

Questions, answered

Everything interns ask before they sign — the job, the pay, the housing, and what comes after.

3 months
May to August

3,000+
people you'll talk to

50%
of interns return

What am I selling?

Quarterly pest control service, usually \$60–\$70 a month (\$720–\$840 a year). About half of homeowners already pay for pest control and treat it as a necessity, so you're rarely explaining why it matters.

- De-webbing for spider webs and wasp nests
- Spraying the perimeter of the home to keep pests out
- Treating the yard to eliminate nesting sites
- Indoor treatments for anything already inside

How is it sold?

Door to door, directly to homeowners. You'll talk with 50–80 people a day, which adds up to more than 3,000 conversations in a single summer.

Selling this way also clusters our customers geographically, so we save on gas, labor, and drive time — and pass those savings back as discounts.

When does it start and end?

Your dates follow your college schedule. Most interns start between **May 10 and May 20** and finish by **August 10**. We hire from campuses across the country.

How does housing work?

Lotus provides fully furnished, shared housing and covers every cost upfront. Rent is \$225 a week, and you pay nothing out of pocket during the summer.

Sell \$75,000 or more and your housing is completely covered.

If you don't reach that, the rent total is deducted from your end-of-summer commissions — never before or during the summer.

How does pay work?

Pay is fully performance-based. The more you sell, the higher your commission rate climbs.

Below average · \$40,000 sold	\$7,500
Average · \$62,500 sold	\$11,700
Above average · \$100,000 sold	\$23,250

When you get paid

- Summer pay:** half the initial service price, paid as you sell.
- Overflow pay:** the rest is paid after the summer, based on customer payments through January.

What skills will I learn?

Mindset

- Resilience.** Rejection is constant at the door. You learn to stay motivated through a lot of no's.
- Confidence.** Pitching strangers all day makes talking to anyone feel easy.
- Adaptability.** Every customer is different, so you adjust tone, pitch, and body language on the spot.
- Self-discipline.** Nobody is watching you knock. You learn to manage your own time and output.
- Growth mindset.** Every interaction is a rep, and results compound over the summer.

Sales

- Pitching.** Delivering something short and compelling in the first ten seconds.
- Handling objections.** Anticipating concerns and turning a no into a sale.
- Building rapport.** Earning trust fast, in a very short window.
- Closing.** Reading buying signals and asking for the sale at the right moment.
- Territory management.** Learning which areas and customers produce, and spending your time there.

What training do I get?

You'll train over Zoom before the summer starts. Once you're on the ground, team training runs Monday through Saturday — sales technique, nonverbal communication, confidence, product knowledge, and closing.

Training is led by sales leaders who have earned six figures in a single three-month summer.

What are you looking for in an intern?

Motivated people who want to grow inside a culture of high performers. We look for interns who are coachable, adaptable, and willing to push past what they thought they could do — driven in sales, but just as serious about who they're becoming.

Why do sales skills matter?

Selling teaches communication, active listening, and resilience — the same skills behind every strong relationship, in any field. It teaches you to influence, solve problems, and create value.

Whether you're pitching an idea, negotiating a deal, or advocating for yourself, knowing how to sell separates you from everyone who doesn't.

What can I put on my resume?

Real numbers. For example: **generated \$75,000 in yearly recurring revenue by knocking 10,000 doors and engaging over 3,000 families.**

Whatever your major, employers notice an experience backed by results instead of responsibilities.

What happens after the internship?

Half of our interns come back. Returning means leadership and management responsibility, sharper sales skills, and higher commission rates.

There's also a clear path to branch ownership for people who want to build something of their own.