



BE PREPARED, BE A COACH, BE ACCOUNTABLE

MAKE SAFETY PERSONAL

SEAN O'BRYAN, ROLLINS



**NETS Annual
Strength IN Numbers®
Fleet Safety Benchmark Conference
Eagle Crest Marriott
Ann Arbor, Michigan**

October 5 – 6, 2022

ROLLINS INC.

***A PARENT COMPANY
HELPING OUR FAMILY OF
BRANDS DELIVER
QUALITY PEST CONTROL
SOLUTIONS...***

Growth:

\$20B Industry globally, expected annual growth rate of 4-5%

Customers:

46% Residential, 34% Commercial
20% Termite and Ancillary.

Market:

20,000+ US Market Companies
Additional 18,000 in global market

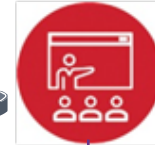


JOURNEY

Mentor TSP Pilot - Q2 2021

- ✓ 23 Locations / 500 Drivers
- ✓ 37% CFR Improvement
3.9 vs. 6.2
- ✓ 50% of pilot locations
collision free

Be a Coach.



LEADER & DRIVER ENGAGEMENT - PRESENT

- ✓ Mentor Keys
- ✓ Utilization KPI
- ✓ Coach's Corner
- ✓ Recognition & Reward

Completed 10,000 Driver Mentor Launch - Q2 2022

- ✓ 7 Month Project Plan
- ✓ 14 Brands, 80+Regions
- ✓ 500 Launch Hours



MENTOR KEYS

 Use Mentor each Workday - *Turn On, Keep On*

 Evaluate and Self Correct

 Engage using Work Circles

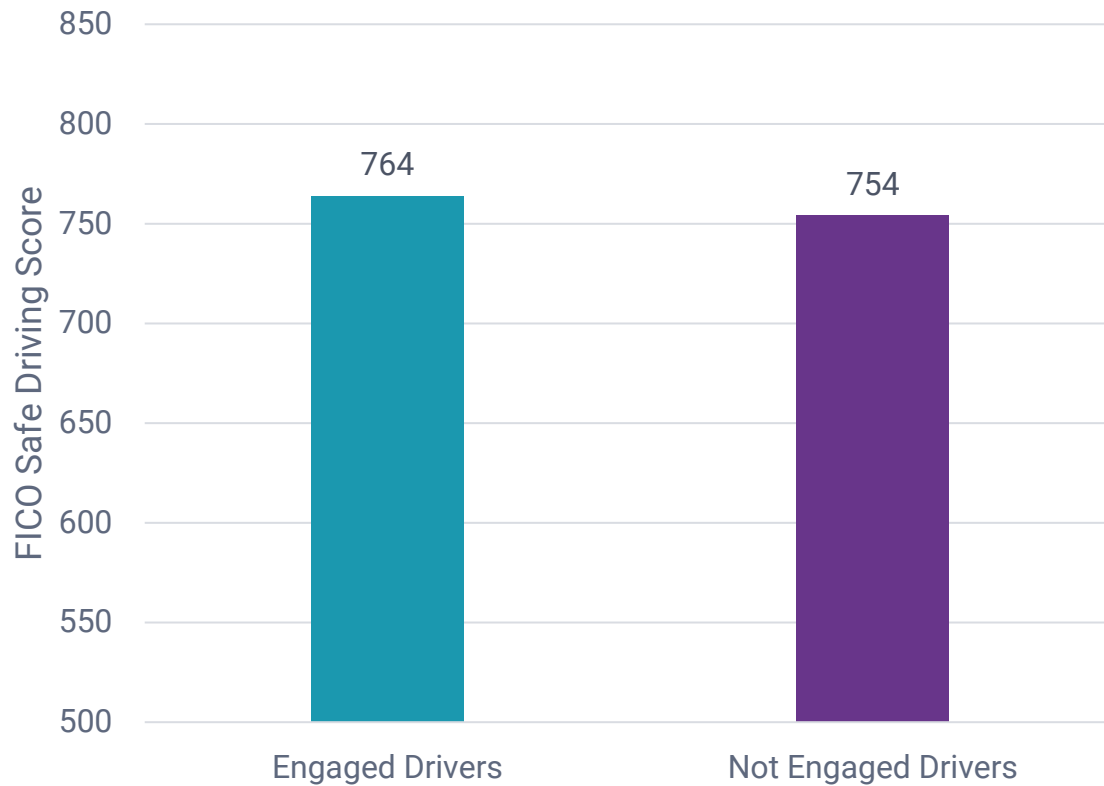
 Support Improvement vs. Discipline.

 Recognize, Reward - Have Fun!

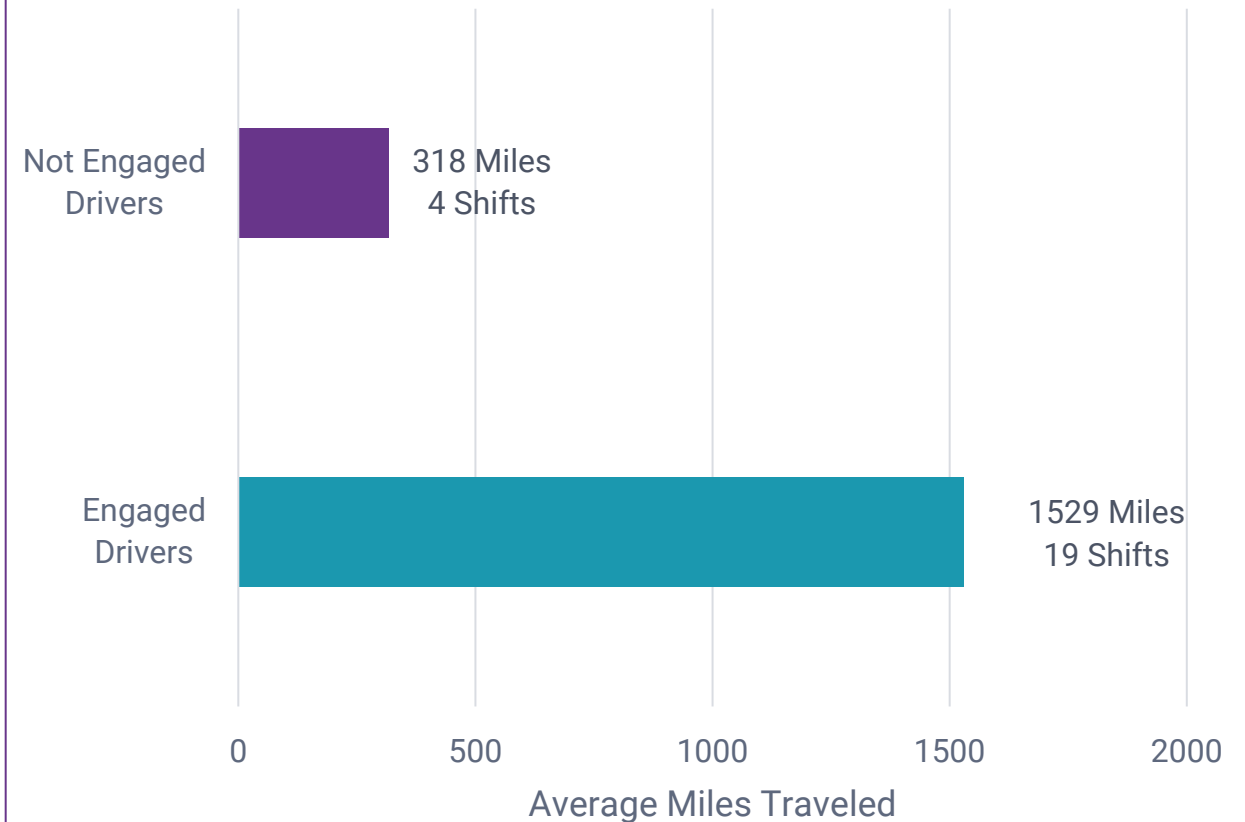
ENGAGED vs. NOT ENGAGED DRIVERS

AUG 2022

Average FICO Safe Driving Score –
August 2022



Distance & Shifts - August 2022



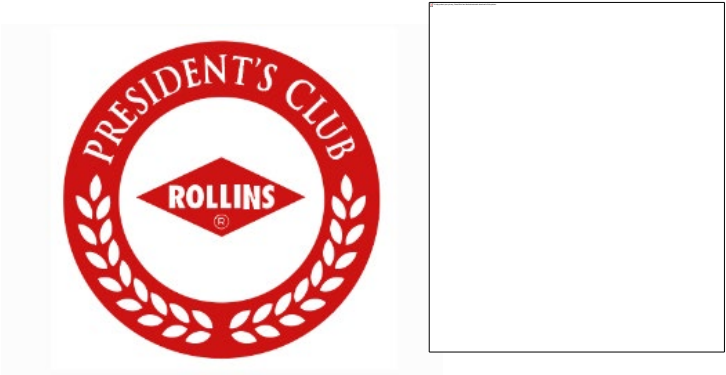
REWARD & RECOGNITION

Driver of the Month Package

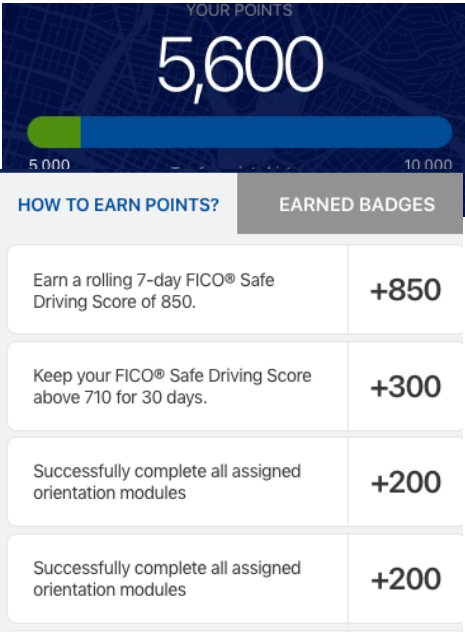


CHALLENGE COIN

President's Club



Mentor Rewards



WHO IS YOUR MOTIVATIONAL SPEAKER?

