

INSTALLER FAQ'S v.2024

- **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 and sells over 150 - 500 pools per week and about 5,000 - 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 \$1,400 - \$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 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 also understand the incredible value our installers represent to our great company which is why we now offer paid training, a quick start bonus, and a production-based weekly bonuses that offers 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! If you don't believe me, feel free to print this page, fold it up like an airplane, fly it around your backyard, and have a nice day. If you get it and you're ready to move on without any doubts, let's 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 to be considered for this position.
- **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 significant 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 is outlined in the Installers Training Agreement. But if you do not have significant grading experience and/or above ground pool installation experience, you cannot be considered for this position.

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- **What tools will I need to be considered for this position?** Installers need to have access to a full-size truck, residential size Bobcat or front loader, transit/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. But we dig all of our pools so you will need daily access to a residential size Bobcat or a front loader to pull the topsoil, 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 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 5,000 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.
- **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 a pool kit up close to the customers house or on your way to the customers’ house. Pool kits are picked up on a 4 x 4 pallet and weighs about 1,000 pounds.
- **What else will I need to bring to the install?** Along with the pool kit you’ll need a machine, 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 in general. 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 it’s not required (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.
- **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).

BlueWorldPools, Inc. / GlobalSunPools, Inc.

120 Interstate North Parkway East SE. | Suite 426 | Atlanta, GA. 30339 | Nationwide: 800-706-0907 Local: 770-905-1831

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- **How often do I 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 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 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 be installing your own pools 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 you through this process to get you on your first install as fast as possible.
- **I'm ready! 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.

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 provide answers to the most frequently asked questions and give you a chance to have a general understanding of the installer position before you decide to apply to come to work with us. Our goal is to always cover the basics and the details with our applicants before we do anything. We are not an "oh by the way" company and the onboarding experience will not be an "oh by the way" experience. We want you to know what's going on and have clear expectations before we spend a second of our/your 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.

Office: 800-706-0907 Ext. 7