

## **INSTALLER FAQ'S** *v.2026*

- **Is this real, and is it really possible for an installer to average \$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 and put your concerns behind you. The answer to this question is yes. This is 100% real. And to determine how it's possible for an installer to average \$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 campaigns and sells over 150-500 pools per week and grosses about 5,000-7,000 pools sold 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 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 installs 20-30 pools per month and averages \$1,400 - \$1,600 per install. The math equals what it equals. And while \$20,000 - \$30,000 per month plus bonuses may sound like a stretch for some of you, we here at the corporate office in Atlanta are still working to find ways to help our installers make even more money than that because it's not a stretch and we'd like to give our installers an opportunity to make even more money because we understand how much work goes in to installing our pools. Furthermore, we understand the incredible value our installers bring to our great company, which is why we now offer paid training, a signing bonus, a quick-start bonus, and a production-based weekly bonus that offers our installers opportunities to earn money above and beyond their pay per pool! Bottom line is we've got a lot of money, and we're happy to share it with our partners. 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! If you don't believe me, I understand. But if it all makes sense and you're ready to move on without any doubts, please continue reading.
- **How long has Blue World Pools, Inc. been in business?** Blue World Pools, Inc. / Global Sun Pools, Inc. has successfully been in business 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 need pool installation experience. But if you do not have above-ground pool installation experience, you will have to have grading or dirt work experience in order to be considered for this position. We are not hiring helpers, and our installer training does not include grading. That would be impossible to teach in 3-days.
- **Does Blue World Pools, Inc. offer training?** Yes. Blue World Pools, Inc. offers 3-day / 3-pools OJT with one of our professional installers for applicants with grading experience and/or above-ground pool installation experience. Depending on your location, overnight travel is usually required for training. And Blue World Pools, Inc. will reimburse you for your expenses as outlined in the Installers Training Agreement. And again, 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 for this position?** Installers need access to a full-size truck, residential-size Bobcat or front loader, transit or laser level, and hand tools. You do not need to own your own machine. Most of our installers rent their machines on a monthly basis. We dig and build pool pads for all of our pools, so you will need daily access to a residential-size Bobcat or front loader in order to remove the topsoil. You'll also need a variety of hand tools and one (1) non-skilled worker to build our pools properly.

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- **What kind of insurance do I need?** You will need a million-dollar general liability insurance policy with Blue World Pools, Inc. added as an additional insured before training and before beginning work here. If you do not currently have access to a policy, we can refer you to one of our insurance industry partners who will “normally” get you the coverage you need for about \$1,500 per year. Normally, you can start a policy with our insurance 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 campaigns and produces over 5,000 above-ground pool sales every summer! Our individual installers typically install at least one pool per day and average 20-30 installs per month. So, we have more work than you can physically do.
- **Are the pools delivered to the site?** No. Installers pick up a pool kit at the local freight company. And we use several different freight companies to ship our pools. Normally, you can pick up a pool kit close to the customer's house or on your way to the customer's house. Pool kits are picked up on a 4 x 4 pallet and are about 6' tall and weigh about 1,000 pounds.
- **What else will I need to bring to the install?** Along with the pool kit, you'll need a machine, a helper, and the rest of your equipment. You will also need a drill, assorted drill bits, hand tools, and a load of masonry sand (average 2-2 ½ yards per install for a 24' round). In general, that's about it. However, we will also provide you with our “Recommended Tools List” prior to training.
- **Who is responsible for filling the pool with water?** The customer.
- **Who is responsible for pulling permits where permits are required?** The customer.
- **Who is responsible for calling 811 to mark the utilities?** The installer. However, this is considered optional in counties where the county does not require marking utilities (which is 95% of all counties).
- **Who is responsible for removing the overburden?** The customer has two options. One, we leave it in a nice, neat pile on the site. Their second option would be for us to leave it around the pool to be used as backfill in the future. We do not haul off dirt and/or overburden.
- **How much do I make per installation?** Installers average \$1,400 - \$1,600 per install. (Average commission per install is based on a 24' round pool and 6 - 8 hours of install time).
- **How often do I get paid?** Installers are paid after every install. The way this works, installers overnight installation documents to our corporate office in Atlanta after every install. Once we receive those documents, installer commissions are processed, and checks are overnighted out to the installer via FedEx. This process normally takes about 3-5 business days.
- **All of this sounds great. How soon can I be installing pools?** The onboarding process only takes us about 2-3 days. After you've been onboarded, all installers are sent to a 3-day / 3-pool OJT (on-the-job training) with one of our current installers. If you graduate from training and are offered a contract to begin working with us, you will normally install your first pool about 5 days after you graduate. And while all that sounds like a quick process, in reality, it's not. So we all need to work quickly to get through this process as fast as possible.

**BLUE WORLD POOLS, INC. / GLOBAL-SUN POOLS, INC.**

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- **I'm ready! How do I get started?** To get started, simply complete our online installer application at [www.bwpinstallers.com/installerapplication](http://www.bwpinstallers.com/installerapplication). Once the application is complete, 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 this position, so you will need to call the office to speak with Kerry immediately upon completion. We do not call applicants for any reason.

This concludes our FAQ's. Keep in mind that this document is not intended to answer all of your questions. The intent of this document is to answer the most frequently asked questions and give you a general understanding of the installer position before you decide to apply to work with us. Our goal is to always cover the basics and the details with our applicants before we do anything. We want to make sure you know what's going on and have clear expectations before we spend another second of our time working on something that may not be right for you and your family. Thanks.

## **KerrySpry**

Director of Talent Acquisitions

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

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