

INSTALLER FAQ'S v.2021

- **Is this real and is it really possible for an installer to make \$20,000-\$30,000 per month?** Let's address the elephant in the room right off the bat so you can focus on what you're reading without any concerns. The answer to this question is, yes. This is 100% real. And to determine how it's possible for an installer to make \$20,000-\$30,000 per month, you simply have to do the math. Blue World Pools, Inc. spends \$100,000 per day on TV and internet advertising and sells over 500 pools per week and about 7,000 pools every single summer. So, if it's a question about the amount of work available to our installers, put that to bed. We have more work than you can possibly do. So don't even worry about that part. And if it's a question about whether or not the money is real, then consider this. If an installer is installing 20-30 pools per month and is averaging \$1,200-\$1,400 per install. The math equals what it equals. And while \$20,000-\$30,000 per month may be a stretch for some of you, we here at the corporate office in Atlanta are still working hard to find ways to help our installers make even more money than that because it's not a stretch and we would like to give our installers an opportunity to make more money because we understand how much work goes in to installing our pools. Furthermore, we understand the incredible value our installers represent to our great company. Which is why we now have signing bonuses, quick start bonuses, and production-based bonuses that offer our installers opportunities to make even more money above and beyond our installers pay per pool! Bottom line is we've got a lot of money and we're happy to share it with our workers. And again, that may sound like a lot of money to you, but experienced skilled workers with a long history in the construction industry expect to make that kind of money and are worth every single penny! Now let's move on. Or if you don't believe me, you can just go ahead and print this page and fold it up like an airplane and fly it around your backyard. Or we can just move on.
- **How long has Blue World Pools, Inc. been in business?** Blue World Pools, Inc. / Global Sun Pools, Inc. has successfully been in business in over 90 cities nationwide since 1982.
- **Do I have to have experience to work with Blue World Pools, Inc. as a pool installer?** Yes. Experience is required. You do not have to have pool installation experience. But if you do not have above ground pool installation experience you will have to have significant grading or dirt work experience in order to be considered for this contractor position.
- **Does Blue World Pools, Inc. offer training?** Yes. Blue World Pools, Inc. offers a paid 3-day OJT with one of our professional installers for applicants with significant grading experience and/or above ground pool installation experience. Depending on your location, overnight travel is usually required for training. Blue World Pools, Inc. will reimburse you for your travel expenses. But if you do not have significant grading experience and/or above ground pool installation experience, you cannot be considered for this position.
- **What tools will I need to be considered for this position?** Installers need to have access to their own equipment and tools. You do not need to own your own equipment and tools. Many of our installers rent their machines. But you will need daily access to a Bobcat or a front loader to pull the top soil, as well as hand tools to build our pools. You will also need a non-skilled helper to help you.
- **What kind of insurance do I need?** You will need a million-dollar general liability insurance policy with Blue World Pools, Inc. added as additional insured before training and to begin work here with us. If you do not currently have access to a policy, we can refer you to one of our long-standing partners in

the insurance industry that will “normally” get you the policy you need for about \$1,500 per year. You can start a policy with our partner with a small down payment followed by small monthly payments.

- **How much work does Blue World Pools, Inc. have for an individual installer?** Again, Blue World Pools, Inc. spends an average of \$100,000 per day on TV and internet advertising and produces over 7,000 above ground pool sales every summer! Our individual installers install at least one pool per day and average 20-30 installs per month. So we have more work than you can physically do.
- **How often do installers get paid?** Installers are paid after every install. The way this works, is installers overnight installation documents back to our corporate offices in Atlanta daily after every install. Once we receive those documents, installers commissions are processed and checks are overnighted out to the installer. This process normally takes 3-5 business days.
- **How do I get started?** To get started simply complete our online installer application at www.bwpinstallers.com/installerapplication. Once the application is completed, call our office and ask to speak with Kerry Spry at 800-706-0907 Ext. 7 and he will take over from there. Please remember that we get hundreds of applications for the Installer position and you will need to call the office and speak with Kerry upon completion. We do not call applicants for any reason.
- **How soon can I be installing pools?** The onboarding process takes about 2-3 days. After you’ve been onboarded, all installers are sent to a 3-day OJT (on the job training) with one of our veteran installers. If you graduate from training and are offered a contract to begin working with us, you will be installing your own pools about 5-days after you graduate. And while that sounds like a quick process, in reality it’s not. So we all need to work quickly to get you through this process to get you on your first install as fast as possible.

Kerry Spry

Director of Talent Acquisitions

Blue World Pools, Inc. / Global Sun Pools, Inc.

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