

## Summary

Home of Training is an online learning management system that was founded in 2009. We provide state and nationally required training to the hospitality industry. Our compliance courses include Food Handler, Food Manager, Alcohol Safety, Sexual Harassment Prevention, Human Trafficking Prevention, and Security Host Training. In addition to our compliance trainings, we have over 100 industry specific courses in the areas of safety, job roles, and human resources.

All courses are available 24/7 from any smartphone, tablet, or computer. Our learning management system monitors and tracks employee training to ensure all employees are compliant with legal training requirements. We also provide custom training solutions. Clients can upload their own training content and assign it to their employees. We provide more services than any other competitor, and we are the least expensive.

## Target Market:

We primarily serve the Hospitality Industry (restaurants, bars, hotels, and country clubs), but can provide training for any industry: Automotive, Storage facility, doctor's offices or anything you can think of.

- Restaurant Groups with 3 or more locations
- Hotels
- Companies with over 100+ employees
- Hospitality Companies in Florida, Texas, New York, Illinois
- Commercial Insurance Companies (they insure Restaurants & Hotels. They potentially provide/require training for clients)

## Target Individuals

- Chief People Officer
- Director of Human Resources
- Director of Operations
- Director of Learning & Development
- Director of Compliance
- Director of Risk Management
- Director of People & Culture

## Competitors

\*Please note that we do not have any DIRECT competitors. Meaning no company provides BOTH a Learning Management System and State/Nationally Required Compliance Training. Many companies might use one company for their compliance training and another for their LMS. Or their insurance Company provides them an LMS while licensing the required courses.

### Required Training Competitors:

1. ServSafe
2. 360 Training
3. Responsible Vendors Inc.
4. HMCS inc, Education Programs
5. EnvironHealth Associates, Inc.
6. Safe Food Handlers Corp
7. Serve Food Safety Program
8. Safe Food Systems, Inc.
9. National Registry of Food Safety Professionals
10. Other local providers (varies state by state)

### LMS Competitors:

1. LearnUpon
2. TalentLMS
3. Cornerstone
4. Litmos
5. Power Train
6. Illumeo
7. Docebo
8. Eloomi