



## How Can Kinn Kleanbowl Help You Have a Healthier & Happier Pet Care Services Career?



SUMMARY: To help your team deliver on the brand's Purpose and Mission, your pet care services business needs to be healthier for these reasons. **EMPLOYEES:** Provide a great career path in pet care services with the resources to attract, retain, and develop the best team and culture.

**CLIENTS:** Fund healthier and happier client/pet guest experiences

**OWNERS:** Enable them to achieve their dreams, vision and goals.

### WHAT'S IN IT FOR YOU?

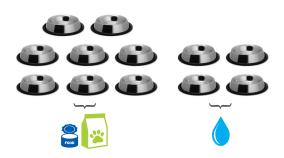
#### MORE CARE TIME WITH PET GUESTS:

Enjoy more care time with pet guests by spending 80% less time washing bowls at pet boarding facilities.

For example, during a 4-day lodging stay, instead of washing 12 food & water bowls, staff only sanitizes 2 Kleanbowl frames at check-out and recycles Refills after every meal and once a day for water. If needed during a stay, staff can wipe clean frame. Your team saves 15 minutes per average pet stay washing bowls. This increases job satisfaction and employee retention. More care time also enhances the client/pet guest experience which may increase employees' income from tips. Watch videos at <a href="PetProBowl.com">PetProBowl.com</a> and <a href="KleanbowlWorks.com">KleanbowlWorks.com</a>.

**HEALTHIER PET GUESTS:** Keep pet guests healthier by eliminating the spread of pet bowl germs and illnesses by recycling Kleanbowl Refills and assigning pets their own wipe-clean Kleanbowl frame for their stay.

Washing/Sanitizing Task Per Guest, Average 4-day Stay



12 ordinary stainless steel bowls
vs.
2 Kleanbowl frames









**HEALTHIER PET GUESTS (CONT'D):** Kleanbowl is guaranteed to eliminate 100% of germs including those that **dishwashers DO NOT get hot enough** to kill.

Pets smell that Kleanbowl is free of cleaning chemicals, germs, and plaque. Pets eat all their food for healthier nutrition. Pets drink more water for healthier hydration. Pets enjoy more water which rinses away more plaque bacteria before it hardens on teeth. Watch **New Staff Training Video**.

**HEALTHIER PLANET AND COMMUNITY:** Recycling Kleanbowl sugarcane fiber refills in the paper stream creates LESS WASTE than washing ordinary bowls by reducing greenhouse gases, electricity usage, and water consumption, and serves as a replacement for virgin paper materials per an independent Case Study by The Pet Sustainability Coalition. See **SustainablePetBowl.com**.

# ASSIGN. REDUCE. RECYCLE.



43%

Gases

3

21%







## **HEALTHIER PETS**

**ELIMINATE** germs and cross contamination by **ASSIGNING** wipe-clean frames to each pet during their stay.

## **HEALTHIER PLANET**

REDUCE electricity, water, waste and greenhouse gases by RECYCLING rather than washing!

## **HEALTHIER PROFITS**

Save time and **REDUCE** labor costs by **RECYCLING** Kleanbowl Refills for food and water.

**MAKE YOUR OWN PETS HEALTHIER:** Enjoy Kleanbowl benefits of healthier pets, healthier planet, and time/money savings at home with your own pets.

See video <u>TheHealthierPetBowl.com</u>. Ask your owner if s/he will establish an employee sales program with discounted pricing for Kinn products to enjoy even more time/money savings at home.





**EARN EXTRA MONEY:** Earn extra money by easily enrolling for free to become a Member of Kinn's PACK affiliate program. For each referral sale you generate, you are entitled to earn sales commissions of 5-10%. Enroll at kinninc.com/about/our-partners/affiliate-program.

When an employee refers Kinn's PACK program to others, and when they sign up and become a PACK affiliate partner, the employee will receive 1% of their Kinn affiliate sales. All benefits are yours when earned, are paid directly to you through PayPal, and stay with you even when you make career moves.

**EDUCATIONAL PROGRAMS FOR YOUR CAREER GROWTH:** Kinn is proud to support pet care services educational partners such as IBPSA, The Dog Gurus, PACCC, and the Pet Sustainability Coalition to help foster healthier and happier employee careers through Conferences, Training, Certification, Webinars, and other member benefits including limited time bonuses or discounts on Kinn products. When owners hire employees based on company values e.g. education, instead of experience, the cultural match is likely to be stronger, resulting in happier, loyal employees more focused on careers vs. the next gig.



#### WHAT'S IN IT FOR YOUR CLIENTS?



**HEALTHIER PETS AT YOUR FACILITY:** Let your clients know how and why Kleanbowl makes your facility healthier for pets with **KleanbowlChallenge.com**.

**HEALTHIER PETS AT HOME:** Employees enable clients and their pets to enjoy these healthier advantages at home when you sell them **Kinn's retail Kleanbowl products**. At home use should also help pet guests to arrive at your facility even healthier for a better stay experience for all guests.

## WHAT'S IN IT FOR YOUR BOSSES / OWNERS / TRAINERS?

**HAPPIER, MORE LOYAL TEAM:** Employees can help themselves by supporting owner to achieve labor time/cost savings to help fund enhanced employee retention and growth initiatives, including better compensation, benefits, and career opportunities.

To learn what our clients have to say about Kinn Kleanbowl please check out <u>kinninc.com/pet-services/video-series</u>, and <u>Kleanbowl Profit Educator</u> to estimate your business' financial savings (labor time savings + cost of Kinn products) and environmental improvements.



**MORE PROFITABLE REVENUE STREAMS:** Owners who establish a Kinn Kleanbowl employee sales discount program create a win-win. Owners buy at wholesale prices and can offer employees discounts off of retail prices and still make a good profit margin.

Owners who sign up for our PACK Affiliate Program earn extra money. For each referral sale you generate, you are entitled to earn sales commissions of 5-10%. Enroll at <a href="kinninc.com/about/our-partners/affiliate-program">kinninc.com/about/our-partners/affiliate-program</a>. When an owner refers Kinn's PACK program to others, and when they sign up and become a PACK affiliate partner, the owner will receive 1% of their Kinn affiliate

sales. All benefits are yours when earned, are paid directly to you through PayPal, and stay with you even when you make career moves.

## **HOW TO DO THIS?**

**TRAIN:** Educate and train staff with educational videos and literature found on our <u>Client Resources web page</u>. Periodic re-training produces best ongoing results.

**TEST:** Engage "product champion" employees to purchase product, and test using **Kinn Kleanbowl Test Kit for Pet Care Services**. Measure and determine best sizes, uses, labor time savings, employee support, healthier pets, and environmental improvements. Optional during busy seasons, have an owner or key employee "pre-test" Kleanbowl by purchasing and using a Starter Kit at home to verify up front benefits such as healthier pets and time savings.



**USE:** Team should re-train all involved staff, especially new team members. Purchase an ISO for the best pricing at **kinninc.com/ products/bulk-products**. Set and monitor ongoing goals on metrics such as labor time spent washing bowls, employee retention, pet guests eating their food and drinking their water, communicable disease occurrence, and electricity/water usage.

**SELL:** Post boarding launch, team to educate other staff and clients, and explore which retail opportunity and affiliate options best meet the business' needs.

**EXPAND:** To further benefit from labor time savings, evaluate expansion options, e.g. add water usage with 16oz. and 32oz., add 8oz. and 24oz. for cat guests food. When adding an additional location reduce capital investments by not purchasing dishwashers.

#### **DOG TRAINERS**

Kleanbowl provides healthier hydration during training which enhances canine energy, cognition and engagement, while reducing stress and anxiety for more successful sessions. Recycling refills and wipe-clean frame reduce labor time/cost—both set up and tear-down—vs. washing bowls for real cost savings and more time for training, delivering better results and more return visits. Learn more at **K9TrainerBowl.com**.

More pet interaction really does help with our turnover rate, we've actually seen that go down since we've taken on Kleanbowl as a part of our system.

> ABC Pet Resort & Spa Houston, Texas

The Kinn Kleanbowls allow me to keep staff to a minimum, while traditional bowls would either mean I'm losing someone in the dog area while they wash bowls or I hire someone to wash.

Your Pet Space, Inc. Las Cruces, New Mexico We have reduced labor time washing bowls around 80%, and have spent more time with the dogs to grow our daycare revenue.

Barkaritaville Pet Resort Corpus Christi, Texas



CHECK OUT PROMOTIONAL OFFERS AT KINNING.COM/PROMOTIONS







