

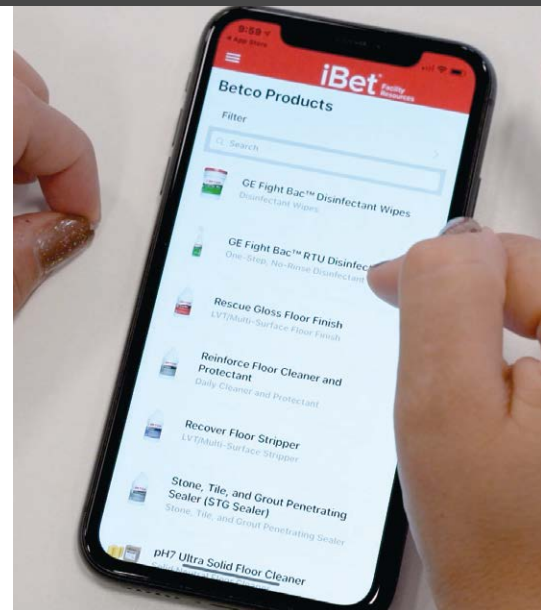
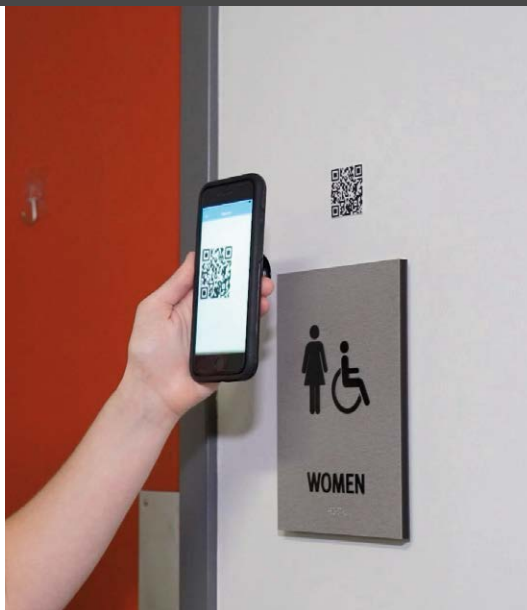
PROFESSIONAL PERFORMANCE EVERYDAY

The Leaders in Cleaning Professional Training



BETCO®

Total Training Solutions



Betco University

1

TRAINING

Distributor Training at Betco HQ

- Specific Categories
- Hands-On Skills
- Problem-Solving

Hands-On Training at Your Location

- Specific Categories
- Hands-On Skills
- Problem-Solving

E-Learning Courses and Video Library

- Variety of Topics
- Engaging Content
- Free Required Annual OSHA Training



2

TOOLS

Professional Resources

- INSPECTOR
 - Track Facility Data
 - Templates for Audits

- CHARTER
 - Create Custom Wallcharts

- TASK
 - Customize Visual Aids

Premium Resources

- QR Codes for Service Tracking
- Custom Inspections
- Work Loading
- Time Tracking
- Manage Work Orders & Inventory



Mobile App

3

ACCESS

On the Go Mobile App

ACCESS A MULTITUDE OF USEFUL AND INFORMATIVE RESOURCES:

- E-Learning Courses
- Video Library
- Inspector Mobile
- Product Information
- Product Cross Reference

Benefits of Training



Productivity

Boost efficiency by 218% with knowledge and skills to excel in terms of quality and productivity.



Labor Retention

Job-related training and development influences 70% of employees when deciding whether to stay or go.



Onboarding

With training, 77% of employees hit first performance milestones, compared to below 50% without.



Standardization

Exposure to the same training leads to use of the same procedures, creating process and outcome uniformity.



Employee Engagement

Trained employees are engaged employees, who outperform their non-engaged peers by up to 202%.



Reduced Waste

Training teaches economical, responsible, and safe use of chemicals, equipment, and other supplies.



Compliance

OSHA requires training and violations can lead to legal problems and serious fines up to \$136,532 each.



Safety

Cleaners have the 9th highest rate of injury requiring days away from work, and prevention starts with education.



Increased Building Management and Occupant Satisfaction

Consistent, high-quality outcomes, create better perceptions about the space and cleaning services.



Betco University

Distributor Training at Betco HQ



Distributor sales partners enhance their expertise by taking a deep dive into specific categories, including why Betco, end user needs, and sales and demonstration strategies.

Detailed Instruction

This is not a PowerPoint lecture—it's an exchange of ideas to engage and further understanding of taking solutions to vertical markets

Certification

After passing an exam, attendees earn a certificate of completion.

Hands-On Training at Your Location



Training imparts critical success factor knowledge to execute on the proper systems and procedures.

Full Customization

Based on challenges or subjects of greatest interest, Betco will develop a personalized curriculum then teach it at the facility!

Scalability and Coverage

With 100+ representatives across North America, trainers can come wherever needed at any time of day or night.



Betco University

E-Learning Courses and Video Library



E-Learning Courses

Engaging Content

Not a narrated PowerPoint, our courses have tools for every learning style—including video and interactive exercises.

Intuitive Navigation

Our courses are straightforward to navigate, regardless of age or background. Plus, each is easily accessible via the iBet app.

Unparalleled Flexibility

Courses are SCORM-compliant and fully responsive, so they adapt to any LMS on any device. Custom learning paths are also available.

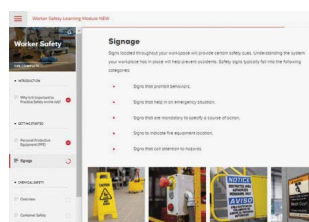
Comprehension and Certification

Interactive knowledge checks give immediate feedback, and certificates are awarded after passing a mini-exam at the end.

Video Library

Our online video library is home to over 100 free training videos

Bite-sized how-to videos on everyday procedures, comprehensive instructional videos on a specific product or program, overviews of Betco solutions, and prerecorded, informative webinars covering hot industry topics.



Free Required Annual OSHA Training

Our recently updated e-learning courses provide a simple, turnkey solution for this mandatory training! Covers safety and preparation, universal precautions, protective practices, exposure, OSHA requirements, and more!



3 Robust No-Cost Tools



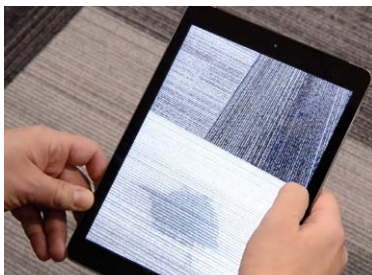
PROFESSIONAL **RESOURCES**



INSPECTOR

**Evaluate. Asses.
Analyze.**

Ensure consistency with customizable templates for audits and facility data tracking.



CHARTER

**Educate. Define.
Reinforce.**

Emphasize safety with custom wall charts to show proper chemical application.



TASK

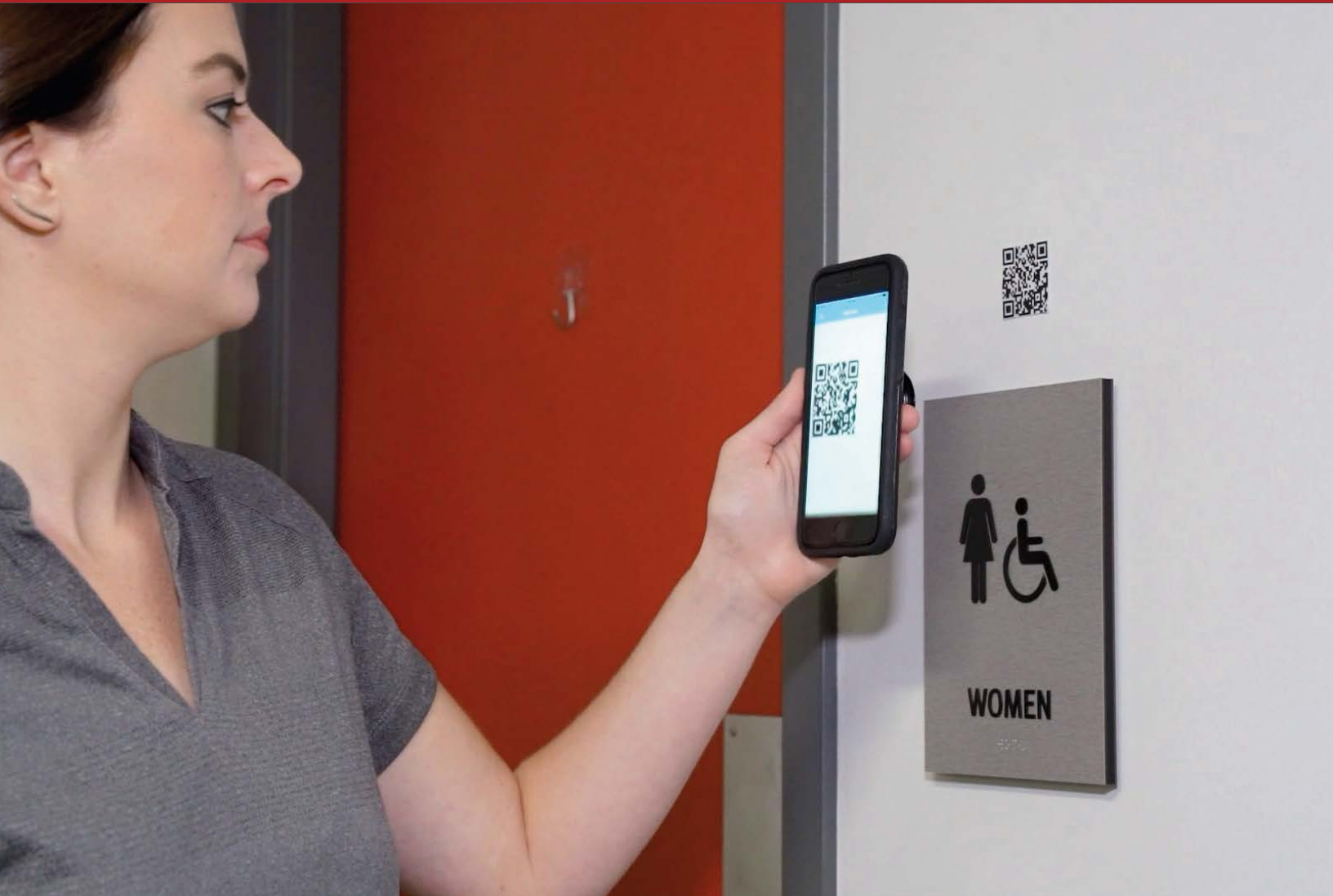
**Prepare. Guide.
Organize.**

Guide with custom visual aids that highlight procedures, products, and tools needed.



Two Tiers of Software to Fit Any Business

Betco's Facility Resource Management makes it easy to deliver expert services with 2 tiers of cloud-based software.



Fully Integrated All-in-1 Solution



- QR codes track service and performance
- Fully integrated inspections provide feedback
- Work loading and bidding share expectations
- Time tracking with geo-fencing and facial recognition
- Manage work orders, inventory, and more!
- Special discount for Betco customers



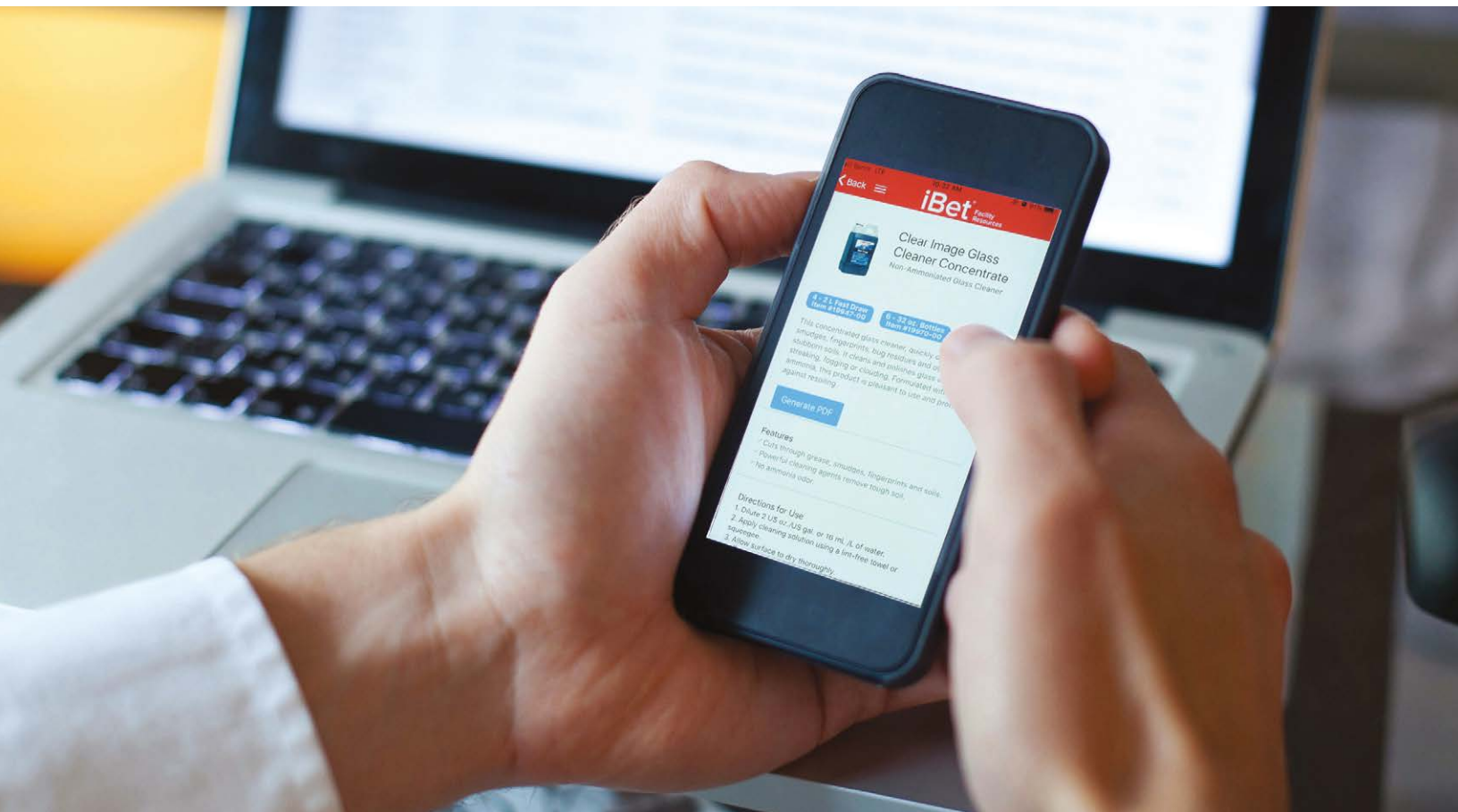
Mobile App

Access On the Go

Learn, train, and develop on the go with iBet! Conveniently navigate the intuitive, high-speed app interface with select offline capabilities right at your fingertips.

Access a multitude of useful and informative resources:

- Betco e-learning courses
- Inspector mobile quality assurance platform
- Production information, including features and benefits, directions, SDS, and more
- Video library with the ability to download videos
- Product cross reference



Implementation Plan



1 ANALYSIS

- Identify team member training achievement level
- Determine strengths, challenges, opportunities for improvement
- Define measurable long-term goals

2 PLANNING

- Outline short-term goals, objectives, and develop strategies to measure progress
- Determine appropriate training opportunities and resources

3 DEVELOPMENT

- Select applicable solutions from the Total Betco Training Solutions Bundle
- Configure digital tools and resources

4 IMPLEMENTATION

- Assign e-learning courses
- Schedule training sessions at Betco HQ or your location
- Educate teams on access and usage of digital tools
- Set key milestone dates

5 EVALUATION

- Access progress reports via comprehensive data analytics and ongoing communication
- Update and adjust program as necessary to achieve long-term goals

E-Learning Courses

General Cleaning Knowledge
Restroom Sanitation
Basic Chemistry Knowledge
Basic Cleaning Techniques
BioActive Solutions™
Safety Compliance
Worker Safety
Slip & Fall Prevention
OSHA Hazard Communication Standard
OSHA Bloodborne Pathogen Standard
WHMIS
Dilution Control
Dilution Control

Floor Care/Equipment
Floor Care - VCT
STG - Stone, Tile, and Grout
Floor Care - Wood/Gym
Crete Rx™ Concrete & Terrazzo System
Elevate™ Multiple Surface System
Carpet Care
GeneSys™ Mid-Size Auto Scrubber
Equipment
Hand Hygiene
Skin Care
Vertical Specific
MRO 360 Industrial Manufacturing

Disinfection
Disinfection Basics
Smart Tools™: Enhanced Facility
Laundry and Warewashing
Warewashing Food Service Manual Operations
On-Premise Laundry: 3 Must-Follow Rules
Digital Resources
iBet® Inspector Mobile: Beginner
iBet® Inspector Mobile: Intermediate
iBet® Inspector Mobile: Advanced
More Courses
We are always adding valuable content per industry needs

Distributor Training at Betco HQ

Hands-On
General Cleaning and Disinfectants
Floor Care - VCT, LVT, STG
Floor Care - Wood
Powered Equipment
New Distributor Sales Rep (DSR)
Laundry and Warewashing (LWW)
Concrete and Terrazzo (Crete RX™)
More Courses
Product or process training customized for your team

Hands-On Training at Your Location

Betco will develop a personalized curriculum to improve specific outcomes

100+ Training Videos

Learn and refresh skills with free videos on a wide range of topics industry



Visit Our Training Web Page



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