

# DRUG FREE BUSINESS PRIVATE LABEL PROGRAM FOR ASSOCIATIONS

- Increase your market share—bring in new sponsors or members
- Provide safer workplaces—reduce personnel costs
- Reduce health care costs for your sponsors or members
- New income stream for your organization
- Provide new services that your employers really need

## *Special Offer—*

*Your organization can now offer drug-free workplace services including “clean-card” programs to employers in your area:*

- *Employment drug testing*
- *DOT compliant programs*
- *Supervisor training*
- *Policies and procedures*
- *Employee Assistance Programs*
- *Background checking, if required or desired*

*Earn cash for every test or background check performed—for services that your sponsors or members really need. Drug Free Business does all the work for you—your sponsors or members see your logo and you get the credit.*

Drug Free Business  
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**DRUG FREE BUSINESS LETS YOU OFFER YOUR SPONSORS OR MEMBERS A COST-EFFECTIVE DRUG-FREE WORKPLACE PROGRAM. WE HAVE EVERYTHING YOU NEED AND WILL CUSTOMIZE A PROGRAM THAT REALLY WORKS FOR YOU, YOUR SPONSORS OR MEMBERS AND THEIR EMPLOYEES.**

## **Services provided by Drug Free Business:**

- Drug testing using the gold standard using *only* SAMHSA certified laboratories
- Policy and procedure development assistance—both DOT and non-DOT
- Unlimited consulting and troubleshooting
- Over 9,000 network testing locations throughout the nation
- On-site collection services available in most locations
- Guidance in complying with state and federal drug/alcohol testing laws
- In-house Medical Review Officers (MRO)—certified by MROCC
- Secure web-based reporting of test results for speedy turnaround time
- Web based reporting allows you to monitor multiple branch locations—confirm that employers are in compliance
- Optional on-line random selection services at no additional charge
- Blind quality control specimens submitted to labs at no extra charge
- Setup drug testing collection sites anywhere in the nation at no additional charge
- DOT and non-DOT supervisor training nationwide
- Certified trainers (collection, BAT, STT) on staff
- Live and online supervisor and manager training
- Will assist each employer throughout a DOT audit at no additional charge
- Will assist your employers in applying for insurance discounts (where available)
- Consolidation of all testing bills into one monthly itemized statement
- Optional Employee Assistance Programs (EAP) - and *EAP Helpline* nationwide
- Optional background checking services—over 100 searches and reports
- We are active members in the following professional organizations:
  - Substance Abuse Program Administrators Assoc. (SAPAA)
  - Drug and Alcohol Testing Industry Association (DATIA)
  - Institute for a Drug-Free Workplace
  - National Drug-Free Workplace Alliance
  - Employee Assistance Professionals Association (EAPA)
  - Society for Human Resource Managers (SHRM)
- **All this at a price much lower than you and your employers are now paying**

Drug Free Business is a 501(c)(3) not-for-profit corporation founded in 1988. We have over 2,500 participating employers and associations.



## **DRUG FREE BUSINESS NOW OFFERS: PRIVATE LABEL PROGRAM FOR ASSOCIATIONS**

**As a non-profit association you can now offer third-party-administrator (TPA) services to your members, sponsors, clients or associates that include the following drug-free workplace services:**

- *Employment drug testing – that meets federal government standards*
- *Department of Transportation (DOT) compliant programs, e.g. commercial drivers, bus and van drivers, safety-sensitive aviation employees, maritime, etc.*
- *Random selection services and tracking*
- *Supervisor and management training, Employee training – live on-line webinars, DVDs, Web based interactive training*
- *Policies and procedures – templates and review of existing policies for compliance with federal and state laws regulating drug testing*
- *Employee Assistance Programs – 800-Helpline and Supervisor Hotline*
- *Background checking services that are FCRA compliant*
  - ◇ *Employee and volunteer screening*
  - ◇ *Credit reports*
  - ◇ *Employment & Education verifications*
  - ◇ *Tenant screening*
  - ◇ *Criminal records*
  - ◇ *Sex offender reports and many more*

### **Why should you be interested?**

- *Employers (your clients, sponsors or members) need these services and too often are paying outrageous prices for testing or background checking services that may not be accurate or meet federal regulatory standards.*
- *Drug and alcohol abusers use 300% more healthcare benefits than other employees and are five times as likely to file a worker's compensation claim. This is a huge cost to employers—and to their employees who must also pay part of the premiums. Our optional confidential full-service EAP program is available for all family members, for any problem including chemical dependency, any time—because family members also use up health benefits.*
- *Offering these services gets your name out in your community – you'll be offering sponsors, and potential members and other employers great services at very reasonable prices.*
- *You don't have to do any work except offer the services to your sponsors and members and fill out contact information – unless you want to.*
- *This is a new income stream for your organization – We pay you cash for every test or background check performed – you may charge what you wish for setup fees, membership fees, random selection service fees, training fees, or just bundle all these services into a special low-cost package for your sponsors and members.*

### **How does it work?**

- *You tell us what you want to charge your clients (employers) for these services—we can help you determine reasonable prices*
- *Drug Free Business quietly does all the third-party administration work in the background. We set up your clients with laboratory testing accounts, identify and setup as many collection sites as needed. We furnish your clients (employers) with policy and procedure templates or review their current policies. We furnish pre-printed custody & control forms to each employer with maps showing where to go for testing. We provide unlimited telephone consultation to your clients.*
- *Your participating clients will be automatically notified by email whenever there is an important action to take, or a document to view. Your members (employers) then log on to our encrypted, secure web-service to view and print testing results, employee rosters and testing history, random selections, etc. They will see your name and logo on this website.*
- *Your profit margin is dependant on what prices you want to charge for the services. Expect 10-15% or more. We will furnish you with a QuickBooks™ data file each month that you can import into your accounting process, or just let us handle the billing.*
- *One or more of your trusted managers will be designated as an Administrator for your programs – and of course that person can also log on at any time and see all of the testing activity for each individual client company, if you wish.*

Call Tom Pool - Drug Free Business

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