service to our clients.
- The JMT Network Program is brand recognized for its ability to timely, cost effectively and professionally solve our client's "people" problems and safety issues.
- The JMT Network Program combines the synergy of human resources and safety consultants with a nation-wide professional sales team to be a full-service provider.
- The JMT Network Program serves as a mentoring program for experience human resources and safety professionals with a committed desire to own and operate a successful consulting company.



- The JMT Network Program will expand and succeed through the continued commitment of its members to provide exceptional client service and brand promotion.

Network Objectives

- Provide "qualified" leads to each member company.
- Build each member's revenue through increased sales.
- Build each member's client base.
- Each member will advertise and market their services through The JMT Network.
- Add value to each member's clients through expanded services of other professionals in The JMT Network.
- Provide a support network team of professionals to discuss business-related issues.
- Allow each member company to grow their business outside of their current market.
- Provide exceptional and guaranteed service to member clients in The JMT Network.
- Manage The JMT Network membership so member companies are not competing with other member companies in the same market.
- Utilize an advisory board of experienced professionals in the HR and safety fields to provide input into the key decision making process of The JMT Network.
- Evaluate each member's contribution on a regular basis through a report card system. Information will include referrals provided, The JMT Network services provided, new members recruited, results of client quality reports, etc.

Member Benefits

Increased Revenue

- Qualified referral leads from The JMT Network for the specific work you do in the geographical area you want to work in.
- The JMT & Associates, LLC nation-wide sales team will promote and offer your services to potential new clients.
- Add JMT & Associates, LLC model HR and safety programs to your services. A wide variety of successfully proven programs are available for purchase.
- Access to special tools from members to help you add revenue to your company. i.e. employee assessment tools, candidate profiling, etc.
- The opportunity to sell any service or product that is offered by a member company.

Business Expansion and Growth

- Your specific service is offered throughout The JMT Network, which means new business for your company.
- Nationwide exposure and growth potential.
- Accept large, multi-consultant or geographically dispersed projects by teaming together with other network members.



Advertising

- Your company is highlighted in the JMT & Associates, LLC newsletter.
- Send the JMT & Associates, LLC newsletter to all of your contacts.
- Your company profile on the JMT & Associates, LLC Website.
- Opportunity to be a guest author in the JMT & Associates, LLC newsletter. Great advertising for your company.

Networking

- JMT & Associates, LLC will promote The JMT Network and actively search for qualified companies to join the program.
- Up-to-date list of all members and the services that they offer.
- Other human resources and safety professionals to talk and network with in a non-competing environment.
- Intangible value of professional development.
- Annual meeting of The JMT Network members.

Administrative Support

- JMT & Associates, LLC does the invoicing and collecting for referred business in The JMT Network.
- Administrative support is available at a reasonable cost for growing your business.
- Assistance with setting up a client account so you are paid in a timely manner.

Webinars and Education

- Webinars to highlight the services that our members offer. Tips on how to make money providing leads for other services. Each member company has an opportunity to promote their services to The JMT Network membership.
- Brainstorming Webinars for marketing and sales ideas that members find to be effective.

Communication

- Receive regular progress reports about The JMT Network. Information will include number of members, services provided, referrals being made, etc.
- Receive email alerts to news within The JMT Network about our members. This would include success stories and new services and products.



Value To Your Clients

- Invite your clients and potential clients to The JMT Network training and development Webinar series. Increased revenue and client satisfaction for your company.
- Credibility to your company for being a part of a larger entity.
- All work is satisfaction guaranteed within The JMT Network. Happy clients are repeat clients.

Support

- Backup resource for that *difficult* client.
- Access (fee-based) to JMT & Associates, LLC database of service delivery tools, templates, checklists, marketing material, guidelines, samples, etc. Work smarter - not harder.
- Help for a new consulting company to get up and started.
- Resource center for that question you just can't answer. A lot of professional brainpower is in The JMT Network.
- Assistance available from other professionals when your workload gets full. Don't tell a potential client that you are not able to help them at this time because you are too busy.
- Special service discounts from nation-wide providers because of The JMT Network discounts.

Your Contribution

- Conduct regular "image and outreach" activities. Promote The JMT Network with speeches, publishing, mailings, emails, etc.
- Actively contribute leads to The JMT Network.
- Stay current in your professional field of service.
- Regularly attend The JMT Network webinars.
- Brand The JMT Network - business cards, letterhead, advertising, website, etc.
- Invoice The JMT Network for money due in a timely manner.
- Maintain competitive pricing for in-network member clients.
- Establish your fees to accommodate the fee structure of The JMT Network Program.
- Deliver "exceptional" service to The JMT Network company clients.
- Offer 100% satisfaction guarantee for all work performed to The JMT Network member clients.
- Pay The JMT Network invoices in a timely manner.
- Sign an Independent Contractor Agreement with JMT & Associates, LLC for work you perform for member network clients.
- On an annual basis, provide contact information for three of your non-network clients for quality control purposes.
 - One-time application fee of \$150.00.
 - Annual membership fee of \$250.00.



Payment/Commission

Leads Provided To The JMT Network Program:

- You will be paid a referral fee for each lead you provide to The JMT Network based on the strength of the lead.
- Referral payments are made after the client pays for their service.

Services Provided to The JMT Network Clients:

- You will pay a twenty (20) percent fee of the gross sales amount minus expenses to The JMT Network for all work that you perform within The JMT Network.

How Do I Join?

Step One - Contact JMT & Associates, LLC.

Step Two - Submit a membership application and company profile with your application fee.

Step Three - Interview with a JMT Network advisory board member.

Step Four - Advisory board review of your application, company profile, company advertising materials, and previous work examples.

Step Five - Conduct reference checks.

Step Six - Sign Independent Contractor Agreement.

Step Seven - Attend orientation session for new JMT Network members.

Step Eight - Introduction to other JMT Network members.

Step Nine – Complete a 90 day “Get to know each other” period.

Step Ten - Congratulations on becoming a JMT Network member!

Version 11-3



**JMT &
Associates, LLC**

Human Resources & Safety Consulting

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