



QualityPro

THE MARK OF EXCELLENCE IN PEST MANAGEMENT

TALKING POINTS

QualityPro was founded in 2004 with the goal of increasing professionalism in the pest management industry. The mission of QualityPro is to set the standards of excellence for professional pest management companies and their employees through education, training and certification, providing consumers protection and confidence when selecting a nationally accredited company.

Currently 3% of pest management companies in the US are QualityPro Accredited.

71% of the revenues generated in the pest management industry can be attributed to accredited companies—QualityPro companies are doing something right!

QualityPro Standards serve as a template for growing a business professionally and those that meet the standards can be recognized through accreditation.

Examples of how QualityPro gives companies an edge over competition are:

- Accredited companies can use logos on websites, vehicles, and uniforms
- Recognition on the Find-A-Pro locator at pestworld.org
- QualityPro will send a bid letter to prospective clients that describes why to hire an accredited company over a non-accredited company

In addition, applied and certified companies have access to resources valued at more than \$15,000 at www.QualityProTools.org such as

- QualityPro Manager Training
- Sample hiring forms
- A list of legal interview questions
- A fleet management toolkit

Once accredited, companies can earn any of the service certifications: QualityPro Food Safety, QualityPro Schools, GreenPro, and QualityPro Public Health. GreenPro is the largest green certification program for pest management and is the most economical way to recognize your service as environmentally-conscious.

CALL TO ACTION

Contact Allie Allen, QualityPro Executive Director

o: 703-352-6762 e: qualitypro@pestworld.org

Apply online at www.npmaqualitypro.org/apply





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Benefits for a large company

- Stewardship: an industry standard helps change the perception of the pest management industry to a high level of professionalism
- Be recognized as an industry leader
- Meet bid requirements that include QualityPro/GreenPro
- Certification and what it entails provides a level of protection to your company in litigation (hiring, training, etc.)
- There is no better or more economical way to be certified to do green service
- A point of pride and a reason for trust among employees
- A credential to use in recruiting new employees

Benefits for a medium-sized company

- QualityPro gives you an HR program template (hiring practices, background checks, drug testing, etc.)
- Your HR staff can stay within industry resources to get what they need
- Tool boxes for OSHA, Fleet Management, Digital Marketing, and more
- Accreditation and what it entails provides a level of protection to your company in litigation (hiring, training, etc.)
- Enables you to compete with larger companies
- Hiring right helps grow your business
- Hiring an accredited company provides peace of mind for clients
- A point of pride and a reason for trust among employees
- A credential to use in recruiting new employees

Benefits for a small-sized company

- QualityPro standards give you a roadmap on how to grow right—cutting the learning curve on how to grow a company
- Helps you hire your first employee
- See medium-sized benefits for additional points

ANNUAL FEE BASED ON SALES VOLUME*

\$500,000 or less	\$275 fee
\$500,001 - \$1,000,000	\$550 fee
\$1,000,001 - \$2,500,000	\$825 fee
\$2,500,001 - \$5,000,000	\$1,100 fee
\$5,000,001 - \$15,000,000	\$1,650 fee
\$15,000,001 - \$25,000,000	\$2,750 fee
\$25,000,001 - 50,000,000	\$3,850 fee
\$50,000,001 - \$100,000,000	\$5,500 fee
\$100,000,000 and above	\$8,250 fee

Service certifications are \$100 per certification per year

**Non-NPMA member fees for QualityPro, like NPMA member fees, vary from state to state. Please call 703-352-6762 for further information.*

