



## MALTA DYNAMICS **INDEPENDENT SALES REP PROGRAM**

### REFER A CUSTOMER, EARN 15%

Are you a safety professional connected to the construction or manufacturing industry, or simply know someone that is? If so, becoming a Malta Dynamics affiliate can provide you with a stand-alone or supplemental revenue source.

*"I set out to make safer the men and women  
with whom I work, so they go home to their  
families every night."*

—Damian Lang, Founder of Malta Dynamics

This goal summarizes the philosophy of the team behind Malta Dynamics. Founded in 2015, Malta Dynamics has quickly grown to be recognized as a leader in the mobile fall arrest product category, winning multiple national and international awards for its XSERIES Mobile Grabber.

Malta Dynamics is transforming the fall protection and safety equipment marketplace with its diverse array of innovative safety products. Our business model gives customers access to quality products at affordable prices.

We choose our team members carefully, employing only the best and brightest, motivated professionals. We rely on our team members to drive our business and create valuable relationships with our customers.

# WHY BECOME A MALTA DYNAMICS INDEPENDENT SALES REP?

The Malta Dynamics Independent Sales Rep Program offers you an exciting opportunity to grow and improve as a professional, establish contacts with potential customers, and gain access to best-in-class products while generating income at the same time.

## HIGH QUALITY PRODUCTS MEETING THE CUSTOMERS' NEEDS

The products to which you will have access as a Malta Dynamics Independent Sales Representative are innovative and thoroughly tested, and backed by world-class manufacturing and distribution channels.



### SCIENCE

Since its beginning, Malta Dynamics has been dedicated to making the safest products on the planet. We employ our own staff of fall protection experts and engineers to design and test all our products in our ISO 17025 laboratory. We then have those products re-tested in independent, third-party test facilities to ensure that all our products are the absolute safest they can be.

The process Malta Dynamics uses to develop and improve its product selection is quite simple—it's driven by customer need. Input from users, safety directors, and affiliates like you give us the vital information to know what the industry needs to be safe. Our experience as a member of ANSI allows us to design new products with a working knowledge of how they will be tested and used. Because of our size and forward-thinking concepts, we are nimble enough to create new products and bring them to market in months, not years.



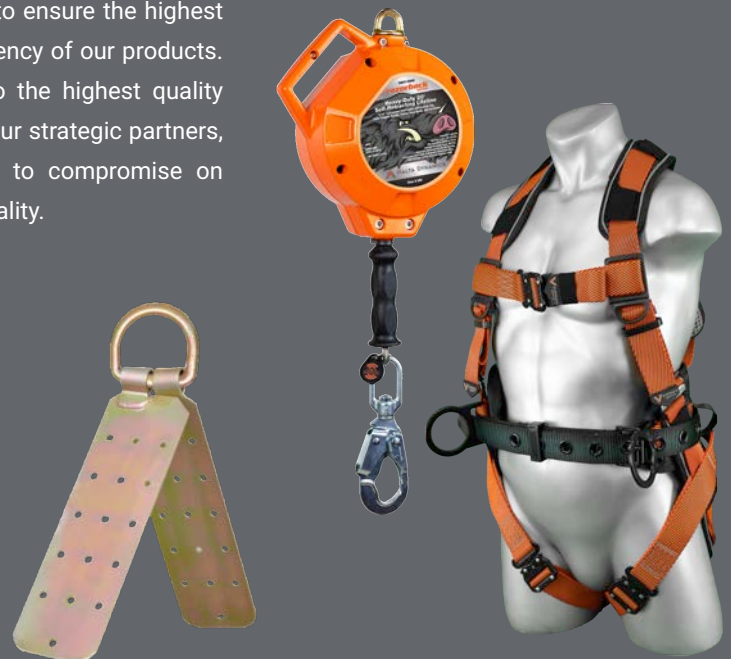
### MANUFACTURING

Our enterprise has more than three decades of experience in manufacturing, and we have leveraged that experience for Malta Dynamics' product line. Our ability to work with our multiple manufacturing facilities around the world allows us to be incredibly cost-effective. More importantly, our manufacturing network allows us to ensure the highest quality and consistency of our products. We have access to the highest quality materials through our strategic partners, so we never need to compromise on quality.



### DISTRIBUTION

Our distribution is both domestic and global, meaning that there is literally a world of opportunity for you. From across the United States to the Arctic Circle, to Europe, to Asia—our products are being used globally to keep workers around the world safe.



# DO YOU WANT TO KNOW MORE?

There are many reasons to explore Independent Sales Rep programs as a supplemental revenue stream or as a stand-alone business model.

Independent Sales Rep programs allow you to take control of your time and your income. They are self-directed opportunities that don't require a specific type of experience or a sparkling resume. You can begin right away and spend as much or as little time and energy as you wish. They're great opportunities to satisfy the entrepreneurial itch without having to go all-in on starting up a company from scratch.

## MANAGEMENT WANTS THEIR WORKERS TO BE SAFE



Around the world, companies feel the need to know their workers are using the safest possible equipment, are properly trained on how to use their equipment and have confidence in their compliance.

## COMPANIES WANT TO IMPROVE THEIR SAFETY CULTURE



It is a natural human goal for people to want to live better, healthier and longer. Being safe on the job allows workers and their families comfort and confidence. The Malta Dynamics Independent Sales Representative program gives you an opportunity to be a catalyst for improvements in a company's safety culture. Our affiliates can play the role of hero—cutting costs while improving training, preparedness and quality of products. For the hero comes wealth, strength, well-being, health, fun and freedom that is as attainable as it is deserved.

## ENJOY PEACE OF MIND



You will be selling products that save lives, and which meet a basic need of nearly every business in the industry. Because OSHA requires companies to use safety products like ours, our industrial sector is resistant to recession and other short-term market risks. Our company has grown rapidly since our inception, and we forecast huge growth potential in the coming years.



# EASY AS 1-2-3

Becoming a Malta Dynamics Independent Sales Rep is as easy as one, two, three.

## STEP-1

Once you sign and send in the Malta Dynamics Independent Sales Rep Agreement, you can begin acting as an affiliate representative of Malta Dynamics right away. Our written agreement is simple and easy to understand. Once signed up, you will be expected to complete a 12 hour training course via video call. After you complete training, you will receive our welcome kit that includes our full catalog of products, product specifications, new account setup forms and price sheets, as well as a sample product kit with over a \$1800 retail value!

## STEP-2

Set up your account to get credit for commissionable sales. Simply fill out the online form provided in your welcome kit for any new customers from your contacts and activities, and all purchases made by that customer will be commissionable sales. You are not even required to take purchase orders or fill orders—we do all of that for you! All you have to do is set up the new customer account.

## STEP-3

Generate revenue. Once we have you recorded in the system as the owner of a customer account, you will receive up to 15% commission on ALL sales generated by that customer. This includes that customer's future orders, reordering supplies, and any new products the customer buys from us—whether you pitched the customer to buy these products directly or not!

## COMMISSION SCHEDULE IS AS FOLLOWS:

**ALL MALTA DYNAMICS PRODUCTS (EXCLUDING EQUIPMENT I.E. GRABBER, EYECATCHER, & ENGINEERED SYSTEMS) WILL BE PAID OUT COMMISSION AS FOLLOWS ON NEW END USER CUSTOMERS:**

Year 1- 15 % on all sales with "New Customer" from the first day of sale.

Year 2- 10% on all sales between MD and "New Customer"

Year 3- 5% on all sales between MD and "New Customer"

Year 4+ New Customer & Rep relationship will be evaluated, and a new commission rate will be negotiated based on said relationship.

**COMMISSION SCHEDULE FOR EQUIPMENT, XSERIES, EYECATCHER & ENGINEERED SYSTEMS PRODUCTS:**

Year 1- 9 % on all sales with "New Customer" from the first day of sale.

Year 2- 6% on all sales between MD and "New Customer"

Year 3- 3% on all sales between MD and "New Customer"

Year 4+ New Customer & Rep relationship will be evaluated, and a new commission rate will be negotiated based on said relationship.

**COMMISSION SCHEDULE FOR DISTRIBUTORS OR OTHER AUTHORIZED RESELLERS:**

Year 1- 6 % on all sales with "New Distributor" from the first day of sale.

Year 2- 4% on all sales between MD and "New Distributor"

Year 3- 2% on all sales between MD and "New Distributor"

Year 4+ New Distributor & Rep relationship will be evaluated, and a new commission rate will be negotiated based on said relationship.

All new distributors must be approved by MD Sales Manager to ensure that we are protecting existing distributors.

In the event that competitive conditions make a sale impossible at established or first quoted prices, it may be necessary to negotiate the rate of commission for the customer on a per-order basis. This will be accomplished on a case-by-case basis.