

THE SCHOLARS EDGE

BUSINESS OWNERSHIP EXPERIENCE

FINANCIAL EXPECTATIONS 2023

How much can you expect to make during the competition?

Based on the level of sales you achieve; you can ultimately increase your share with more revenue.

This financial expectations schedule laid out below gives you an idea on what you can expect for earnings dependent on different revenues.

Keep in mind that higher revenues will require more time devoted to your business.

Based on company averages last year

	Average Business	Top Business	Elite Business	Veteran Business	Top Veteran Business
SALES	120,000	160,000	200,000	250,000	450,000
STUDENT OPERATOR GROSS PROFIT	80,000	109,500	141,500	186,500	366,500
LABOUR - 33%	36,000*	51,200	64,000	80,000	144,000
PAINT & MATERIALS - 13%	15,600	20,800	26,000	32,500	58,500
ADDITIONAL EXPENSES (Equipment, Marketing, Gas, etc. Increases based on size of business)	1,800	2,800	3,500	5,000	8,000
Net Profit to Student Operator	26,600	34,700	48,000	69,000	156,000

The sales numbers above and percentages on labour and paint are based on averages from the summer of 2022.

Student Operator profits will vary based on the ability of the Operator to control costs. SEP does not guarantee profits.

SEPS SHARE ON REVENUE:

35% first \$80,000, then 30% btwn \$80K-\$130K, then 25% btwn \$130K-\$160K, then 20% btwn \$160K-\$200K, then 10% after \$200K.

All of these decreased percentages are reflected in the chart above.

*labor percentage adjusted to 30% due to operator involvement





Our Commitment to You as a Student Owner Operator

- **Fairness, impartiality and transparency in all evaluations,** Dean's List inclusions and year-end awards.
- **Business Training on preferred practices in:** Recruiting and Interviewing, Marketing, Sales and Estimating, Employee and Client Management, Problem Solving, Production and Paint Training, and Profitability Coaching.
- **Insurance:** Scholar's Edge carries Five Million in Liability Insurance Coverage per occurrence to protect Scholar's Edge and the Operator in the event of an incident while performing work on a home or business.
- **Workers Compensation:** All businesses will be set up with a WCB account and workers will be covered by Workers Compensation for the respective province you are doing business in.
- **Licensing:** Scholars Edge will ensure that all the necessary municipal and provincial licenses are in place.
- **Book Keeping:** Scholars Edge has developed a database that tracks all of your revenue and expenses.
- **Scholar's Edge Manuals:** Scholar's Edge will provide you access to our cutting-edge preferred methods via our manuals. i.e: Customer Client Presentation Manual, Scholars Edge Preseason Sales and Production Manuals, and Safety Manual.
- **Scholar's Edge Safety Systems:** Our safety teachings and methods are the strictest in the industry.
- **Three Year Guarantee on all work**
- **Proud Member of the Better Business Bureau** and currently holding an A+ rating.
- **Line of Credit:** We set you up with a line of credit at a major paint supplier to purchase paint and materials.
- **Preferred Scholar's Edge Business Supplies**
- **Database:** Our operator database allows you to manage your customers and leads, email invoices, manage our safety program, and run payroll all in one place.
- **Preferred Scholar's Edge Branded Clothing Marketing Materials:** Scholars Edge will supply you with branded clothing as well as marketing materials such as flyers, business cards, car signs, lawn signs and personalized marketing flyers. We also supply painter recruiting materials.
- **Executive Support:** We pledge to provide the best support in the student painting industry. With more than 25 years of experience in the industry, Scholar's Edge will show you hands on how to run a profitable business. We will visit you regularly in the field working with you to provide you with all the support you need.
- **Payroll:** Our program will take care of all payroll processing for all your workers. Filing government remittances for EI, CPP, Income Tax Matching as well as sending out T4s at the end of the year.

Business Training: January/February

Here we teach you everything in the classroom before going into the field.

- Business Plan
- Recruiting, Interviewing, Hiring and Employee Management
- Time Management
- Marketing
- Estimating, Sales and Safety
- Profitability

Business Training: March

- Production, Paint, and Safety Training
- Profit Training
- Client Relations and Problem Solving

Paint Training: Three Day" Hands On" Paint Training

– the longest hands on training in the student painting industry.





Your Commitment

- **Your attendance at Scholar's Edge Trainings is imperative to your overall success.** These trainings provide a great foundation to what you will eventually be learning in the field.
 - o Two Day Training over a weekend in January/February
 - o Production Training Throughout March
 - o Three Day Production Training in April
 - o You will not need to miss school for any of our training seminars.
- **Expect to work harder than you have ever worked before, and in a different way.** Depending on your financial goals, the average student will commit 20 hours per week during the preseason, and 70 plus hours per week during the summer. Additionally, a student should spend their full reading week getting their business going.
- **Commuting Operators:** Operators that do not go to school in their area should make a minimum of two trips home during the preseason to get their business started.
- **You will need access to a vehicle.** Part-time during the preseason, as you will need to be actively promoting your business in your defined territory. Full-time during the summer.
- **We do not pay for your gas, cell phone, or other miscellaneous costs you might have.** These costs are tax deductible against your income.
- **You will need a cell phone** with a plan appropriate for fielding more calls as well as an iPad/Laptop to administer your business.
- **You will commit to keep your social media channels up to date and post the required videos and blogs per the competition schedule. Anything you do beyond that is to your benefit!**
- **Focus and a Positive Strong Belief System:** Your success will also depend on your willingness to listen to support and stay the course. There will be many times where you might be unsure or fearful whether something will pay off, or stressed by a particular job. At the end of the day you must trust your District Manager and the preferred practices to help your success. Know that you will have great days and tough days. It is important to keep your focus on your business goal! We will help you get there.
- **Your attendance to Scholars Edge events is strongly encouraged and expected of you.** Our culture is what defines our company and helps grow our brand. You will have fun participating in various company and charitable events.

To Apply:

Visit our website at:

www.scholarsedge.biz/apply_now.html

and fill out the Scholars Edge Painting Contact Form to start the application process.

Operator References from the past few years:

Curren Ward	403-837-6411
Mary Harris	587-257-4694
Olivia Martiskainen	250-732-3626
Shaan Braar	250-634-0300
Tanner Payne	604-773-2102
Cameron Vanderveen	778-548-6990
Robinson Martin	403-890-9140
Cole Jennings	778-319-2703
Mackenzie Nordli	778-268-2481
Dylan Ross	778-926-7540
Milton Chan	778-709-7016
Galen Malthouse	250-331-1078
Stefan Klimach	778-967-4429
Keelan Campbell	250-701-2185
Jared Salekin	403-629-7417
Reece Nelson	403-998-4209
Brendan Visser	403-870-7948
Hannah West	250-896-6112
Cody Mueller	250-889-0195
Jerome Lyons	250-213-6714