



**THE TRADITIONAL HIRING PROCESS  
IS OUTDATED AND INHUMANE.**

**IT'S TIME FOR A CHANGE.**



**Me in 3**



# TRADITIONAL HIRING PROCESS STEPS

1. Read a stellar resume
2. Invite the candidate in for an interview
3. Realize 2 minutes into the conversation, "this is not going to be a fit"
4. Waste remaining 58 minutes!

**Jane Doe**  
Junior Architect  
A strong believer in the ability of the architecture and research combined with design thinking for strengthening our societies and having a positive effect on the world. Only together can we build a better future, therefore my communication and team-working skills.

**Lilibeth Andrada**  
Data Analyst  
Motivated, teamwork-oriented, and responsible Data Analyst with significant experience in increasing comprehension of reports and presentations by the average professional. Highly educated, possessing a Bachelor's, a Master's, and professional certification in business analytics and statistics. Bilingual in English and Tagalog, with an intermediate understanding of Spanish.

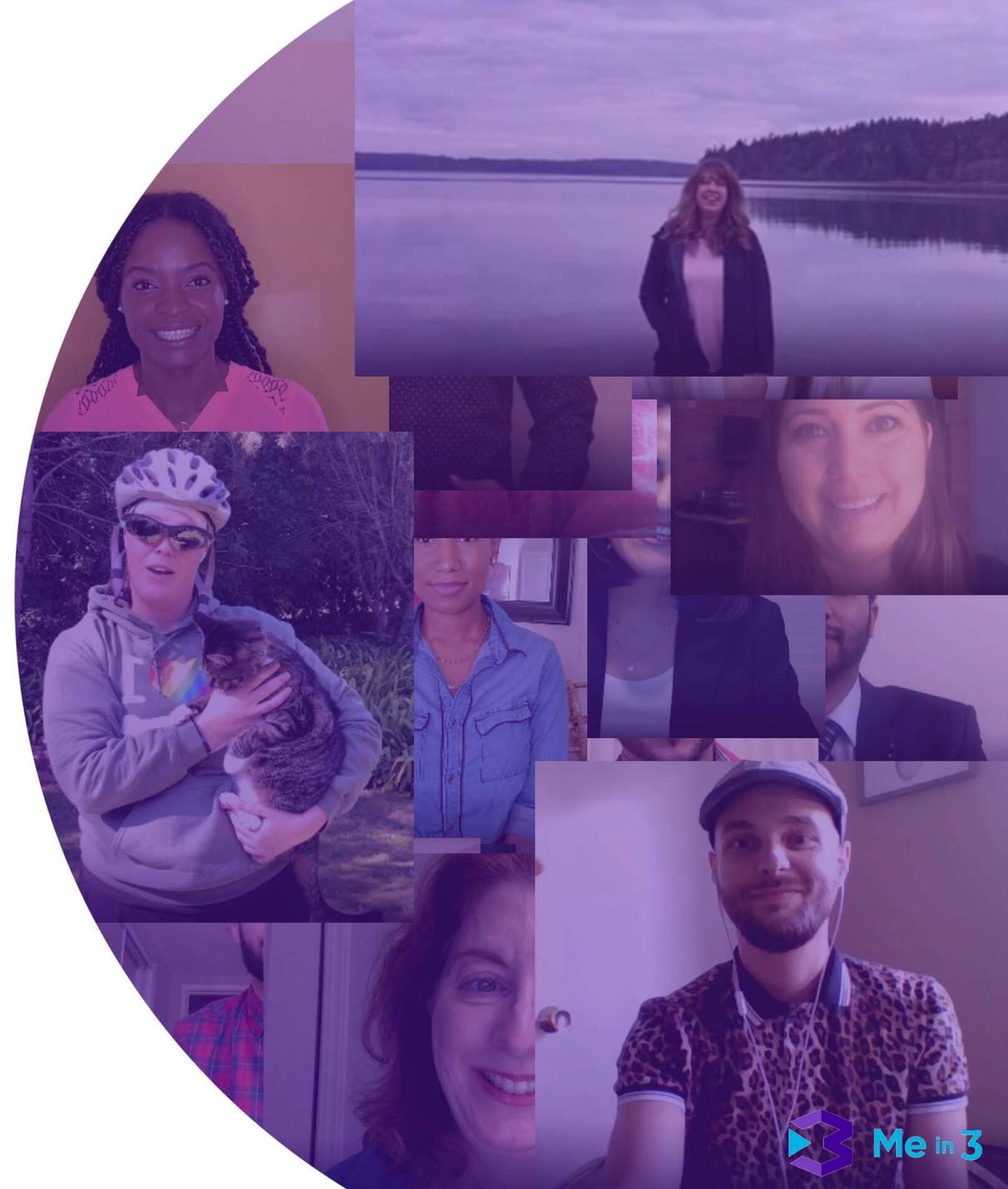
**Stephen Greet**  
Web Developer  
Graduate of computer science with experience working across the full-stack of software development. I've built a few projects by myself and I'm looking for a role where I can contribute to a team.

**Jane Ahlgren**  
PMP, RN  
Passionate healthcare PMP with 10+ years experience managing various projects in a high-volume hospital. Cut costs by 32% in 6 months, dropped stockroom waste by 65%, and reduced wasted foot traffic by 88% across all nursing staff and departments. Seeking to leverage strong leadership skills and expertise to increase profitability for C.S. Most Children's Hospital.

**Personal Info**  
Address: 134 Rightward Way, Portland, ME, 04019  
Phone: 555-212-5551  
E-mail: JUAHlgren@gmail.com  
WWW: www.janeahlgren.com  
LinkedIn: www.linkedin.com/in/jane-ahlgren/v  
Skills: Leadership (Expert), Agile and Scrum (Advanced), Business Process Improvement (Expert), Skilled in Keynote, MS Office (Expert), Project Scheduling (Advanced), Strategic Planning (Intermediate), Communication Skills (Expert)  
Languages: Chinese (Advanced), Spanish (Intermediate)

# THE BETTER HIRING PROCESS

1. Review a video profile
2. Review the resume
3. Invite candidate to an interview
  - personality,
  - their story and
  - their skills



# Me in 3



A SaaS platform to change the hiring process



Building a massive community of Job Seekers and Hiring Managers



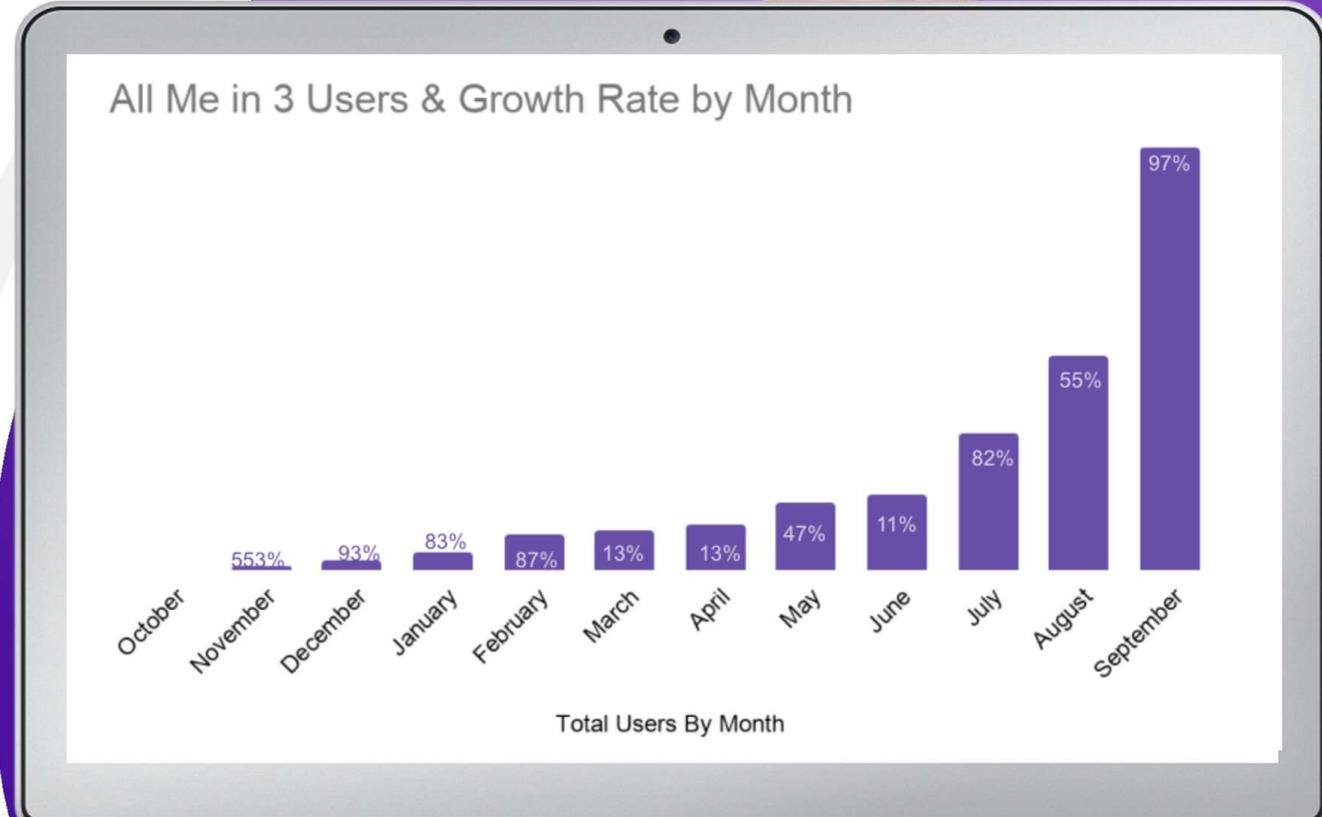
Free basic accounts for rapid growth



Monetizing the platform through premium services

# ADVANTAGES OF INVESTING IN ME IN 3

- Solid management team with a track record of creating corporate value
- Platform growth through community where every user creates a multiple of additional users
- Diversity and Inclusion are the hottest topics in HR corporate America



# STRATEGY WEEKLY PLANNING



**Brett Williams**  
**President**

Brett Williams is a Technology Solutions Executive with over 25 years of experience in managing teams, implementing solutions, leading organizations and getting projects and organizations started from the ground up.



**Jim Barsness**  
**Contract CFO**

A highly accomplished finance executive with more than 10 years of progressive experience across a broad range of industries and company sizes.



**Markus Engelke**  
**Founder**

Markus Engelke is the Founder of Mein3.com. A creative visionary who specializes in business development and problem solving.



**Chris Wright, Ph.D**  
**Founder**

Chris is the co-founder, President and CEO of Reliant ([www.reliantlive.com](http://www.reliantlive.com)). Chris leads the development of Reliant's Talent Management software and solutions.



**Tracy Poole**  
**Vice President**

Tracy Poole is an attorney with over 25 years' experience in complex commercial transactions, M&A, financing, energy and venture capital disciplines and is the former General Counsel of an energy related hedge fund and an independent upstream oil and gas producer.



**James Nelson**  
**Founder**

18 years ago, James co-founded Reliant with a desire to build a "Customer First" culture.



**Bryan Brown**  
**Founder**

Bryan has had a successful 17-year career in healthcare serving in multiple leadership, administrative and sales roles.

# EXECUTION DAILY OPERATIONS



**Brett Williams**  
Founder

Brett leads the day-to-day management of the company



**Sara Ostin**  
Customer  
Success Manager

Sara is responsible for all aspects of customer relations, onboarding, training and support



**Casie Cahalen**  
Office Operations

Casie work part time managing office administration, social media, event planning and other support functions



## Contract Development

Me in 3 has contracted with Reliant ([www.reliantlive.com](http://www.reliantlive.com)) to provide development of the software platform and back end systems. Me in 3 owns all software IP produced through this relationship.

Me in 3 will acquire development personnel from Reliant in Q2/2020



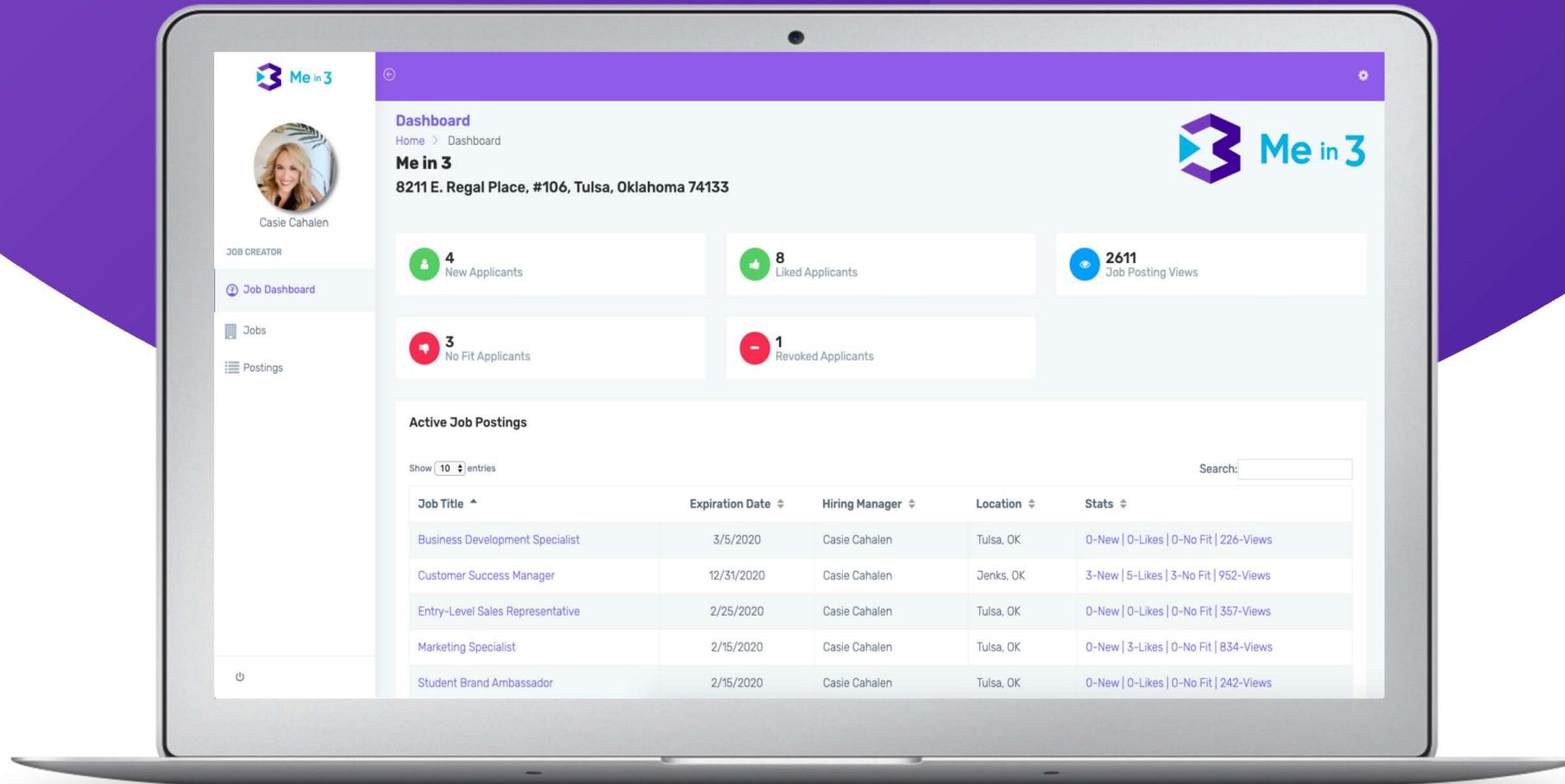
## Contract Marketing

The Starr Conspiracy is a Fort Worth/San Francisco based marketing firm whose focus is on companies in the WorkTech industry. They have worked with over 600 innovative workplace technology brands and assist Me in 3 with go-to-market strategies, messaging, branding and advertising.

**A software  
platform that is  
easy to use,  
functional,  
and looks great**



# JOB CREATOR DASHBOARD



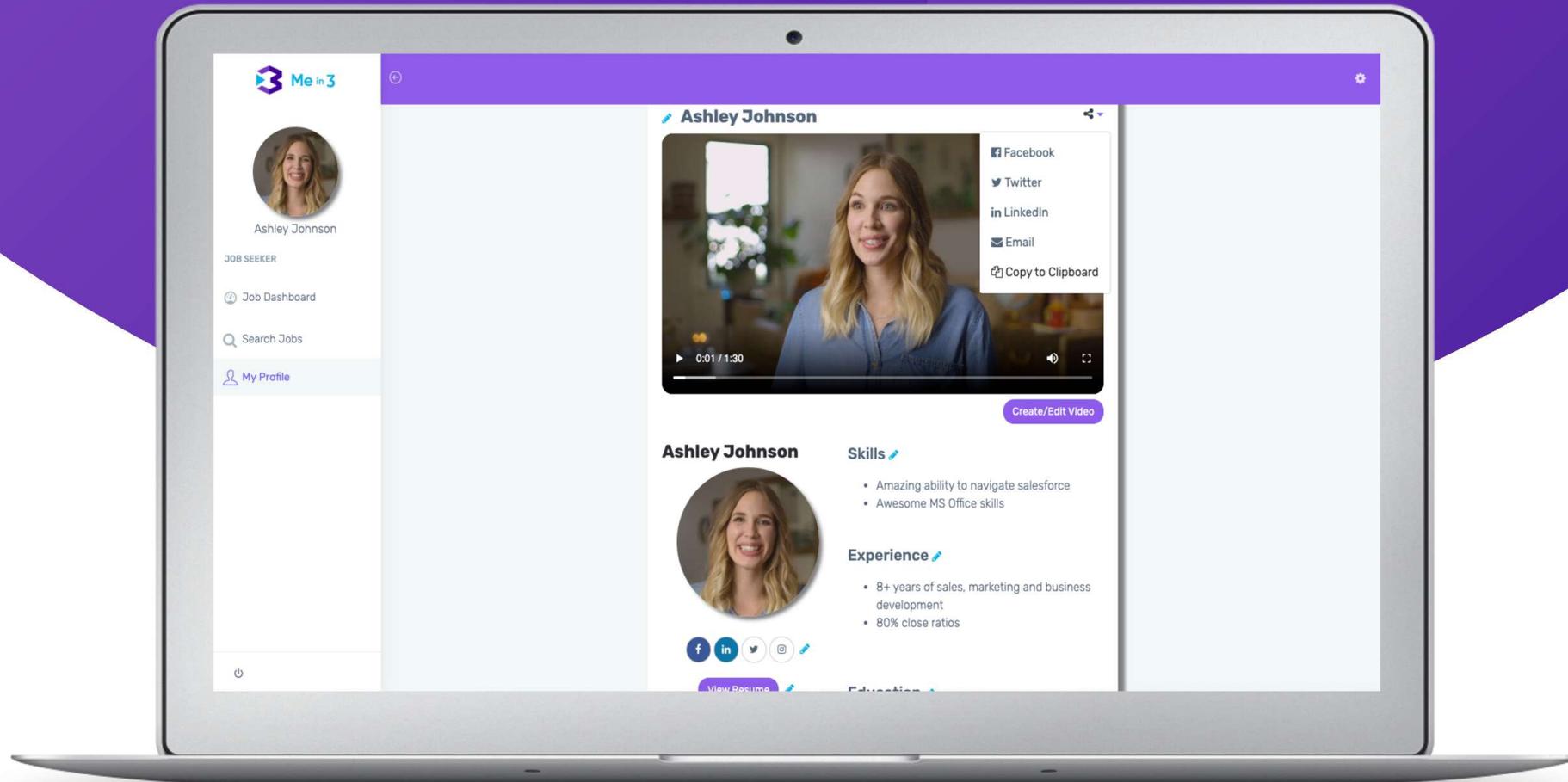
# CANDIDATE REVIEW

The screenshot displays the Me in 3 Applicant Review interface. On the left sidebar, the user is identified as Brett Williams, a Job Creator, with navigation options for Job Dashboard, Jobs, and Postings. The main content area is titled 'Applicants' and shows details for a 'Sales Agent' position. The position is for the 'Tactical' team in 'Tulsa, OK', with hiring manager Casie Cahalen and a total of 21 applicants. A table lists the top applicants with their names, ratings, and up/down vote counts.

Applicant Name	Rating	Up	Down
Jenny Parker	3	3	0
megan moore	3	3	0
Garrett Morey	3	3	0
Alessandra	3	3	0

On the right, a video review of candidate Sadie Randall is shown. The video player indicates a duration of 0:01 / 2:53. Above the video, there are 3 green up-vote icons and 0 red down-vote icons.

# JOB SEEKER PROFILE



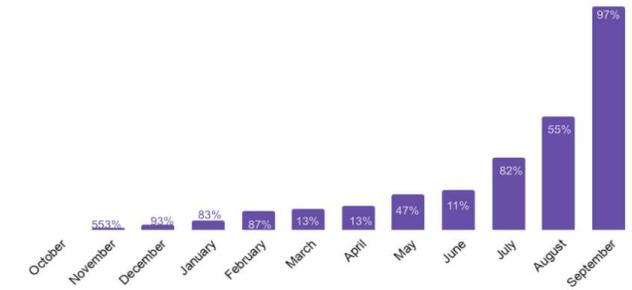
# WHAT WE'VE ACCOMPLISHED SO FAR (PRE MARKETING)

 7,000+ Total Users

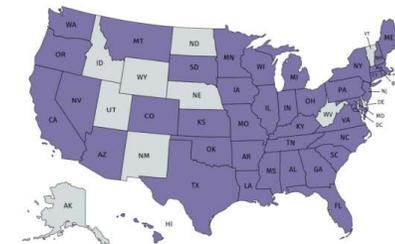
 65+ Job Creators

 Users in 45+ States

All Me in 3 Users & Growth Rate by Month

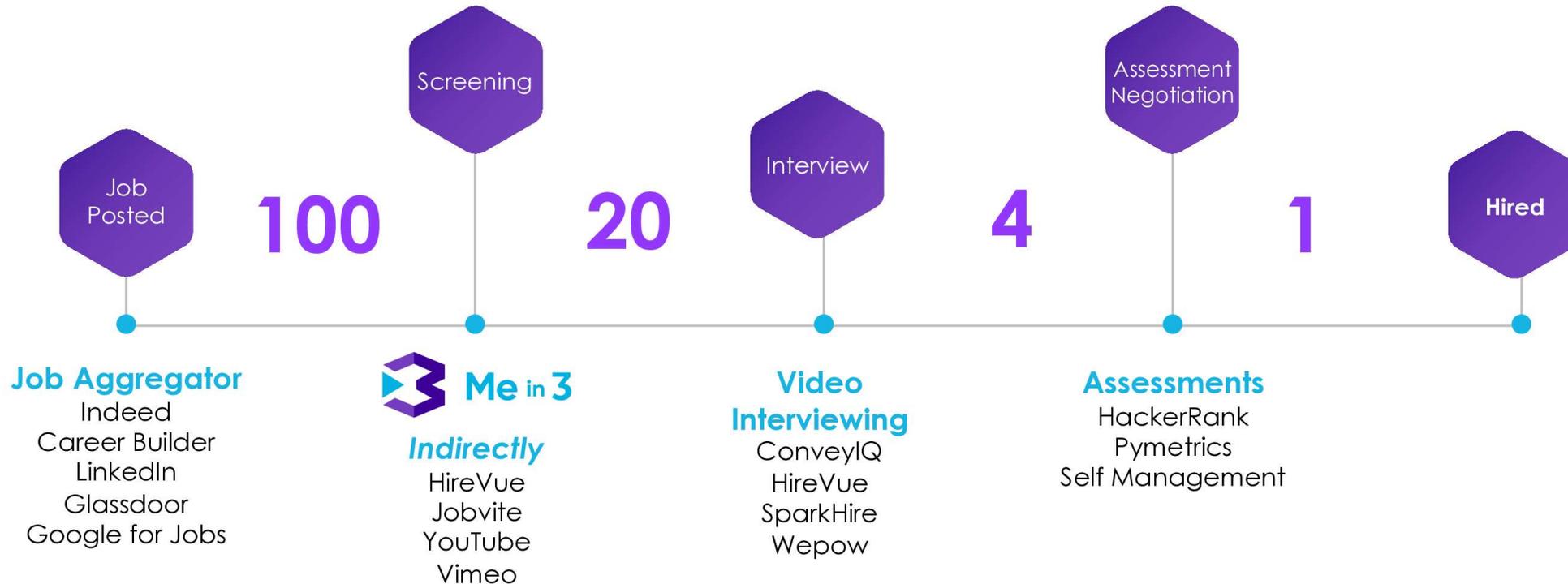


Total Users By Month



# TECHNOLOGY COMPANIES IN THE HIRING SPACE

We believe Me in 3 is the only solution focused on video screening in the hiring process



**Applicant Tracking** Bullhorn, Greenhouse, SuccessFactors, Jobvite, Smart Recruiters, Jazz HR, Taleo, Workday

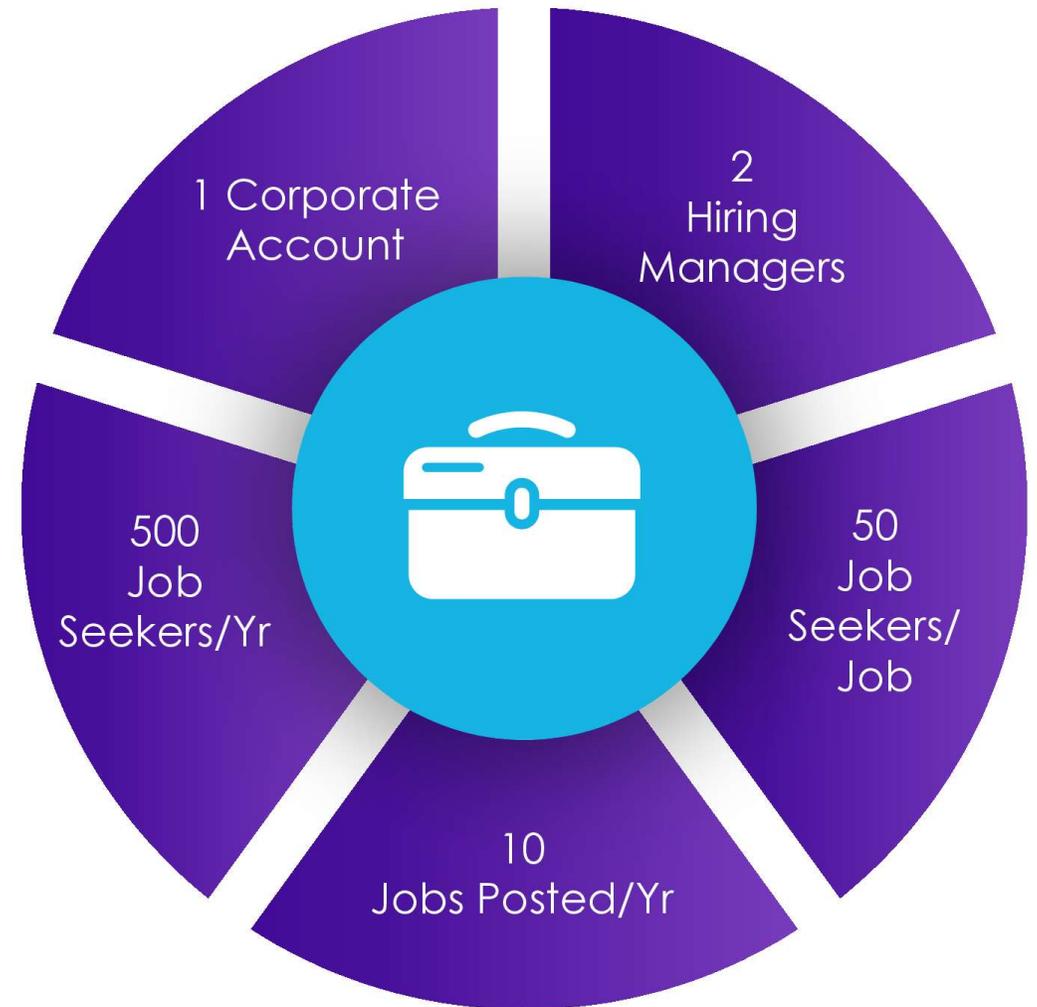
\*Some enterprise software applications in the HR space have minor components related to video screening

# GROWTH VIRTUOUS CYCLES

- 1 Company = 2 Hiring Managers
- 1 job post = 20 - 150 Job Seekers (avg 50)
- 10 job postings per year
- 500 new Job Seekers per year per company

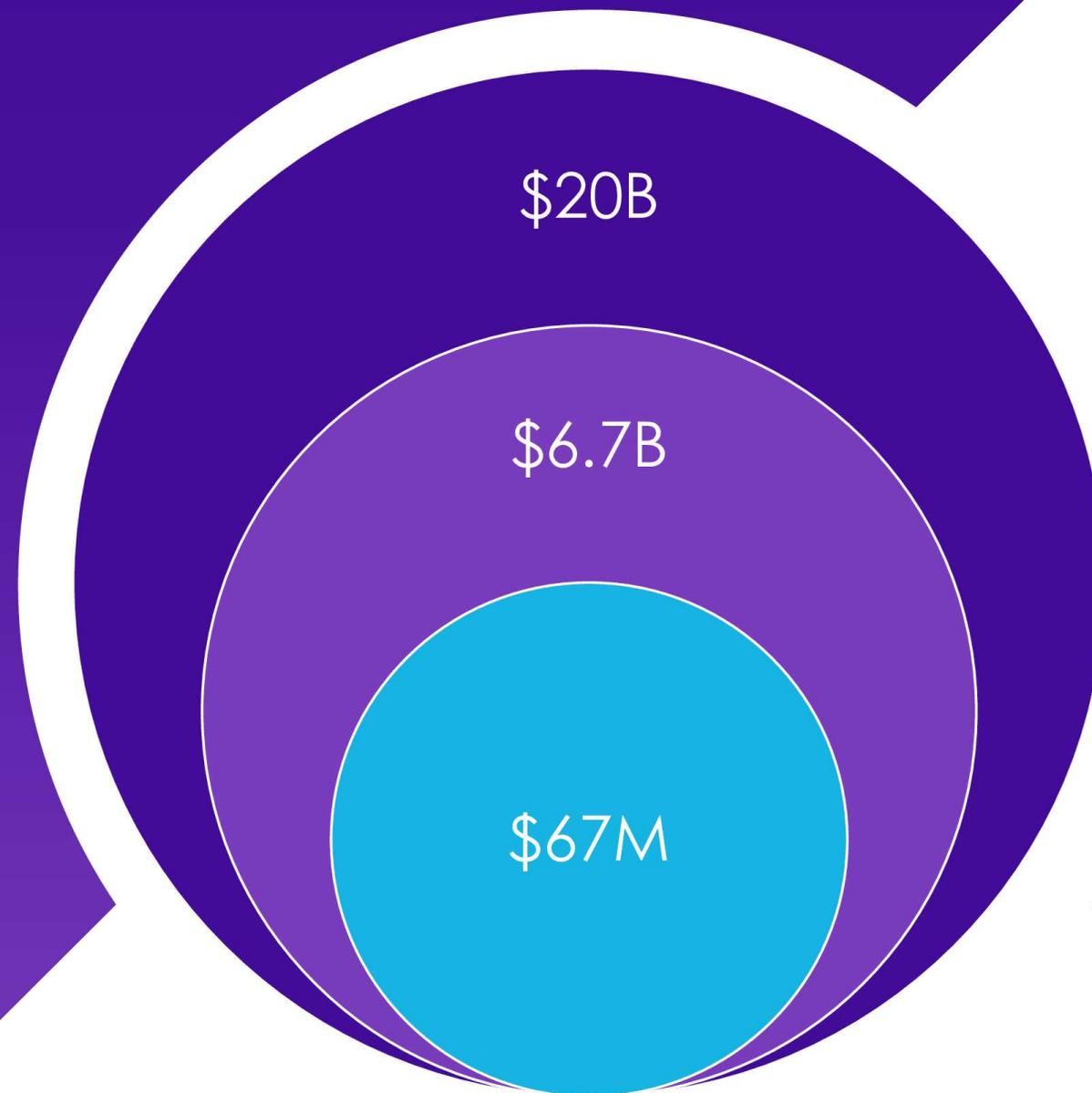
## Scale:

*100 corporate accounts  
can produce 50,000 job  
seekers annually*



## Target Markets

- SMB Companies - Hiring
- University Career Services
- University Greek Systems



————— **Total  
Addressable  
Market**

————— **Serviceable  
Addressable  
Market**

————— **Serviceable  
Obtainable  
Market**

# DEFENSIBILITY

## THE MOAT

### Network Effects

A network effect is when a new user makes the service more valuable for every other user.

Five major types of network effects:

- **Direct (LinkedIn, WhatsApp, Facebook)**
- **Two-sided (eBay, Craigslist, Microsoft, iOS)**
- Data (Google Maps, Waze)
- Tech performance (BitTorrent, Skype)
- **Interpersonal (Slack, Apple)**

### Speed to Market Penetration

Is the strongest defense for software solutions.

## Network Effects of Me in 3



Direct



Two-Sided



Interpersonal

# PRICING MODELS

## Job Creator

		Basic	Pro	<b>MOST POPULAR!</b> Teams	Enterprise
Jobs & Multi-location Postings	0	Up to 3 postings	Unlimited	Unlimited	Unlimited
View Profiles	0	✓	✓	✓	✓
Vote on Profiles	0	✓	✓	✓	✓
Add Notes to Profiles	0	✓	✓	✓	✓
Careers Page (Job Index)	0	✗	✓	✓	✓
Premium Support	0	✗	✗	✓	✓
Corporate Profile Page with Video	0	✗	✗	✓	✓
Add Additional Team Members	0	✗	✗	✓	✓
Assign Roles & Permissions	0	✗	✗	✓	✓
Recruiting Subscription	0	✗	✗	✗	✓
Priority Support	0	✗	✗	✗	✓
Profile / Video Search	0		✗	✗	✓
Metrics	0		✗	✗	✓
Featured Jobs	0	✗	✗	✗	✓
Partner Applications:					
• Background Checks		✗	✗	✗	✓
• Assessments					
• Training					
		<b>FREE</b>	<b>\$20.00</b> <small>per user/month, billed annually \$30 per user, billed monthly</small>	<b>\$50.00</b> <small>per user/month, billed annually \$60 per user, billed monthly</small>	<b>\$900.00</b> <small>per user/month, billed monthly</small>

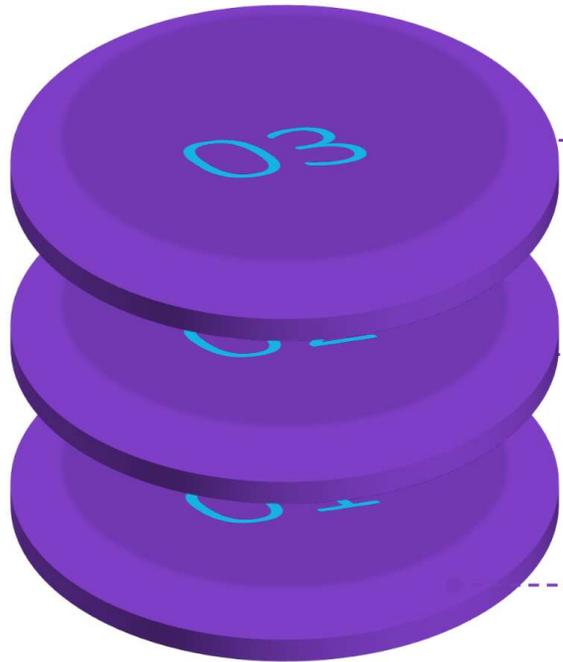
Your Job Postings are highlighted and starred in Job Search appearances, allowing them to stand out from the crowd and attract

## Job Seeker

	Job Seeker Basic	<b>MOST POPULAR!</b> Job Seeker PRO	Job Seeker Elite
	✓ 1 Complete Me in 3 Profile	✓ All Basic features	✓ All Pro features
	✓ Profile video	✓ 1-3 complete Me in 3 Profiles	✓ Unlimited Me in 3 Profiles
	✓ Resume upload	✓ +1 additional file upload	✓ Featured Job Seeker Profile
	✓ Skills, Experience, & Education summaries		✓ Profile scorecard
	✓ Social media links		✓ Up to 3 additional file uploads
	<b>FREE</b>	<b>\$4 / month</b> – no contract	<b>\$9 / month</b> – no contract
<b>Some Products Available A La Carte</b>			
	Profile Report		
	Strengths Finder Report		

Additional Revenue Opportunities  
 Greek Recruitment - \$2,000 - \$5,000/yr  
 Full Service - \$150/posting (+\$50 additional posts)

# PHASED GROWTH STRATEGY



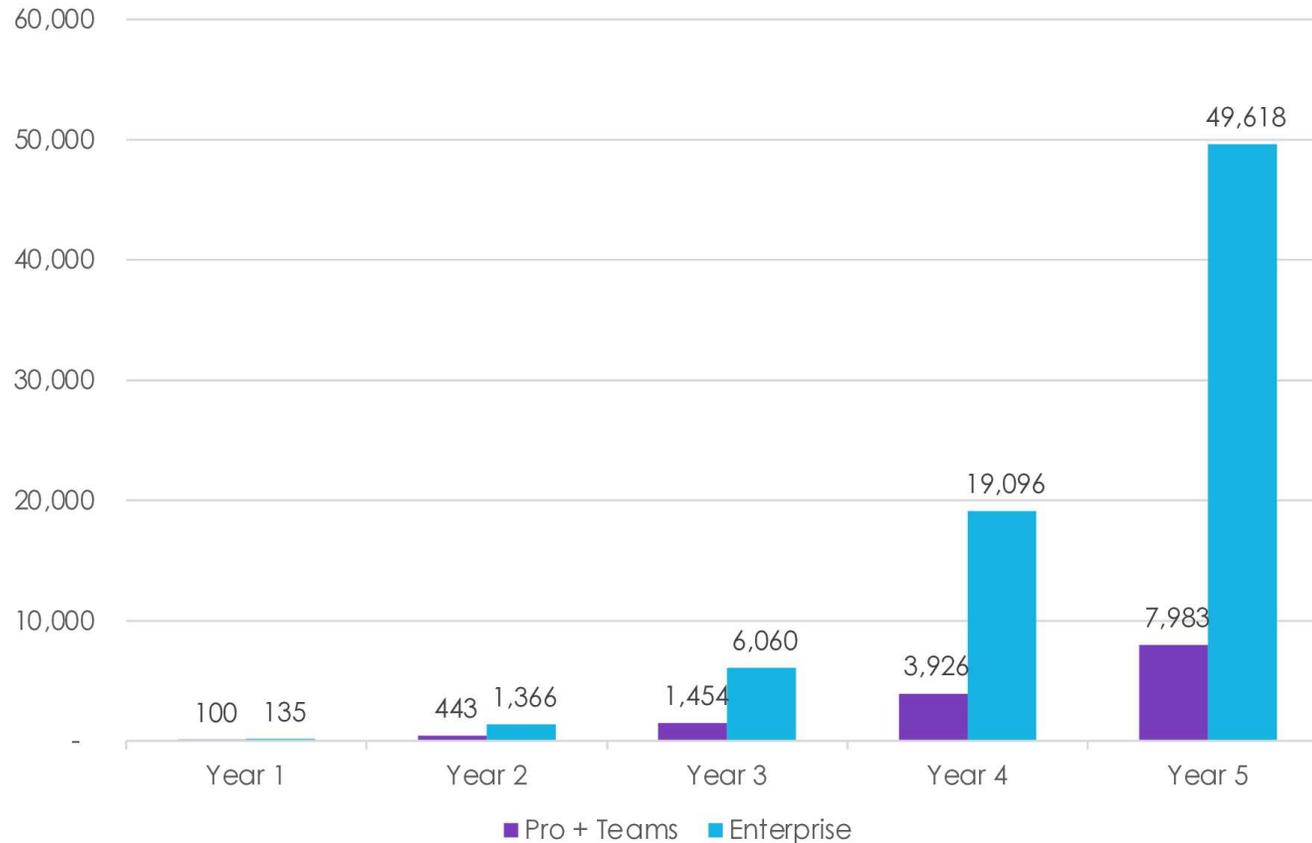
- **Enterprise Licenses**
  - Recruiter \$900/PUPM
  - Corp Instance
  - Search Video Profiles

- **Monetize Basic User Accounts**
  - Pro \$20/PUPM
  - Teams \$50/PUPM

- **Build User Community**
  - Job Creator Growth
  - Job Seeker Growth
  - University Market Penetration



# REVENUE BY LICENSE TYPE & PHASE



## Phase 2

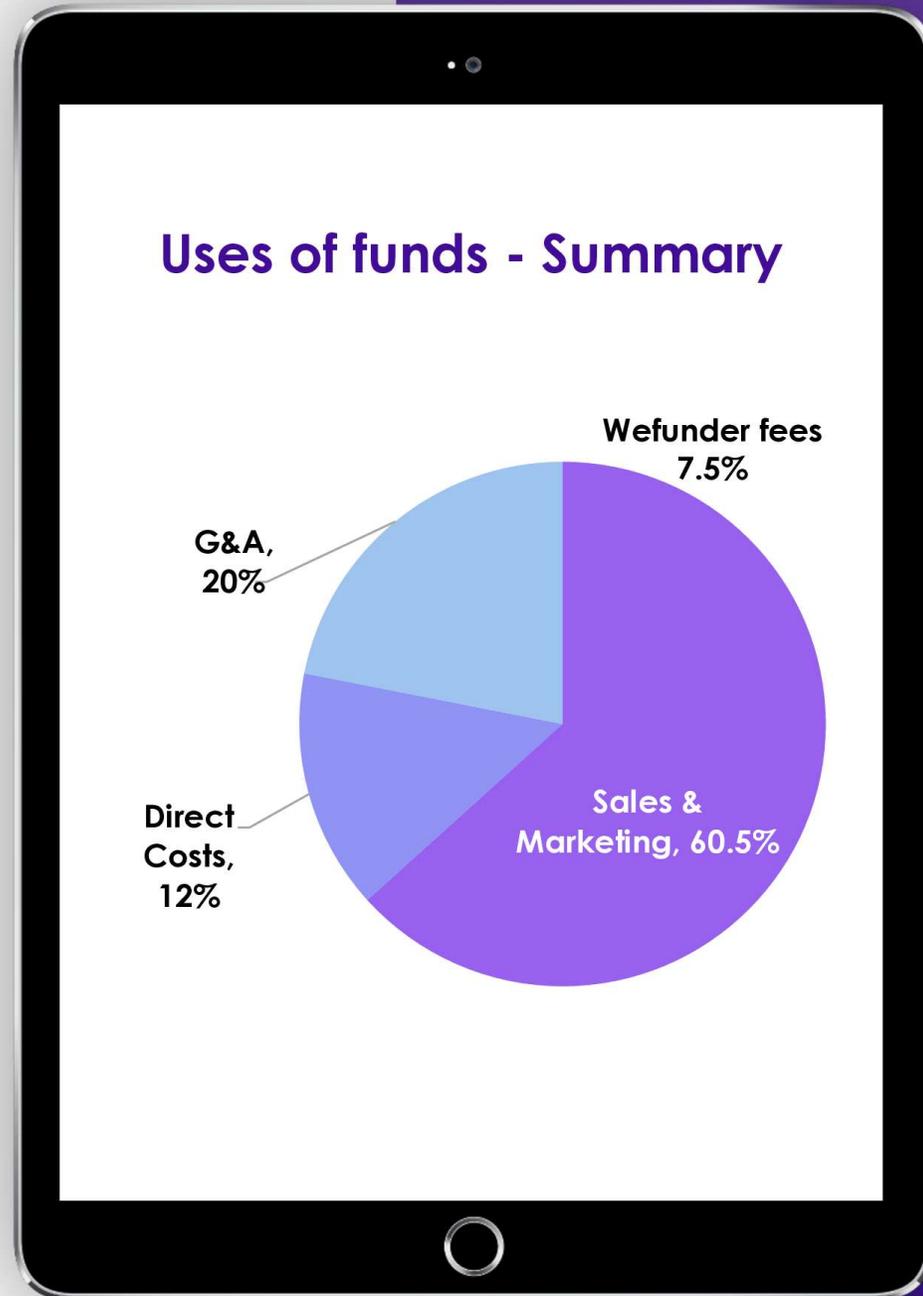
Premium Licenses create revenue

## Phase 3

Enterprise Licenses create exponential revenue growth

\*These are future looking projections and are not guaranteed

# FUNDING THE FUTURE



# 5 YEAR PROJECTIONS

We will continue to drive strong growth through heavy investment in sales and marketing initiatives.

(\$000s)	Year 1	2	3	4	5
Revenue	\$237	\$1,913	\$7,997	\$24,826	\$63,245
YoY % growth	n/a	707.6%	318.0%	210.5%	154.7%
Gross margin %	48.7%	61.4%	80.8%	84.9%	85.9%
Sales & marketing	560	2,149	8,303	15,738	28,712
Other G&A	495	1,589	2,535	5,171	11,034
EBITDA	(940)	(2,195)	(2,392)	162	14,570

\*These are future looking projections and are not guaranteed