

Job Description & Opportunity

Insulation Consultants

Under the Commonwealth Government
Insulation Energy Efficient Homes Package



ROSCON GROUP OF COMPANIES

InsulatingAustralia

Version (4) August 2009

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Sales Careers with the Roscon Group of Companies

Roscon Insulating Australia | Join the market leader | Consultants required all capital cities and regional areas

It doesn't come better than this! Join the most innovative company in Australia in the supply of ceiling insulation. Individuals employed by Roscon have the opportunity to work as a contract consultant with a huge market, three million customers "the homeowners" the recipients of FREE ceiling insulation.

Background

The Commonwealth Government's \$4 billion Energy Efficient Homes Package aims to improve the energy efficiency of Australian homes by helping householders cut their energy waste, reduce their carbon footprint, make their homes more comfortable, and save on energy bills. As part of the Australian Government's \$42 billion Nation Building - Economic Stimulus Plan, it will stimulate the economy by supporting thousands of jobs in manufacturing, distribution and installation.

The Homeowner Insulation Program is a key part of this package. Under the program, assistance of up to \$1,600 is available to help eligible owner-occupiers install ceiling insulation in their existing privately-owned homes. It is expected that approximately 2.2 million owner-occupied properties and 700,000 rental homes will benefit from this offer. The main phase of the Homeowner Insulation Program runs from 1 July 2009 until 31 December 2011. During this time Householders must have ceiling insulation installed by insulation installers who are registered with the Commonwealth Government Energy Efficient Homes Package.

- **Work for one of the most forward thinking property service companies in Australia**
- **Experience not essential**
- **Provide you with essential tools to help you build your career**
- **A can do attitude, motivation & self belief is what you need to give us**
- **Increase your income to figures you never thought was possible!**

Your opportunity

Opportunities like this one are rarely advertised, those individuals who take up the challenge early will have the knowledge first; you will have a chance to build your own team of consultants and benefit from their results. The Federal Government is investing \$4 Billion dollars to provide homeowners with more efficient homes; it is also proving opportunities to entrepreneurs who can create jobs for Australians.

Your income can only be limited by you, by the hours you're prepared to work. Not only will you benefit from the high income you're likely to earn, you will also have job satisfaction in knowing that every order you obtain from "Homeowners" you are helping Australians save on their energy bills.

Roscon will give you the competitive advantage out in the field with a professional sales kit and documentation to secure your commissions once you have completed the order with "Homeowner's" The opportunity to represent a company whose clear goal is to become the market leader in the supply of insulation under the Commonwealth Government's \$4 billion Energy Efficient Homes Package. Our dominance in Australia's insulation business can only be achieved by recruiting the best people who will represent Roscon in all corners of Australia. You won't find a better selling environment. It doesn't come any better or easier than this.

Who are we, why join us?

Our National Strength

The Roscon Group of Companies is a specialist provider of property related services to businesses and statutory institutions and Insurance reinstatement. We take full responsibility for the delivery of services which are not core to our clients operations. Roscon frees up management resources, enabling our clients to focus on their core business. Roscon Group of Companies has evolved from its history of developing its own projects, construction & management of Commercial and industrial projects. Its operations have been established in Melbourne since 1987. Since our beginning Roscon has extended its service capabilities into Property Maintenance Management, Grounds Management, Cleaning Services, Waste Collection and all other related property maintenance management services. Our management system has been assessed by international certifications and found to comply with the requirements of ISO 9001:2000 Quality Management standards.

Roscon's Aim

Our goal is to install ceiling insulation to as many Australian homes as possible. The Consultants we engage will bring the message directly to homeowners through innovative marketing strategies targeting those who are entitled to FREE home insulation under the Homeowner Insulation Program. Roscon plans to have Consultants located nationally in all major capital cities and major regional towns throughout Australia. By late 2009 Roscon anticipates that over 500 or more Consultants will be taking insulation orders from every corner of Australia, creating extra work opportunities for our Consultants and subsequently to insulation installers and related industries.

All our Consultants will receive training and given the necessary basic skills in customer service to help ensure that each earns an above average income.

Roscon Mission Statement

"It is the policy of Roscon to deliver property related services to its clients in the most efficient and timely manner while respecting legal and statutory requirements. Roscon operates under ISO 9001-2000 in the completion of its services. All staff and sub-contractors are expected to work according to our policies and procedures. The system employed by Roscon is reviewed annually in order to ensure its consistency."

Roscon is 100% Australian owned company that intends to become Australia's most progressive and exciting property service provider enterprise, reaching over 350,000 Australian's during the Energy Efficient Homes Package which ends on the 31st December 2011.

Homeowner Insulation Program (HIP) Overview

Why is the Australian Government providing this assistance to Householders?

The Homeowner Insulation Program is a key component of the \$4 billion Energy Efficient Homes Package provided by the Australian Government. It offers a budget of up to \$1,600 to Australian homeowner-occupiers of currently un-insulated homes or homes with negligible ceiling insulation.

For most homes insulation is the simplest, most effective and cheapest way to make a house more energy efficient, keeping it cooler in summer and warmer in winter. It can save up to 40 per cent in heating and cooling bills. Insulation can reduce condensation on walls and ceilings, leading to improved health outcomes. The Government estimates that up to 40 per cent of all Australian homes are currently without insulation. The assistance offered is specifically targeted at the installation of ceiling insulation in these homes.

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Our business Culture

Our can do approach is the reason we have expanded in all areas of our group of companies, success pays the bills and this success is driven everyday by professional, cohesive and totally committed sales consultants throughout Australia. Frankly, new members to our team of consultants must have the same make up, a "can do" "just do it" "get out there and make it happen" approach to sales. Those who wait for things to happen will be waiting a lifetime and the chances are that nothing will ever happen.

Our sales consultants 'the team' works positively with the resources of the business and the back up of funds being made available by the Australian Government to give homeowners of Australia FREE insulation. There is no better recipe to make our consultants successful.

Our consultants will be comfortable knowing that they can rely on Roscon to support them and provide this opportunity. Our creativity to further our competitive advantages will ensure that the "team" will continue to grow and we strongly promote the consultants who come on board with us to encourage their business associates, friends or whoever they feel can contribute to your further success. We want individuals going out on the field to work knowing that they are expanding their earning capacity to the maximum and that will make you feel good. Only by working in this co-ordinated way can we continue to lead the market and reward our people well.

Your attitude

Your attitude will be "can do" "no crap" let's work as a team. Part time consultants should set a goal in obtaining a minimum of 10 orders per week (*this is by no means the minimum or maximum, it all depends on the determination of each sales representative*). We definitely don't want any "maybe I'll give this a go" types; we want committed, passionate individuals with the right attitude.

How to apply?

Complete the online interactive (PDF) form on our website at www.roscon.com.au go to work opportunities, under insulation you will see application form – Insulation complete this form and press the SEND button. Once we receive the completed application form, you will be advised in writing within 7 days.

Consultants' Job Description and Requirements

Job Description

1. To personally meet with homeowners to assess if they qualify for FREE insulation.
2. Accurately measure the homeowner's home.
3. Provide the cost to the homeowner according to the Roscon price list (most will be free). Complete the required documentation (two forms).
4. Take insulation orders within your allocated area. Generally each consultant is given the post code where they reside.

Requirements

You will be retained as a Contractor to act on behalf of Roscon for the sole purpose of prospecting eligible homeowners and taking insulation orders under the Commonwealth Government of Australia Homeowners Insulation Program and Low Emission Assistance Plan for Renters occurring between 1st July 2009 and 31st December 2011.

Required Equipment

1. Tape measure – minimum of 8 metres in length
2. Calculator
3. Folding ladder to gain access in roof space where necessary
4. Battery Operated Torch

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Sales Kit & Initial Marketing Material



Sample Consultants Sales Kit

Sales Kit Supplied by ROSCON

The cost of the Sales Kit is \$150 GST Inclusive and is to be purchased by the Consultant. It is fully refundable upon the completion of ten (10) Insulation orders by Consultant.

The Sales Kit includes:

(1) Notepad (2) Sales Folder (3) Work Order Forms issued by the Government (4) Homeowners Engagement & Authority (5) Insulation price list (6) Identification with your current photo taken by Roscon or supplied by consultant (7) Business cards (8) 500 colour letterbox drop cards with Consultant's personal name and mobile number (9) Sales Representative working agreement.

The Consultant shall undertake to provide the following documentation before undertaking any work for Roscon:-

1. Self procured police check
2. Valid ABN number
3. Evidence of GST registration (only if you are registered for GST)

Frequently Asked Questions

Q1 I have a full time job now, can I work part time?

A1 Yes.

Q2 Can I work full time?

A2 Yes you may although it is not recommended. The insulation program has been scheduled from the 1st July 2009 up until the 31st December 2011 so you should bear in mind that between obtaining insulation orders from homeowners and the installation date of the insulation there could be waiting periods of up to 3 months before you receive your commissions due to shortages of volume insulation batts. Rest assured that ALL orders taken by our Consultants will be installed. Roscon as a major insulation supplier will source insulation batts in large volumes giving Roscon priority over smaller suppliers.

Q3 Will I be paid by commission only?

A3 Yes, some of the highest paid people in the world work this way. You get paid on results. There is no limit to how much you can earn. You determine how much you want to earn.

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- Q4 What income can I expect?
A4 As a Consultant you will earn \$120 GST Inclusive for each insulation order you obtain from eligible homeowners. Most of our Consultants are currently working their own hours on a part time basis. On the average they commit approximately 2 hours per evening which is divided between simple letter box drops to 100 homes, attend one appointment per evening with one homeowner to measure, quote and complete the necessary paper work. It is anticipated that by working 2 hours per evening and 8 hours on a Saturday you may accumulate earnings upwards of \$1,560 per week (upwards of \$80,000 per annum). There is no earnings limit as it depends on how many orders you are prepared to obtain on any given day.
- Q5 Is there an opportunity within the Roscon Group for advancement?
A5 There are unlimited ample opportunities for Consultants to grow their own individual sales teams. By networking with homeowners you may find a homeowner, a friend, a business colleague of the homeowner or within your own network of friends or associates who may be interested in working on a part time basis for additional income. The possibilities are endless. By introducing other individuals to Roscon builds your own sales force which guarantees you extra income. Roscon will require more than 500 consultants Australia wide to service the demand for FREE insulation.
- As a Consultant, you automatically become a Team Leader within the insulation sales force when you introduce five (5) new successful consultants to Roscon. You will receive an ongoing trailer from their sales. As your group grows you could advance to become a Group Leader with more bonuses. On the 1st November 2009 Roscon will elect from our existing team of consultants a State Manager for each Australian State. Each State Manager will receive commission trailers from all consultants within their State.
- Q6 How do I know who needs FREE insulation?
A6 Government statistics provide information illustrating, for example, that 72% of all homes in Victoria are insulated. Therefore we calculate that the balance of Victorian homes, or 28%, is not insulated. The Government has budgeted funds to insulate all these homes. The simplest way to get lots of orders is via the 'letterbox drop' technique. You simply place our small brochure in the letterbox of all homes on a particular street. Our experience informs us that, with a general target of 100 homes, you are likely to receive up to 14 calls of interest. You then make appointments with the homeowners to measure and complete the necessary paper work.
- Q7 What days will I be required to work?
A7 It is up to you to manage your own work schedule.
- Q8 I don't have an ABN (Australian Business Number)
A8 That's fine, you can commence working if your application is approved and then apply for an ABN with the ATO (Australian Taxation Office). You can log onto the ATO website to obtain an ABN online.
- Q9 Do I need to be GST registered?
A9 If you are GST registered you will show the GST component on your Tax Invoice. As an example, for one Insulation order you get paid \$120 GST Inclusive. Your Tax Invoice will show \$109.09 plus \$10.91 GST for a total of \$120. If you are not registered for GST you will invoice us for \$109.09 only.
- Q10 How will I be paid?
A10 All insulation orders completed by you will be posted to Roscon's head office on a weekly basis. Payments to you will be made within 30 days of the insulation being installed.
- Q11 Is there an understanding between the Consultant and Roscon?
A11 Yes, once we accept your application we will send you a Consultant's Agreement which outlines our relationship and payment details.
- Q12 When will I be trained?
A12 As the group grows we intend to have training sessions in your area. Roscon will notify you of the location and times.
- Q13 Where will the training take place?
A13 You will be notified.
- Q14 When will the insulation be installed after I have taken an order?
A14 Roscon intends to mass install areas by postcode. When a post code reaches 50 orders Roscon will arrange for the installation process to take place. You will be paid your commissions within 30 days of the insulation being installed.
- Q15 Where do I get more business cards and letter drop cards from?
A15 The Roscon preferred printer is listed in your starter Sales Kit. You may order business cards and letterbox drop cards directly with our printer. The cost of the additional stationery is to be paid directly by you to our printer. Upon receipt of your payment the printer will post these items to you.

- Q16 What can a State Sales Manager expect to earn?
A16 State Managers will be announced for each Australian State on or about the 1st November 2009. Depending on the volume of insulation orders, it is possible for example, for a NSW State Manager to earn upwards of \$580,000 per annum; Victoria upwards of \$200,000; and Queensland upwards of \$360,000 plus their own individual orders at State Managers rates of \$150 per insulation order.
- Q17 What can a Group Leader expect to earn?
A17 Depending on the volume of insulation orders, a Group Leader may earn for example in NSW upwards of \$290,000 per annum, Victoria upwards of \$100,000, and Queensland upwards of \$180,000 plus their own individual orders at Group Leader's rates of \$140 per insulation order.
- Q18 What can a Team Leader expect to earn?
A18 Depending on the volume of insulation orders, a Team Leader may earn for example in NSW upwards of \$145,000 per annum, Victoria upwards of \$50,000, and Queensland upwards of \$90,000 plus their own individual orders at Team Leader's rates of \$130 per insulation order.
- Q28 How do I get started?
A28 Complete the On-Line application form on our website at www.roscon.com.au. Go to 'Work Opportunities' on the Roscon website home page and complete the interactive application form and email back to us.

Note: All calculations shown above in relation to potential income have been calculated on the assumption that Roscon will obtain approximately 10% market share of the insulation business in Australia. They are hypothetical calculations and may vary up or down.

Roscon Group of Companies®