

In the spring of 1999 our son Jacob, then a student at BYU Idaho, told us he was thinking of spending the summer selling pest control contracts in Southern California by knocking on doors. Some of his good friends had done this the previous summer and had earned significantly more money than he could hope to earn at any summer job in our hometown. We were very skeptical about the whole idea. We asked ourselves: "Who pays to have their house sprayed for bugs?" Nobody we knew.

Jacob took the challenge though, and spent that summer in Southern California. He didn't earn the \$70,000 some of his friends claimed to have made, but nevertheless he did very well. There was no question in his mind he would continue to do this work each summer while he was attending college. As a result, he was able to finish college with no debt and a healthy savings account. He and his wife built a beautiful new home and moved in the summer following graduation.

Working this job gave Jacob experience in marketing and management that enabled him to secure a good, full-time position immediately following graduation. It's no surprise when our son Jared told us he wanted to follow in Jacob's footsteps and pursue a similar career path, we wholeheartedly supported his decision. Jared has gone on to have tremendous success managing several different offices and recruiting new sales representatives. He even met his wife through his job.

Both of our sons have found a career in the Pest Control industry to be very rewarding. We would encourage any parent to direct their son or daughter toward summer employment in pest control door knocking sales. It's a great way to learn a valuable skill set, make considerably more money than in traditional summer jobs and an excellent way to get a good head start on life.

As parents of two hard working sons, we couldn't be more pleased with the results!

Vicki B.