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#### **Note from the CEO**

The American Safety Institute Team and I are very excited to have you as a Partner and to work together to make a positive impact in your community.

We're very proud of our courses and Partners. ASI's curriculum was created over 30 years ago by experts in the Traffic Safety industry, and is based on decades of research and experience. Over time, these courses have been refined with the latest information, and have been repeatedly tested for effectiveness. This means that the courses have been proven to lead to better driving outcomes for those individuals that go through the program with our Partners.

The combination of our curriculum and resources, with your dedication, expertise and local knowledge can be powerful and lead to a lot of success. You know your local community better than we ever could, and have the opportunity to bring these courses to life in a meaningful way. We are committed to support your organization with our dedicated team that will bring you best in class service and guidance.

Some of our partnerships have led to incredible results in terms of many students getting exposure to the best traffic safety curriculum in the industry, as well as strong business outcomes for our Partners. We trust in your ability to both make an impact toward safe driving, and gain personal success in doing so.

We look forward to the future together!

**Arthur Peschansky** 

**CEO & President** 



# Meet Your Team at American Safety

The Affiliate Managers at ASI are here for you.

We're dedicated to working alongside you to help grow and strengthen your business. Our role is to provide support, resources, and strategies that make it easier for you to maximize sales while staying compliant.









#### Meet the Team

O1 Carley
Head of Customer

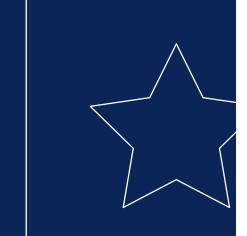
Maria

Affiliate Manager

Nadine

Affiliate Manager

Marisabel Support Specialist





# We now offer most courses in Spanish

We are committed to serving all drivers in our community with the best curriculum, regardless of language.

Spanish is now available in instructor manual, student workbooks, and select videos with subtitles. If you are interested in ordering, please contact us at

orders@americansafetyinstitute.com



We are actively looking to expand on the number of languages we offer for both students and instructors. If you'd like to inquire about other languages, please submit a request for a new language via email or by scanning the QR code.







# We Welcome Your Feedback!

Hi, I'm Carley,

My role is simple: to make sure you're supported, heard, and getting the most value from working with us.

We grow through your feedback—what's working, what could be better, and any ideas you want to share. Your input helps us improve and serve you better.

I look forward to connecting with you!



Carley Pellela

Head of Customer Success & Operations at American Safety

c.pelella@americansafetyinstitute.com



### **Digital Resources**

We now offer everything you need to run your class digitally

#### **Florida**

- Classroom Posters
- Classroom Handouts
- Roster Templates
- Content Videos



fl.americansafetyinstitute.com



## **Guide to Reporting Students to FLHSMV**

#### Go to: <a href="https://services.flhsmv.gov/WebAdmin/Login.aspx">https://services.flhsmv.gov/WebAdmin/Login.aspx</a>

- → Put in your User ID and Password
- **→** Click **SUBMIT**
- Click and Choose: Driver School Certificates
- Click and Choose: YOUR SCHOOL NAME
- Click GO
- Click CONTINUE

Log Out



#### **Click on Add Class** Step 1

- Select Course
- Choose Instructor



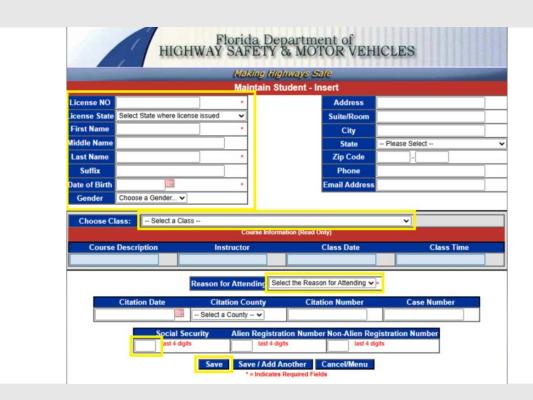


- → Type in Class Date
- → Class Time and Click Save Class

Save will take you back to MENU



Click on Add STUDENT and fill in the highlighted errors below Step 2 and then Click on SAVE

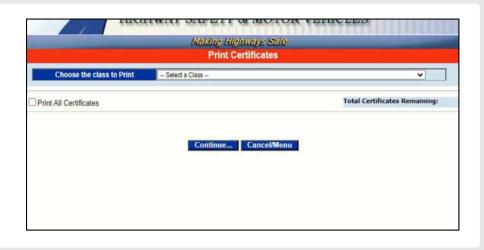


Save will take you back to MENU



Save will take you back to MENU

**Click on Print Certificates. Click on Select Class.** Step 3



Verify everything is correct, then check in the box. Click continue. Step 4



Note: If changes are needed, go back to MENU and click Maintain Student. Pull up student and make corrections.



### **Courses You Can Offer**

#### 6-Hour Driver Education Traffic Safety (DETS)

State-approved course for teens under 18 that teaches the impact of drugs, alcohol, and risky behaviors on safe driving.

#### 4-Hour Traffic Law Substance Abuse (TLSAE)

State-required 4-hour course for first-time Florida driver's license applicants 18+ that covers traffic laws and the effects of drugs and alcohol on driving.

#### 4-Hour Basic Driver improvement (BDI) - SDAPP

Course for drivers of any age to remove points, meet court requirements, or earn insurance discounts.

#### 8-Hour Basic Driver improvement (BDI)

Self-paced online course that fulfills court requirements for both 8-hour Basic and Intermediate Driver Improvement programs.

#### **Mature Driver**

Course for drivers 55+ that meets Florida requirements for a 10% auto insurance discount.

#### Florida Youthful Offender Course

Court-ordered 4- or 8-hour program for drivers ages 15-25 that teaches safe, responsible driving habits to reduce risky behavior and future violations.

#### 8-Hour Aggressive Driver Improvement (ADI)

State-approved court-ordered course for drivers with aggressive driving violations that teaches de-escalation, defensive driving, and strategies for long-term behavior change.

#### 12-Hour Advanced Driver Improvement (ADI)

Course required for drivers with suspended or revoked licenses that teaches defensive driving, risk awareness, and responsibility to meet reinstatement or hardship license requirements.



# Is DETS right for me?

#### What is it?

If you're under 18 and applying for your first learner's license, the 6-Hour Driver Education Traffic Safety (DETS) course is required by the Florida Department of Highway Safety and Motor Vehicles.

#### How is it different?

6-Hour DETS is a more comprehensive driver education for students under 18. It includes newer risks such as distracted driving and focus on teen-specific challenges in conjunction with the laws and risks included in the Traffic Law and Substance Abuse Education (TLSAE).

#### Who is it for?

First-time drivers in Florida who are under 18 years old

#### How to get started?

Step 1) Place first book order either through orders@americansafetyinstitute.com or call us on 1-800-800-7121

Step 2 Sign the ASI DETS Classroom Partner Agreement

Step 3 Attend training



### **Bring Your Business Online**

# Low Risk. **High Reward.**

Offer Driver's Education and **Defensive Driving Courses Online** with your brand front and center.

☐ Start selling online in 3 simple steps

- Fill out the form using the QR code
- Get your custom page built
- Scale your revenue





#### **CERTIFICATE PROVIDED**

Upon completion of eligible courses, certificates are generated and where applicable, reported electronically to the DMV.



#### **PERSONALIZED** LANDING PAGE

Your organization, your brand — with a custom landing page that ensures your customers stay connected to you.



#### **TRANSPARENT COMMISSION**

Set your own course pricing, and receive reliable monthly direct deposits straight to your account.



# Partnership Agreement (2025) Florida Classroom Agency Owners & Instructors

This Agreement ("Agreement") sets forth the terms and conditions under which you ("Instructor" or "Agency") may continue to offer certified classroom instruction through American Safety Institute, LLC d/b/a American Safety ("American Safety").

By signing below, you acknowledge and agree to the following:

#### 1. Authorization to Teach

You shall only offer classes for which you have been explicitly approved by American Safety. You must ensure all instruction is conducted in accordance with applicable state laws and American Safety policies.

#### 2. Use of American Safety Materials

You may not copy, sublicense, distribute, or reproduce American-Safety provided course materials or student workbooks ("Materials") for any third party, in physical or digital form, without prior written consent of American Safety. American Safety retains exclusive ownership rights to all Materials. You are required to use American Safety's most up-to-date instructional Materials.

#### 3. Compliance with Laws and Regulations

You agree to remain in full compliance with all applicable federal, state, and local laws, regulations, and mandates, including but not limited to those issued by the Florida Department of Highway Safety and Motor Vehicles (FLHSMV) or equivalent regulatory.

#### 4. Notification of Changes

You must promptly notify American Safety in writing of any significant changes to your agency or status, including but not limited to:

- Change of address or business license
- · Legal infractions such as DUI citations or license revocations
- Any other change that may affect your eligibility to teach or operate

#### 5. Classroom Requirements

You will ensure that the classroom environment:

- Complies with ADA accessibility standards
- Is safe and conducive to learning
- Meets all required standards as dictated by state and American Safety regulations

#### 6. Instructional Time Requirements

You agree to deliver the full number of instructional hours required by state regulations, making no exceptions for students seeking certificates without full instructional time



#### 7. Instructor Requirements

All instructors teaching under your agency must:

- Be registered and approved by American Safety
- · Have received proper training and certification

#### 8. Monitoring and Audits

You acknowledge that American Safety reserves the right to audit your classroom to ensure adherence to applicable laws and these terms.

#### 9. Indemnification & Liability Waiver

You agree that American Safety shall not be held liable for any claims, damages, or consequences arising from your failure to comply with federal, state, or local regulations.

This partnership agreement will be valid for two years, and will be subject to renewal pending the successful completion of the next subsequent recertification through American Safety

Signature		
Name Printed		
Agency Name		

This printed copy serves only as a reference. The signed version can be found in DocuSign. After signing, your digital copy was mailed to you.

American Safety Institute, LLC.
9009 Mahan Dr. Unit 501
Tallahassee FL 32317
1-800-800-7121
www.americansafetyinstitute.com



This printed copy serves only as a reference. The signed version can be found in DocuSign. After signing, your digital copy was mailed to you.

# DETS AUTHORIZATION AGREEMENT AMERICAN SAFETY INSTITUTE, LLC.

Due to the standards outlined by FLHSMV, an expanded partnership agreement is required to deliver the DETS <u>course</u>

#### AGREEMENT BETWEEN

AMERICAN SAFETY INSTITUTE, LLC (ASI) 9009 MAHAN DRIVE SUITE 501 TALLAHASSEE, FLORIDA 32309

(Hereinafter referred to as Provider) AND

	68.1.1	whose address is
Name o	of School	
	Address	
City, State,	Zip, County	
School Phone #	School Fax #	
Preferred Language		
	(Hereinafter referred to	as School)
Primary Owner Information:		
Name		Date of Birth
Address		Home Phone #
City, State, Zip		Secondary Phone #
Email Address		Social Security #
Secondary Owner Information:		
Name		Date of Birth
Address		Home Phone #
City, State, Zip		Date of Birth
		Social Security #



This printed copy serves only as a reference. The signed version can be found in DocuSign. After signing, your digital copy was mailed to you.

day of

	,20
1.	The Provider, whose principal business office is located at 9009 Mahan Drive, Suite 501, Tallahassee, FL. 32309, telephone 1-800-800-7121, holds exclusive rights to the curriculum for the above-named courses. The S.D.A.P.P., ADAPT and 12-Hr Advanced Driver Improvement courses have been approved by the Florida Department of Highway Safety and Motor Vehicles (hereinafter referred to as the 'DHSMV'). The Provider also holds exclusive rights to all the student workbooks published by the Provider. The student workbooks have been approved by DHSMV for use in the Department approved course(s).
2.	The 'School', who desires to offer the course(s) has its business office at:

- 3. The 'School' acknowledges it intends to be a licensed ASI Partner that will offer the below selected courses. The 'School' agrees to use the entire curriculum approved by DHSMV or the appropriate State Agency for use in the approved course(s) and provided by the 'Provider'. The 'School' agrees to follow the course time requirements which will consist of a minimum amount of hours/minutes of instruction and a maximum amount of minutes in breaks.
- 4. The 'School' agrees to purchase all student workbooks and the instructional materials utilized in the Course(s) from the 'Provider', in accordance with the attached price list. (Exhibit 1). The 'School' agrees to purchase one (1) Student Workbook for each student who enrolls in the Course, and at least one (1) Instructor Training Program or Course Kit per instructor. The 'Provider' will use its best efforts to assure that the Student Workbooks and any other instructional material are shipped to the school within the quickest time possible following payment in full from the school.
- 5. The 'School' agrees to utilize as Course Instructors only persons who have been approved by American Safety Institute, LLC. Each certified instructor must meet the following criteria at the time of certification, for any referenced period prior to certification, and at all times while certified. The 'School' agrees to verify the following criteria by completing and submitting to the 'Provider' an Original Application (Attachment A) for an Instructor's Certification for each instructor applicant.
- 6. The 'Provider' and the 'School', in exchange for the mutual promise and other valuable considerations contained herein, agree as follows:
  - A. To be eligible for certification as an instructor, a person must:

This agreement is entered into by and between the 'Provider' and the 'School' this

- 1. Be an 18-year-old citizen of the United States or a resident alien authorized by the Bureau of Immigration and Naturalization Services to work in the United States. Resident aliens must submit a copy of an I-94 Form or have an alien number or administration number and expiration date of employment if any.
- 2. Be a person of good moral character.
- 3. Not be currently abusing alcoholic beverages or other drugs.
- 4. Possess a Florida driver's license and not have had their license suspended or revoked.
- 5. Be employed by or under contract with a Driver Improvement School that offers the approved course(s).



- 6. Not have been convicted of any alcohol or drug related offense during a (10) year period prior to applying for certification. Nor having been arrested or convicted for a DUI or any sexual related offense.
- 7. Not have been convicted, forfeited a bond, pled guilty, or pled nolo contendere to a felony or any crime involving violence, dishonesty, deceit, fraud, indecency, or moral turpitude during the ten (10) year period prior to applying for certification.

If the 'School' becomes aware that a certified instructor has not satisfied or has violated any of the above criteria either prior to or after certification, the 'School' must immediately inform the 'Provider' in writing and shall not permit the instructor to conduct any Course until receiving written approval from the 'Provider'.

- B. The 'School' will apply for an instructor certification by submitting to the 'Provider' a completed original application for an Instructor's Certification. (Attachment A). This includes documentation of education prior to the instructor candidate enrolling in the approved Instructor Pre-Service Course. The 'Provider' agrees that instructor certification will not be unreasonably withheld and will use its best efforts to assist the 'School' in qualifying and certifying instructors. Upon receiving a completed original application, the 'Provider' will request a Florida Department of Law Enforcement F.D.L.E. Criminal Record Check and a Florida DHSMV driving record.
- C. The 'School' will assure that all instructor candidates receive a minimum training for each program following notification of eligibility. This minimum training must include: observation of the entire course taught by a certified instructor at a time and location to be determined by the 'School', successful completion of a Pre-Service Training conducted by the 'Provider' or the 'School's' certified instructor-trainer and being monitored by a certified instructor or Program Administrator / Supervisor during the entire first class taught by the instructorcandidate at a time and location to be determined by the 'School'. An Instructor Evaluation Form must be completed by the monitor for each instructor- candidate observed. The Instructor Evaluation Form must be maintained by the 'School' during each certification period. The 'School' must submit a completed Instructor Training Certification Form to the 'Provider' verifying all training received by each instructor-candidate. The 'Provider' will review all required documentation and if the documentation is complete and reasonably satisfies all applicable criteria, the 'Provider' will transmit the necessary information to appropriate State agency if applicable. An instructor who has submitted all required documentation for certification may conduct the Course for up to 120 days while waiting for certification. Certification will be for two (2) year period. ASI requires a mandatory 2-year re-certification for each instructor regardless of when certification last occurred. The next mandatory Florida re-certification will be Q4 2025. All certified instructors must attend the mandatory retraining course. Dates, times, and cost will be available prior to training.
- D. The 'School' will monitor each certified instructor at least once every calendar year for a minimum of two (2) hours. Monitors, who shall be certified instructors or School Administrator / Supervisors, must complete a report of the observation on an Instructor Evaluation Form. The monitor, and instructor who was observed, shall meet, and discuss the class session and the instructor's evaluation before the completed form is filed in the instructor's personnel file at the 'School'. Any further action or recommendations shall be handled according to the school's written personnel policies.



- E. The 'School' agrees to provide documentation to the 'Provider' that each certified instructor has obtained the 'Provider's' in-service training every two (2) years. Each instructor will be certified for two (2) years. In the event that an instructor fails to earn the necessary hours of in-service training, certification will expire. An instructor whose certification has expired for more than one (1) year must complete the instructor-candidate requirements for initial certification prior to again teaching the Course(s).
- F. The 'School' will maintain accurate student records (as described in the paragraph "Recordkeeping" below) and will submit student rosters to 'Provider' upon request. 'Provider' will conduct randomized monitoring of 'School' rosters and conduct randomized outreach to 'School's' students to confirm quality standards are being met.
- G. The 'School' agrees to charge an enrollment fee for the course which bears a reasonable relationship to the cost of the Course.
- H. Each 'School' is required to report to the 'Provider', thru the designated method and time set forth by the 'Provider' in compliance with the appropriate State Agency.
- I. The 'School' will issue a certificate of completion to each student who attends the entire Course. The 'School' shall adopt appropriate safeguards and controls in the issuance of the certificates of completion. Each certificate shall include the 'School's' name, course name, course completion date, county and any other identifying information required for authentication of course completion. The 'School' shall adopt appropriate safeguards and controls in the issuance of all the certificates of completion
- J. All classrooms used must have fifteen (15) square feet of space per student or meet applicable local standards. Classes shall be limited to a maximum attendance of forty (40) students.
- K. The 'School' must conduct all scheduled courses. If the scheduled course in not conducted, the 'School' must allow each student who was enrolled for said Course to re-enroll into another Course at no additional charge. In cases of disastrous acts of nature, i.e., hurricane, tornado, flood, etc., students will be rescheduled at no charge.
- L. The 'School' agrees to hold the 'Provider' harmless from liability for acts of the 'School' or its agents, representatives, owners, employees, or instructors.
- M. This agreement shall be for a term of four (4) years and it shall automatically renew for an additional period of four years. This agreement shall terminate automatically if the 'SCHOOL' shall become bankrupt or shall have a receiver appointed or go into liquidation whether voluntary or compulsory. Termination of this agreement for any cause whatsoever shall in no manner interfere with, affect or prevent the collection by the 'Provider' of any and all sums of money due to it and then unpaid. Upon expiration or termination of this agreement for any reason, the right and authority herein conferred on the 'School' to use the course(s) shall cease and the 'School' shall return all books, course materials, instructional videos, and other licensed material in its possession to 'Provider' within thirty (30) days of the termination of this agreement. All material returned is non-refundable to the 'School'. Neither party shall be responsible for damages caused by delay or failure to perform under this agreement which results from any contingency beyond its control including but not limited to fire, flood, Acts of God, strikes or war. If the 'Provider' becomes aware of any breach of the terms of this agreement, violation of Florida Statute, DHSMV Rules or ASI Policies, the 'Provider' will notify the 'School' in writing. The 'School' must submit to the 'Provider' a written plan of action for curing the breach within thirty (30) calendar days.



If the 'Provider' does not accept the 'School's' plan for curing the breach, it will suspend shipment of student workbooks to the 'School' and notify the appropriate State. The 'School's' failure to timely respond to a notice of breach or failure to timely cure the breach will result in an immediate cancellation of this agreement, and notification to DHSMV, Division of Driver Licenses and/or Clerk of Court.

- N. The 'Provider' will investigate any alleged violations of this agreement and take action to assure compliance.
- O. The 'Provider' will not be responsible for any loss incurred by the 'School' as a result of the 'School's' conduct of the course(s), collection of fees for the course(s), or the 'Provider's' cancellation or suspension of the terms of this agreement pursuant to the provisions of this agreement.
- P. It is expressly understood that the 'School' is an independent contractor, and not a representative or agent of the 'Provider'.
- Q. This agreement shall be governed by Florida Law, and the venue for any legal action arising out of this agreement shall be Tallahassee, Leon County, Florida. In the event of legal action, each party shall be responsible for its own attorney's fees and costs.
- R. The 'School' shall not copy or allow to be copied or duplicated in any manner the Student Workbooks, Leader's Guides or any other materials provided by the 'Provider' without expressed written consent from the 'Provider'.
- S. The 'School' agrees that the 'Provider's' representatives may attend courses conducted by the 'School' with or without notice to the 'School', for the purposes of monitoring the quality of instruction and compliance with the terms of this agreement. The 'School' further agrees to allow the 'Provider' to review a file maintained by the 'School', including but not limited to student and instructor files, upon seven (7) days advance notice.
- T. The 'School's' rights under this agreement may not be assigned or transferred to any other person or entity without the express written consent of the 'Provider'. The 'School' shall not subcontract its rights or obligations under this agreement.
- U. The 'Provider' will allow the 'School' to use the Internet course as part of the 'School's' business. The 'Provider' will maintain the course site at <a href="www.americansafetyinstitute.com">www.americansafetyinstitute.com</a>. The 'Provider' may use other website addresses to host internet courses. The use of the web site by the 'Schools' will be reviewed by the 'Provider' on a 24-month basis. American Safety Institute, LLC. is the sole owner of the Internet course located at website <a href="www.americansafetyinstitute.com">www.americansafetyinstitute.com</a>. American Safety Institute, LLC. will maintain electronically, the information on the site for five (5) years. American Safety Institute, LLC. controls and monitors the site, collects the course fee and mails the certification of completion to the student.
- V. In the event additional training and support is requested by the 'School', the 'School' agrees to the rate of \$400.00 per day, plus all direct travel, food and lodging expenditures.

#### Recordkeeping:

W. W. The information contained in the student record shall be maintained in any form for at least five (5) years from date of Course completion unless a longer period is required. The 'School' shall keep at its principal place of business at all times, accurate and complete records of the numbers of individuals taught the course(s) in sufficient detail to enable 'Provider' to ascertain the user fee accruing and due hereunder. The 'School' shall permit 'Provider' or its authorized audit agent to have access to said records and to make such copies thereof as 'Provider' may desire at reasonable intervals during business hours.



This printed copy serves only as a reference. The signed version can be found in DocuSign. After signing, your digital copy was mailed to you.

The 'School' acknowledges that by reason of its relationship with the 'Provider' it will obtain proprietary knowledge of the content and techniques of the 'Provider's' business. Accordingly, during the term of this agreement and for a period of four (4) years thereafter, the 'School' will not utilize any other course and not compete directly or indirectly with the 'Provider' within the geographic region set forth in Paragraph 2 (A).

The information presented herein represents only the courses named from American Safety Institute, LLC. This is not an attempt to encourage or otherwise solicit the termination or breach of any existing contract (s) that you may have with any other provider(s) or businesses.

In the event the statutes, rules or contracts governing the Course(s) are amended, the parties recognize and agree that they will be bound by such amendments, notwithstanding any provisions in this agreement to the contrary.

This written agreement embodies the whole agreement of the parties. There are no provisions, terms, conditions, or obligations other than those contained herein; and this agreement shall supersede all previous communication, representations, or agreements, either verbal or written between the parties hereto. The parties acknowledge and affirm that their undersigned representative has full authority to enter into this agreement on their behalf.

APPROVED AND AGREED:	
American Safety Institute, LLC.	
Provider	Print Name of School
Arthur Peschansky, CEO	Signature of Authorized School Official
Arthur Peschansky, CEO	
	Print Name and Title
	Date