

# Water World News



## Greetings from Apollotek

Apollotek International extends its warm greetings to you. You are part of our mission to provide purified and soft water to homeowners across the country. The year 2021 has been a challenging year for Apollotek. Even so, we introduced new products and saw tremendous growth in a depressed market and expanded to new areas across the country. We feel even more excited about the rest of the year and the New 2022, a new year full of prospects and opportunities. We are committed to deliver the best product and

service quality, that will set Apollotek International apart from other water purification companies. We believe we have a unique line of products and services that will attract consumers in search of water filtrations systems around the nation and abroad. Be on the lookout for new announcements from Apollotek International soon, you will be pleasantly surprised with innovations, enhancements, and the new services and products that will be provided by our company.

### From the Desk of the CEO

I want to welcome everyone to the team at Apollotek International. When the Company was established over 27 years ago, Apollotek had a vision to become the leader in the industry of providing healthy water to consumers throughout the U.S. Today we are proud to say we have achieved that mission and that Apollotek International is the leader in the water industry. This was achieved by polishing our image, continually pursuing the latest technology, and by constantly providing new and innovating products.

The line of products we currently offer are the mark of excellence in the market, and our competitors view our products as the benchmark they need to reach in order to stay competitive in the industry. Apollotek dedicated time and effort to the design and production of high capacity and high-quality equipment, that is also affordable for most consumers.

Apollotek International also counts with one of the largest and most advanced manufacturing and distribution networks in the industry. We have offices and/or storage facilities throughout the United States in every state we are selling our products.



Despite the Covid 19 lockdowns in various states, which slowed down the economy nationwide, now is the best time for growth in sales of home water filtration systems. We urge you to stay in touch with us and take part in this growth. We would like to hear from you, so that we can chart a plan of action for you in the water industry. A sales career connected to Apollotek International is the ultimate choice you can make for your future endeavors.

Best Wishes,  
**JEFF HATAMKHANI**  
CEO



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**For Running Credits:**

**8 am to 4:30pm**—Call the office & dial extension #215 or #206

**After-hours weekdays**—Text your credit apps to Maira at (714) 485-8741

**On weekends**—Text your credit apps to Elmer at: (949) 520-9594

**In emergencies after hours**—email Diana at: [diana@apollotekinternational.com](mailto:diana@apollotekinternational.com)

## Inside the Finance Department

The Contracts Department is considered the “heart” of Apollotek. All customer accounts originate here. They start as a potential sale, sent in as an application for credit or a cash sale sent in by a sales rep.

The staff of Contracts, under the direction of Apollotek’s General Manager, Diana Martinez, receives all applications for credit, as well as all cash sales and proceeds to prepare the required paperwork to allow for the installation of the equipment sold to this customer.

All sales that require financing are submitted to the array of finance companies that work with Apollotek. At the same time, a trail of paperwork required to draft a financing contract is generated in this department. Apollotek counts with over 10 different finance companies that allow it to offer financing to practically all its customers,



from the ones with stellar credit ratings to those with not so good credit.

Once the financing is secured and the contract is generated, the installation order goes out to the sales rep and the installation team. This department at Apollotek is a round-the-clock center of activity that provides support to sales reps around the country in real time, even before the sales team leaves the prospective customer’s house.

Apollotek recently acquired licenses to provide an e-signature option for the customers, in order to expedite the customer approval process.

Below, sales reps can find a useful schedule of available special promotions for financing.

APOLLOTEK FINANCE DEPARTMENT— REVOLVING PROMOTIONS			
PROMOTION	PAYMENT FACTOR	DEALER FEE	DESCRIPTION
<b>5.9 + 1%</b> Minimum amount financed: \$1,500	Month 1-12 1.00%	<b>FREE</b>	The APR is reduced to 5.9% and payment factor is reduced to 1% for first 12 months. Starting month 13 of the loan, the APR increases to 13.99% and the payment factor increases to 1.5%. <i>Cannot be combined with any other promotion options.</i>
	Month 13+ 1.5%		
<b>7.9%</b> Minimum amount financed: \$3,500	\$3,500+ 1.10%	<b>Platinum Pricing - 2.5%</b>	<b>ONLY AVAILABLE FOR PLATINUM CUSTOMERS</b> The APR is reduced to 7.9% for the full term of the loan. Can be combined with: 3 Month Deferred promotion.
	\$15,000+ 0.96%	<b>Standard Pricing - N/A</b>	
<b>9.9%</b> Minimum amount financed: \$1,500	\$1,500+ 1.5%	<b>FREE</b>	The APR is reduced to 9.9% for the full term of the loan. The payment factor is reduced for the full term of the loan. Can be combined with: No Interest No Payments, Same as Cash, Deferred promotions.
	\$3,500+ 1.2%		
	\$15,000+ 1.10%		
<b>10.99%</b> Minimum amount financed: \$1,500	\$1,500+ 1.5%	<b>FREE</b>	The APR is reduced to 10.99% for the full term of the loan. The payment factor is reduced for the full term of the loan. Can be combined with: No Interest No Payments, Same as Cash, Deferred promotions.
	\$3,500+ 1.3%		
	\$15,000+ 1.17%		
<b>13.99% APR</b>	2.00% or 2.50%	<b>FREE</b>	The APR is reduced to 13.99% for the full term of the loan. Can be combined with: No Interest No Payments, Same as Cash, and Deferred promotions.
<b>17.99% APR</b>	2.00% or 2.50%	<b>FREE</b>	17.99% APR for the full term of the loan. Can be combined with: No Interest No Payments, Same as Cash, and Deferred promotions.

## Sales Tidbits

Apollotek's sales nationwide are managed from the Irvine headquarters. Our salesforce is over 400 strong, spread out coast-to-coast in nearly all states. Carlos Guzman is our National Sales Director.

We have developed a system of regional sales managers that work with individual teams that strategically target specific areas for effective customer outreach.

A few areas around the nation have flourished and expanded, even after the Covid 19 lockdown and local restrictions.

We recently opened offices in the Houston, San Diego, Corona, and San Diego, for sales managers that have met their target sales quota. With some assistance from the company, office

space was secured that includes conference/training rooms, individual offices and reception areas.

We offer our support to help each and every member of our sales team. We have presentation materials, water test kits, brochures and displays available to help each sales representative become efficient, professional, and successful.

Contact our Sales Department to discuss your goals and objectives, in order to come up with a plan that best utilizes the tools we have available for you.



**STRATOSPHERE TECHNOLOGY CONTEST**

From: 10/11 - 11/11

2 SALES	\$400
3 SALES	\$600
4 SALES	\$800
5 SALES	\$1,000

The graphic features two water filters with the STRATOSPHERE TECHNOLOGY logo, set against a background of a globe and a satellite. The contest details are presented in a blue box with white text.

## IN THE SPOTLIGHT:

# Stratosphere

Apollotek International, Inc. recently launched its newest product in the market, the STRATOSPHERE.

The Stratosphere features a 11-stage dual-tank system that has no match in the water industry. The tanks are 13X54 inches, each being wider than any other tank in the market. The Stratosphere also includes a UV light component that further disinfects the water produced, without adding chemicals.. It also features a pre-filter that prepares the water prior to entering the dual tanks.

The Stratosphere is already being installed in various parts of the country and is being well received by the consumers that have been introduced to its features and advantages.. It is our elite component and it has a consumer price higher than any of the product in the market. Ask us for more information.



## Reasons to Own a Reverse Osmosis System

People who live in homes, without any filtering systems, find that their water is not only bad for the taste buds but also bad for their health. In an age, where we're more conscious about what foods we take into our bodies, our drinking water is not given much thought. The contaminants found in some home water's supply can drop a few jaws, in surprise. And, we're drinking it. There are many options for filtering units available, but many of them still leave behind particles of unhealthy toxins.

The Reverse Osmosis System is a filtering unit, that removes impurities, from the water, and makes it healthier to drink. Here are *three reasons* why you need to install one of these filtering systems in your home and leave the other processing units behind:

**1. It's better than bottled water-** Most people stock up on bottled water they purchase on sale at their local grocery stores. First of all, imagine how much money you spend on bottled water throughout a year. For an average family, you might pay, several hundred dollars or more, give or take, depending on the size of the family and how much water you drink. Plus, not all

water in those bottles is actually healthy. It's been said that the [plastic in the water bottles contains chemicals that ultimately leach into the water](#) and you end up ingesting it.

**2. A Reverse Osmosis System removes harmful chemicals-** Reverse osmosis uses four different stages of filtration to remove impurities. Most systems use only one, maybe two filters to sift out the toxins in the water. Each filter a reverse osmosis system uses, is designed to filter out a specific type of contaminant, leaving you with nothing but clean, drinking water.

**3. It's Better than Bitter Tasting water-** How often have we drank a glass of water from the tap only to regret it afterward? Some unfiltered, as well as some filtered, water, tastes and smells terrible. We are told to drink at least eight glasses of water daily, but that's hard to do when your water leaves an aftertaste in your mouth. A reverse osmosis system will remove the impurities, that causes that lousy water taste, and will give you fresh, clean tasting water you won't mind going back for more.

A reverse osmosis system offers you more for your health than you might have thought.