

## You Talk

**1** Quest comes to the table ready to work. Our territory managers are technically trained, have a strong knowledge of the safety industry, and understand how businesses can ensure the safety of their employees.

We ask questions about your business, your workers, and the environments in which you work. What works for you? What doesn't? What obstacles do you face? What can we do to make safety easier for you?

## We Listen

**2** Most importantly, we listen to your individual needs. We never approach new business believing we already have the solutions, because every company is different.

We dive deeper with our questions to learn more about issues that cause you problems.

The Quest team will create a safety solution that will satisfy your safety needs as well as help your business grow.

## We Build Solutions

**3** Our territory manager won't be working on the solution alone. We have a team of experienced, trained safety professionals who come together to build the best solutions possible.

As a member of SafetyNetwork.me, we can offer you a wide portfolio of products at competitive prices.

Our territory manager presents the solution and hopefully if it meets your approval. If it doesn't,

## Form Partnerships

**6** You decide on a solution and the items are purchased. All shipments are double-checked for accuracy before they go out the door. We have an order accuracy rate of 99.4% and an inventory accuracy rate of 99.5%.

**The relationship doesn't end there. Quest's goal is to create safety partnerships that last for years.**

Next, your initial order is delivered. We'll check in to see how everything went. Is there anything we could have done better? Would you like to start receiving our monthly newsletter for updates on products and changes in the safety industry?

We'll also set a time to meet again. Now that you see our business model, hopefully you will want us to be your safety partner.



**A Focus on Services**

**Safety Strategies**

**Crafted to Your Needs**

**Individualized Attention**