Adilas.biz Career Opportunities:

We at adilas are excited to offer some neat career and job opportunities! Are you interested in sales? Do you like to teach and train others? Are you skilled in consulting? Are you a "worker bee" and would enjoy being onsite helping with setup? We have all of these needs and many more. Whether you would feel comfortable doing one or all of these things, we need your help! We would love you to be a part of our team!

Topics Covered:
Who are we and what do we do?
What is our business model?
Who are we looking for?
What's in it for me?
What would my job be?
How will I get paid?
What fees do I get to charge for?
Does adilas take a percentage of the fees I charge a client?
Who will support me?
How do I get new accounts and clients?
How do I get trained myself?
What can I expect from adilas?
Are there any team options?
Any other tips or tricks?
Sign me up!!!

Who are we and what do we do?
Adilas is an online business platform. We are considered a "SaaS" or Software as a Service provider. We charge a monthly fee for businesses to use our interface, functions, and tools. We give our clients full access to their data through a valid login. Depending on how the different companies choose to use the adilas platform, depends on the tools, functions, and features that they need or end up using. The entire model is very flexible and open. The model caters to individual customization based on needs. For more information, please visit our website at: www.adilas.biz. There are tons of tools and options to choose from.

What is our business model?
We are a web-based hosted solution. In modern language, this is commonly known as "cloud-based". We advertise ourselves as a "virtual data portal" to help with sales, inventory tracking, POS (point of sale), CRM (customer relationship management), online expense tracking, BI (business intelligence), payroll, timecards, scheduling, backend office, accounting functions, and much more. We are open entry and open exit. This means no contracts. Pick and choose which pieces you want to use. No hardware or software requirements. Always up to date. No updates are ever needed. Any device or computer that can

connect to the Internet will work. Monthly fees are based on usage, storage, and number of locations. No other fees besides the monthly usage fee are required. We do charge for custom code, special processes, training, data migration, custom documents, and other client specific needs. We cater to small to medium-sized businesses. Our main tech and admin crew is under 10 employees. In order to service our clients, we openly solicit the help of independent reps and consultants. We bill all of our clients directly on a monthly, quarterly, semi-annual, or annual reoccurring basis. We pay a generous commission to reps and consultants. Reps and consultants are then able to offer their own services to help and support our clients. They bill and collect independently. The original project started in 2001 as an inventory tracking system. Adilas, LLC (adilas.biz) has been in business since 2008.

Who are we looking for?
We are looking for independent reps and consultants. These are people like you who are interested in providing a "supporting role" for our services. This is like a car manufacture asking other people to help them with supporting services like: selling cars, carrying spare parts, doing mechanic work, and teaching people how to drive. We don't want to manage you, as with an "employee". We want you to manage yourselves. To quote a DreamWorks movie – "See a need, fill a need!" (Robots). The need is not at corporate headquarters, it is in the field, on the phone, at the client's place of business, working from home, training, consulting, working remotely for clients, performing backend business functions, etc. That is where the need is. We welcome reps and consultants who can work full time, part-time, and on the side.

What's in it for me?
One of our best reps made over $100,000 in 2012. This takes work but is very doable. It's currently being done. How would you like to be your own boss, set your own hours, set your own rates, and/or work from home? Well, you can! It's being done by independent reps and consultants right now.

What would my job be?
The answer to this question may vary depending on your comfort level, prior training, education level, and what your specialty is geared toward. We need help in sales and bird dogging (finding new clients and businesses), setup and data entry (onsite work), and training and consulting. You could also oversee a team that does these things. What you do will depend on you and your willingness to jump in. If you like analogies, treat this career offer like a pool. You can look at it, you can walk around it, or you can jump in and go swimming. We will help and support you as much as possible. The one thing that we won't do is - push. That is up to you!

How will I get paid?
This section has two parts. First, adilas will pay you a generous monthly reoccurring commission starting at up to 20 percent. Depending on the number of clients you have, the monthly commission can go as high as 40 percent (see table below).

Monthly Reoccurring Commission Rates:

Level 1	0 to 25 clients	20%
Level 2	26 to 50 clients	25%
Level 3	51 to 75 clients	30%
Level 4	76 to 100 clients	35%
Level 5	Over 100 clients	40%

The second part of how you get paid is as an independent. Adilas clients will pay you directly for the services you provide to them. This is where you will make the bulk of your money. We consider this the "meat and potatoes". The adilas portion is like "gravy" money. We provide a residual commission check

back to you as long as you are servicing or actively supporting a client. We call this the "life of the client". As long as they are happy, they keep using the adilas system and keep paying us. As they pay us, it is built into our model to pay you a commission. The percentage rate goes from 20-40 percent of whatever their monthly fee is. If needed, we could even split this commission between different parties (sales and support).

The monthly fee for using the adilas system ranges from $17 to $997 per location per month. We charge and collect this fee directly from the client. Adilas takes care of all billing and absorbs all processing fees. As a friendly tip, some of the smaller accounts are the easiest to get. They have a big need for our business tools and may not have the deep pockets that other custom solutions require. Sometimes bigger companies have bigger amounts of red tape and fixed traditions within their companies. That added layer of politics can be a headache at times. No business is too small. The sweet spot seems to be between $47 and $187 per month per location.

On average, most of our clients will be paying adilas between $500 and $3,000 per year. Your commission would be 20-40 percent of that value. Like we said earlier, this commission money is like "gravy" money and just comes out as clients pay their bill. If a client doesn't pay their bill, we can't pay you the commission. This helps motivate you to keep the client going and up to speed. If the client goes for more than two months without paying, we will turn their site off and try to collect the outstanding monies owed. If we are able to collect any additional money, you will be paid commission on that money. As a side note, if a client decides to stop using our service, they usually let us know. We've had really good success with that thus far.

Adilas will pay out the commission checks by the 15th of the month following a payment. This means we collect payments for the entire month. No commissions are figured during the month. At the end of the month, once everything is locked down and settled, we cut checks for the last month and get them in the mail by the 15th of the current month.

What fees do I get to charge for?
This is where adilas really needs your help and where you can really make your money! The commission checks are great, but this is where the meat and potatoes are at. Once again, depending on what you plan on doing and your level of training, these fees and rates may vary. This is where we let you set your own hours, rates, and conditions.

As a note to you, we advertise that the only required fee to use adilas is the monthly service fee. Some companies will do just that, meaning they will do everything themselves. With those clients, your job is to lightly help them along and keep them up to date on new features and changes. You get the commission but they don't pay you for a "supporting roll". They are pretty easy and may need your help periodically.

On average, three quarters of our clients need and want some hand holding. This could be training, setup, data entry, consulting, bank reconciliation, payroll, backend office work, accounting, or some other form of support.

The following are **"just suggestions"** and may vary based on prior training and efficiency:

Activation – From $0 to $300. Often this includes light setup and optimization for the client. This is a one time fee and helps get the ball rolling. This fee is sometimes used in conjunction with setup hours or as part of a quote. Depending on you and your clients, this may or may not include a certain number of predefined setup hours.

Setup Hours – From $15 to $35 per hour. If the setup for a client is a longer process, you may want to charge by the hour. This could be training, data entry, and helping to teach internal processes. If the client has tons of inventory, some reps charge a per day fee or bring in a team to help the clients. This extra help sometimes makes the deal possible. You could charge an hourly fee for yourself and a different hourly fee for your team members. Some clients may ask you for a quote so that they can get a ball park figure. You could estimate how long you think it will take you to set them up and give them a dollar amount. Many companies have enough employees to run their business, but not enough to do setup as well. This is where your help and expertise will really be important. Ideally, the setup process should happen while the business is still in full operation. That way no revenue is lost due to setup. The smoother the transition into fully using adilas, the better it is for our clients.

General Hours, Training Hours, Consulting Hours – From $15 to $35 per hour. These types of hourly rates may be for a certain number of hours a week or on an appointment-type basis. If you are a CPA or have other certifications and/or qualifications, you could charge more then this amount. We have some CPA reps charging up to $75 per hour. Remember, this is between you and the clients you support.

Travel – From $0 to whatever you and the client agree upon. Adilas has international clients that have paid all travel, lodging, and food expenses.

Does adilas take a percentage of the fees I charge a client?
Adilas never sees any of the fees you collect and we are fine with that. This is part of our model. This is between you and the clients you are supporting. Some of the clients do come back and talk to us about your services but we don't see any of these fees. What this means is that you become your own independent rep or consultant. Our clients virtually become your clients. This helps us keep a skeleton admin crew and also helps us keep our monthly fees down. As an independent, we will provide you with a 1099 at the end of the year and you will need to file your own taxes based on what you worked and what you did.

Who will support me?
The head adilas.biz sales rep is Stephen Berkenkotter (Steve). He is in charge of training the trainers. His email address is: steve@adilas.biz and his cell phone number is: 719.439.1761. If he is unavailable, you are welcome to call and talk with Brandon Moore, tech support and lead developer. He can be reached by email: brandon@adilas.biz or at his home/office: 435.258.5504. No Sunday calls.

How do I get new accounts and clients?
Adilas has flyers that are available on the website. We will show you how to create them with your contact info. You could then use these as your business cards and info sheets. Adilas also has a number of play sites where you can login, learn, practice, and try different scenarios and functions. These play sites are how you will demo an interested client. Networking and referrals are the way to go, but you can always use traditional sales techniques... call, stop by, email, flyers, door to door, booths, ads, free seminars, etc. No set rules and no set boundaries.

How do I get trained myself?
Adilas has training materials and a number of YouTube videos that you may watch. We are working on a training manual and more emphasis will be added to the education portion of the application in the coming months. We, at adilas, have taken a different approach on certain business functions and proper training is very important. Once our clients get the new approach and understand the "why", they love it. Every page inside the site has its own printable help file. We also offer classes that are instructor-led sessions. These classes will be advertised via our website. If you want or need more information, contact

Steve, our head rep. He can get you trained over the phone and through different assignments in the play sites.

The more you jump in, the more you will learn. We recommend that you find someone who is interested in using adilas and then help them learn as you go. This is literally "learning on the job". You may not make a homerun the first time, money wise, but you will get experience and then the next client will be easier. Pretty soon, you will be confident and can charge a higher rate as your skills improve. Once you learn the thought processes and the concepts within adilas, you can apply them throughout the entire application.

What can I expect from adilas?
We are here to support you! If you succeed, we succeed. We provide the training materials, the main application, the code, the security, the residual commission checks, and a 1099 at the end of the year. If you are serious, we will even provide you with a free monthly subscription to the adilas.biz application for your own usage. You will be able to bill, quote, invoice, schedule your time, and keep track of your own clients. You can track business expenses, monitor monies coming in, and see who owes you money. You will be able to virtually run your own business, using adilas of course. Contact Steve for more details.

Are there any team options?
The answer is yes! If you want to make your own team, we highly support that. There is great opportunity there. If you would like to be part of a team, contact Steve and he can let you know where you might fit in. We also have a number of people who prefer to stay in the background doing different supporting functions. Once we find people who are good at what they do, we actually feed them jobs. They end up working from home for different adilas clients all over the world. If you've got the skills, there are tons of opportunities!

Any other tips or tricks?
If you provide a good service, your clients will recommend you to their friends and other business owners. You may end up getting new accounts just because you do a great job. Be honest and work hard. One of the most common things we see with our reps and consultants is this. They get a number of clients and then they become happy and stop getting more clients. They are making enough money and they get comfortable and stop pushing the ball forward. If you really want to push the limits, try working yourself out of a job. Get each client trained to where they don't need you to hold their hand. This will free you up to get more clients. If you had 100-300 clients you could really make some money. We'll let you do the math… ☺

Sign me up!!!
Check out our website, read up, watch the YouTube videos, go to work for someone who is already using adilas, get trained and get out there. If you are willing to learn, we are willing to help you setup your first couple of clients.

Give us a call TODAY!

Steve Berkenkotter, Head Sales Rep, steve@adilas.biz, 719.439.1761 (cell)