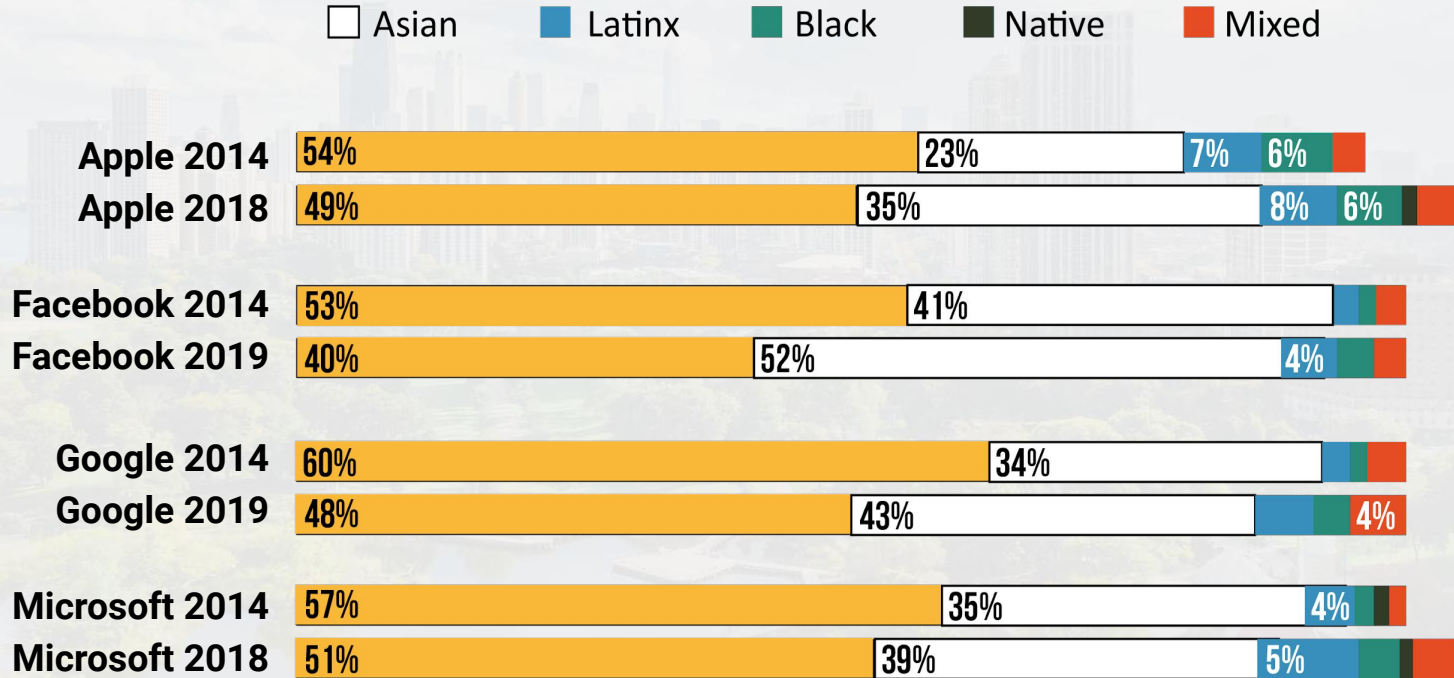


Better Incomes For Better Outcomes

Creating a Pipeline
of Qualified, Diverse
Sales Talent

The Diversity Problem

Stagnating Progress





#getthiswork

Our Vision

re:work training is opening the door for untapped communities to tech's best kept secret: SaaS Sales.

Through our candidate training program and corporate partnerships, we aim to empower **25,000** Black and Latinx individuals with **\$30 Billion** in income over the next **20 years**.

The Roadmap: Our Operating Model



RECRUIT

Identify untapped, diverse potential that will be ready for work in just 8 weeks



EMPOWER

65+ live hours of sales training and over 1400 volunteer hours worked by corporate partner employees per cohort



PLACE

Place candidates in full-time SaaS Sales role making starting salaries of \$50K annually



SUPPORT

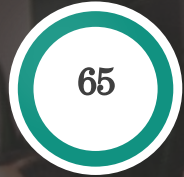
82% of alumni still employed full-time after their first placement through lifetime support

The Roadmap: Scaling Economic Impact

Year	2025	2030	2035	2040
# of Candidates Employed	266	1191	5343	23957
Avg Annual Salary	\$49,522	\$57,410	\$66,553	\$77,154
Total Economic Impact	\$163,747,174	\$1,077,338,650	\$5,926,882,563	\$31,297,738,554

re:work Delivers Outcomes That Matter

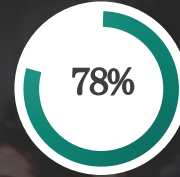
CANDIDATE OUTCOMES



65 live hours of sales training from industry experts



Land jobs within **5 weeks** of starting the program on average



On average, annual salaries jump from **from \$8k to \$50k per year**

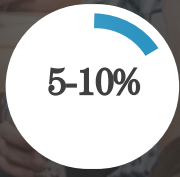
PROGRAM OUTCOMES



\$3.92 returned to the community for every \$1 spent



Nearly **\$9,000,000 in total candidate income** earned to date



5-10% Revenue Contribution Annually for partner companies

Our Challenges

Other nonprofits and companies often treat **social and business impact** as separate issues.

For Untapped Communities

Over-mentored & under-sponsored communities not empowered to invest in their potential.

For Tech Companies

No alignment between companies' DEI efforts and overarching business objectives.



Our Solution

re:work training has created an ecosystem where true diversity and inclusion leads to success for everyone.

For Tech Companies

Companies that are empowered to recruit, engage, and support diverse talent.



For Untapped and Overlooked Communities

Candidates that are empowered with a life-long support network good jobs in SaaS Sales

SaaS Sales as a Mechanism for Change

- No such thing as a sales degree - makes formal educational requirements less relevant
- Sales provides the potential for career mobility and high earning floor for those qualified and passionate about the work
- Sales does not have to be the last stop for candidates and can serve as a doorway to other career paths
- Companies have established performance metrics for sales teams, making effective employee training and clear paths to promotion easier
- Nearly 25% of available roles are revenue-facing, creating a lot of opportunities for those willing and excited to do the work



Value Proposition to Companies

Benefit to Your People

INDIVIDUAL CONTRIBUTOR



- Trait Optimization
- Skill Development



MANAGER



- Culture of Psychological Safety
- Team Optimization



LEADER



- Inspirational Mission
- Inclusive Vision
- Clear Communication

Benefit to Your Processes



Accelerate onboarding
time for candidates



Create opportunities
to assess and develop
future sales leaders



Build a stronger
organization through
DEI-based strategy

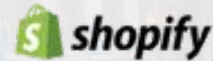


Increase consistency
of 100%+ quota
attainment

Partners Like You

Over 500 volunteers have dedicated time to make an impact both within their organization and larger community

re:work proactively recruits volunteers before attempting to partner to ensure buy-in





What Your Employees Are Saying...

“ *re:work training helped me understand how to use my sales leadership experience to contribute to my community. What I didn't expect is how much I would grow, learn, and become a better version of myself from my involvement.* ”

“ *Volunteering with re:work has given me, a white male sales leader, the opportunity to not only meet new sales talent but really get better as a person, interviewer and leader.* ”

Invest in Your Company & Community



TIME

Work with us to create volunteer opportunities exclusively for your employees



TALENT

Access our pipeline of qualified, diverse sales talent



TREASURE

Become a re:work sponsor with monetary and in-kind donations