

# Introduction



**Mongaup Technologies, Inc.**

10 Lake St.

Kauneonga Lake, NY 12749

800-919-9046 Tell

845-583-0132 Fax

[www.mongauptechnologies.com](http://www.mongauptechnologies.com)

[www.datacomputerproducts.com](http://www.datacomputerproducts.com)

Our sales career center's web site

[www.salesworkathome.com](http://www.salesworkathome.com)

**Sales Work@Home**

[Info@salesworkathome.com](mailto:Info@salesworkathome.com)

# Table of context

---

Introduction

What you need

Our company

More company information

Products lines

Presentation

About our business

IS this right for you?

What we provide

Compensation:

Benefits

Training package

Our offer

Get started

Guarantee

Conclusion

## Introduction:

Are you really looking for a great opportunity, a chance to make a good living working from your own home and a job you can enjoy doing?

Are you tired of all the come-ons, get rich quick schemes, and companies asking you for money? Are you tired of all the companies that never deliver on their promises.

Are you ready to try something immediately to see if it is right for you?

Thank you for responding to our ad. Something about it caught your eye. Our ad is different. It's real, genuine and far apart from those other ads!

Welcome to our new work at home "Sales Career Center".

You want to know the "catch" to our ad. There is "no catch", no hidden agenda, and it's not a come-on. We certainly are not offering a get rich quick scheme. We never ever ask you for any money ever.

We're only asking you to invest 2 to 3 days of your time and energy, that's it, nothing else. And, we will show you how to make a great living and enjoy yourself while you're doing it.

We're seeking talented, unique and motivated individuals who are looking for a great opportunity to work from home for a reputable company.

We're seeking persons who want to and are willing to work. If you have some home based business, sales, customer service, marketing and/or telemarketing experience you will catch on fast. If you don't we will teach you.

## What you need

### What you need is:

A place to work  
A Computer  
An unlimited calling plan  
Ambition  
Apply yourself

You will know right away once you get started the earning potential that this career and our company offers. You may be somewhat overwhelmed, intrigued and excited by this opportunity.

Our Company is certainly not looking to waste your time or ours and we have no hidden agendas. We can tell you stories and hype you up or we can allow you the chance to prove it to yourself.

## Our Company

Our only agenda is that in today's world of Internet, unlimited calling and technology, we can find new persons to teach how to make a great living and be an intricate part of our organization. Geographic's no longer stand in our way. You can do this from your own home office or you can even work while sitting on the beach during vacation. We are always at your fingertips for extra guided help. When any work at home representative needs us, we are available.

We're finding new persons who have become great assets simply by allowing off-site employees to work from home. We're finding these persons all over the United States, Canada and Mexico via the Internet, business

seminars, sale conventions, workforce development sites and other advertizing medias.

You know the benefits of working from home or you wouldn't be answering our ad.

In this introduction packet we will try to answer all the questions you may have. Any other question please feel free to contact us.

## More Company Info

My name is Frank DiCostanzo and I am the President and C.E.O. of Mongaup Technologies, Inc. I've been in business for 30 years. You can start immediately!

We manufacture "Computer Cleaning and Maintenance products" and "Institutional Cleaning Supplies". We have about 70 products for these product lines.

We are located in Kauneonga Lake (Bethel "home of the original Woodstock festival in 1969", N.Y.), (Sullivan County) in the Catskill region about 2 ½ hours North West of New York City in the U.S.A.

We are a direct manufacturing and marketing company. We employ no distributors or retailers and our products are not available in stores. Our Employees market our products for us. In addition to on-site employees and representatives we recently found quite a few off-site employees who have found tremendous success working independently from their own home office.

Specifically we do business to business and business to government marketing. Our customers are among the biggest businesses and institutions in the world. We are listed as a Federal Government vendor (GSA 7Wf5W3). We are an approved vendor for every State that's requires vendor approval, and, are on about 7,000

municipal vendors list already. We're also listed on most major buying group vendor lists as a pre-approved vendor. The list grows everyday.

Our targeted markets are Businesses (50 or more employees), Institutions, Organizations, Banks, Insurance Companies, Utility Companies, Schools, Other Educational Industries, Colleges, Hospitals, Medical Centers, Universities, Finance Industries, Religious Organizations and Government in every shape and form, and that's just to mention a few there are so many more categories to mention. We are focusing our attention in today's market on places that are thriving and steer away from those that are stagnant.

## Products Lines

We have 4 product lines: "Computer", "Radiology", "Biomedical" and "Environmental Services". You can market to any category you wish or all of them if you choose to do so. We practice and pride ourselves on environmentally friendly products and green technologies.

## Presentation

We have 4 separate scripted presentations for 4 different product lines. Take one at a time, learn it, and apply it. We suggest you don't bite off more than you can chew by trying to learn the whole program and the 4 presentations in a very short period of time. Take your time with this and allow yourself 2 to 3 weeks/months between additional training sessions.

The presentations are conveniently scripted for you in a way that you can just access the section "presentations" on our web site or download them to your computer.

We've scripted our presentations with hyperlinks, footnotes and color coded to give you fingertip control of the right answers to questions and to keep you going and flowing in the right direction. We've made it very simple to learn and easy to follow.

## About our Business

Let us explain a little about our business:

We target the "Person in Charge of the Computers" for our computer products lines. He's known as I.T. Manager, I.S. Manager, Network Administrator, Technology Manager or Technology Coordinator, Data Processing Manager or the Management Information Systems Director and in simple terms the "Person in charge of computers". We sell these persons with these titles products for cleaning and maintenance of their Computers, Systems and networks. Products they need and could use everyday. We have about 20 products in the Computer product line.

We also target the "Person in Charge of Radiology". We sell these persons products for their X-Ray and imaging department's equipment and machinery.

We also target "Biomedical Departments" or "Laboratories". We contact the "Laboratory Manager" and sell these persons products for their Laboratory.

We also target "Environmental Services", "Maintenance" and "Engineering Departments". Our feature products in this line are our clean room quality "Lint Free Wipes" and our "Citrus Solve" concentrated powder that mixes with water to provide the user with an OSHA, EPA, and USDA approved cleaner that kills germs, and, cleans better than every other natural cleaner, and, is the best smelling cleaner you'll ever find.

Our Germ Be Gone wipes are being sold at incredible rates. Everyone wants to control the spread of bacteria and germs in their environment and no one likes to get ill or sick.

## IS This Right for you?

Can you sell? If the answer is "yes" our scripts are very easy to follow. Access the scripts in the section of the website called "Presentations". These scripts can also be downloaded and ran on your computer. The words you need to say, pop up. Recite the words and click on the links. Add your personality to make it sound like a conversation. The scripts are hyper-linked together. When the prospect asks a question you click on the hyperlink and it takes you to the answer, then you click on the link to take you to the next step. Anyone can use the scripts since all you have to do is follow along. You have to say the words not read them, so the buyer not only buys the product and our company but, they buy you as well. The words need to sound like they are coming off the top of your head and heart and not coming off the computer screen.

## What we provide

We provide unlimited leads for you in the targeted businesses that use the product lines. We want you calling places where we know you will be successful. We also want you calling places that are not overly affected by the economic situation. We are not looking for you to waste your valuable time chasing, searching for leads or calling places that have only limited potential. We want you establishing accounts that will afford you the opportunity to sell them repeated and for large numbers and for many years to come.

We will provide for you the tools and training to make a 3-5 minute presentation over the telephone and have a successful outcome. The average closing ratio is about 15%. You will not sell everyone you call. Selling some is enough for you to make a fantastic living. You will hear "yes" and you will hear "no". You will hear "no" more times than you will hear "yes". That is the nature of a sales person's position. Good work ethic is essential to success. A true sales person is at a tremendous advantage.

### Compensation:

We will pay you 20% of the sale. Sales are anywhere from 100 to \$5,000.00. Commissions on one sale often is more than most persons make for an entire week. It is not uncommon to produce 4 to 5 thousand dollars in sales in a week. Most of our reps. produce at least that and often much more. Naturally the more experience you get the easier it becomes as you confidence and knowledge grows.

We will produce a detailed commission statement for you every two weeks. These statements include, your total sales written, sales paid for, and, pending accounts. We will produce a check for you with every statement for whatever sales paid during the period. We will also produce for you a monthly sales report. When your customer pays us we pay you. Some pay right away by Credit card, some pay by check and some sales take a little longer to pay. We do offer 30 day billing terms. Most customers pay for their merchandise within 1 or 2 weeks. We accept credit card, check by phone or check payments from our customers.

We are flexible with compensation to representatives who are successful and may offer other additional arrangements and compensations including bonuses and incentives.

Initially all applicants become "apprentice sales persons" and must open 20 house accounts. After you open 20 house accounts all other accounts after 20 become yours to service and reap the benefits of. After the apprentice period you may be entitled to a draw vs commission arrangement, each pay period. Draw checks are judged by the sum of commissions due on your initial 20 accounts and we factor in the size, time frame and validity of those accounts to determine your draw amount.

Some of our representatives make 5 or 6 sales a day and some sell 40 to 50 thousand dollars worth of product a month. Some do even better than that.

## Benefits

We have a great benefits package to go along with your monetary compensation. We have Blue Cross/Shield Major Medical, Oxford, and other major medical providers, these policies include Emergency coverage, Hospitalization, Doctor Visits, and prescription coverage. We also have Dental and 4 other supplemental insurance policies available through AFLAC. We also have supplemental insurance policies through All State. Yes, this means we will offer you benefits! Benefits are available to all new employees after 90 days of employment regardless of if you are on or off site.

Being in Business for 30 years teaches a person a lot about business and people. I have learned employees will produce if they are motivated and compensated. Persons need to earn at least what they are worth and have to be treated fairly, with respect and consideration. Those persons will work hard and efficient and earn their success. If you earn serious money you will strive towards greater success.

I have been fortunate to surround myself with some terrific talented persons and have been able to retain quite a few of them. Some of them have been with me for over 20 years. Quite a few are here around 10 years. Our sales and technical support staff are the absolute best. They will help you become an asset and an intricate part of our organization and team. We are always available when a representative is in need of help, during business hours.

## Training Package

We have comprised a "Web Training/Sales Career Center". This web center is a convenient way for new persons to learn the scripts and our business and to get started with us. We want new persons to see immediate results. We created this web site for you to learn and get started immediately.

We want to work closely with our new representatives to help them with the beginning steps and to insure their long term success. Your success is our success. And, we want you to be working within 24 to 48 hours of your applying for the position.

## Our Offer

This is a unique offer, hard to find other offers like it, no matter where you look. State work force development sites allow us to post this opportunity because it is genuine and proven successful.

Work from home research sites list us as one of the best work from home opportunities in the entire Country or available anywhere on the World Wide Web.

Our Career center provides the newest and most unique tools and training for off site or work from home representatives.

## Get Started

To get started simply apply for the position through this web site, fill out the information on our application and agree to our terms and agreements. Then start learning all the materials and look for the next training classes. Or you can call 845-583-0217 to speak directly to someone.

## Guarantee

We guarantee that you will be working and can start your new career immediately as a proud member of our organization. So, there is virtually no waiting around to get started on your future with us. You will never hear the word "wait" from us as your time is considered to be extremely valuable to us. You will never hear that no one is available to speak with you during normal business hours. Someone is always available to address your needs. If you have explored other internet work from home opportunities you know that this is not the case in most of these types of arrangements with other offers. We pride ourselves on being far apart from those other entities.

Once you finish the training session you can access leads and you can start making calls immediately. We encourage you to call as many leads as you can. As we said in 2 to 3 days you will know if this is right for you.

If this is right for you, you will have found a great opportunity with unlimited earning potential, you will make a lot of money, and, you will have found a company you will be proud to be associated with. You will have found a career that will always be there for you. Your income will not be compromised, it will only grow.

## Conclusion

Thank you for your inquiry and for responding to our ad. Please only serious inquires from this point on. If you're ready to work we are ready to open our program to you.

We only want to deal with persons who are ready to commit themselves and dedicate 100% effort and who are serious about joining our company and taking on a new career.

As far as your time goes, you pick the hours you want to work and you can have a rigid or flexible work schedule, whichever you prefer. We are not going to ask you to punch a clock or answer for the time you don't spend doing this. You can work at your own pace and make your own hours. Naturally we would like to see new persons commit to a full time, fast paced schedule. However, we also welcome part time representatives who are diligent and committed. Success is not always limited to time spent. Some persons can accomplish as much as others can in a shorter period of time.

Don't miss out on this opportunity if you a truly seeking a new prosperous profession with growth potential and a serious money making opportunity.

Feel free to call us at 845-583-0217 during normal business hours, and, we will be happy to speak with you personally and answer any questions that you have. You

can contact me personally. If am not available please feel free to contact Gary Turner.

Get started on a new and brighter future today!

This is a great business to be associated with and a tremendous long term career opportunity and it's entirely risk free on your part other than the time you need to spend on it.

**Success is yours for the taking!**



**Mongaup Technologies Inc.**

10 Lake St.  
Kauneonga Lake, NY 12749  
800-919-9046 Tell  
845-583-0132 Fax

[www.mongauptechnologies.com](http://www.mongauptechnologies.com)  
[www.datacomputerproducts.com](http://www.datacomputerproducts.com)

Canada Address  
6071 Burnside Court Unit 2  
Mississauga, Ontario L5T2T5

Mexico Address:  
TBA

Fed ID: 58-2594431    GSW: 7wfs3    PST: 10076069

Our sales career center's web site  
[www.salesworkathome.com](http://www.salesworkathome.com)



[Info@salesworkathome.com](mailto:Info@salesworkathome.com)

Copyrighted by "salesworkathome.com" and provided by Mongaup Technologies, Inc.