Questions for the Business Development Meeting with Jose

Thursday, 1/17/2019 3-4pm

1. My business plan is to:
   1. Begin the business with an extreme focus on customer service for the existing clients in both the Essex and Bergen territories. Without them, my business will be behind.
   2. After the first week to two weeks of service, assuming that routes are under control, my plan is to build out
   3. Each week from the set time when expansion begins, my focus will be to add clients:
      1. That are within 5 miles of the current route on that current day
      2. Make the necessary cold calls/meetings to begin to get in front of clients
      3. Work to add 2 clients every month
   4. The ideal client, at this time, will be:
      1. Hospitals – reason is that we have 2 now and there are many within the area
      2. College/University – school is out in May/June, I don’t want to wait until September to target these
      3. Stadiums
      4. Professional Buildings Near the current customers
      5. Catering Halls in the area
   5. The goal will be to have 2 full vans within 6 months and be working toward the third full van
2. Questions I have for Jose are:
   1. Walk me through how I will target the customers?
      1. Is it cold calling?
      2. Personal visits?
      3. Inside sales?
   2. Filta Bio, walk me through the setup?
      1. Is it required to use a specific pick up vendor
      2. Walk me through the bins and the pickup
   3. Filta Gold, when can I start offering that service?
      1. Is it required to have a certain number of customers for this?
   4. What should I be doing now?
   5. What is an ideal space?
      1. Here is what we have been looking at?
      2. Too big, too small?
   6. Hiring techs, when can I start working on that?

**NOTES from the call**

* Went over the coaching program
* Ready Set Go program
  + Went over the origin of the checklist
  + Ready – things to get done before classroom training
  + Set – After training, before field
  + Go – After Field Training
  + Filtanet shown and needed to study
    - Paula going to send Filta U link, get started
* Storage
  + 10x20
  + 1k program to start
    - 3 months hardest
    - DC storage not climate controlled, wasn’t frozen oil
    - On 17 customers, how much oil should I collect?
      * Leandro and Jose will get a rough estimate
      * Can I have a truck come here and stop?
    - Parking the truck indoors is a good idea
    - Empty lot with shipping container
* Pickup
  + Leandro will coordinate the pickup, or I will
  + 6k around here will pick up the oil
  + 3rd party vendor for 1k
  + Hose from the tote to pump out with a pump, get the 30 foot hose and pump
* Back up Van and MFU questioned, not sure if good idea
  + They think its not a good idea but I disagree

**MAKE SURE YOU LOOK AT FILTA NET AND ALSO REVIEW THE EMAILS.**