

# TAKE CONTROL OF YOUR REMOTE

*Work Tech AI & SaaS for Remote  
Customer & Employee Engagement*



**Veteran-Owned Business**

90% of sales are  
now remote.

Social & virtual  
selling skills &  
solutions are  
**critical** but lacking





Social Sellers  
are **72%** more  
likely to  
exceed quota





# AI SOCIAL SELLING SYSTEM

## LINKEDIN SOCIAL SELLING TRAINING COURSE



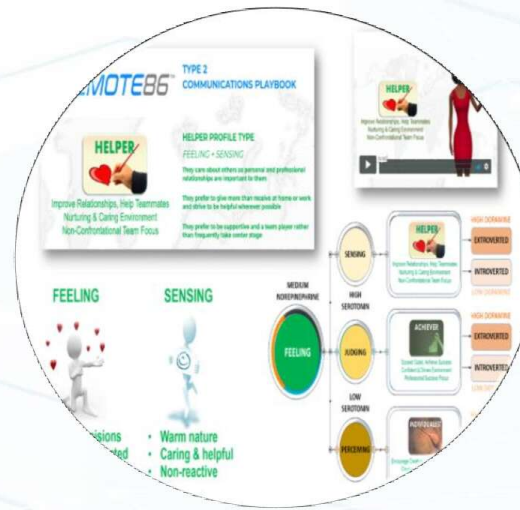
*Storytelling & LinkedIn  
Social Selling*

## LINKEDIN AI PERSONALITY PROFILING APP



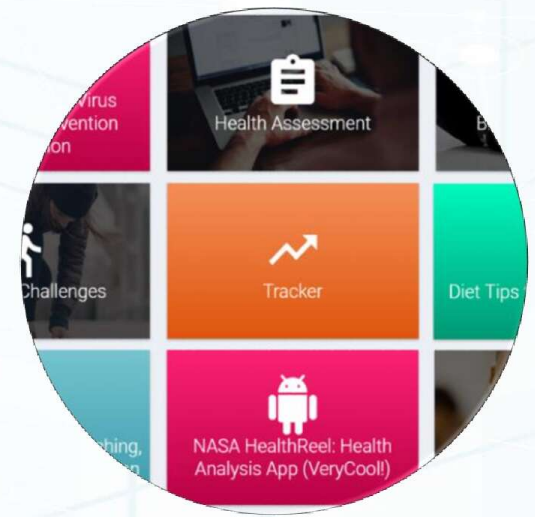
*Determines Profile via  
AI & Neuroscience*

## PERSONALIZED COMMUNICATIONS PLAYBOOKS



*Neuroscience-based  
Selling & Recruiting*

## 18 PROSPECT INFORMATION PORTALS

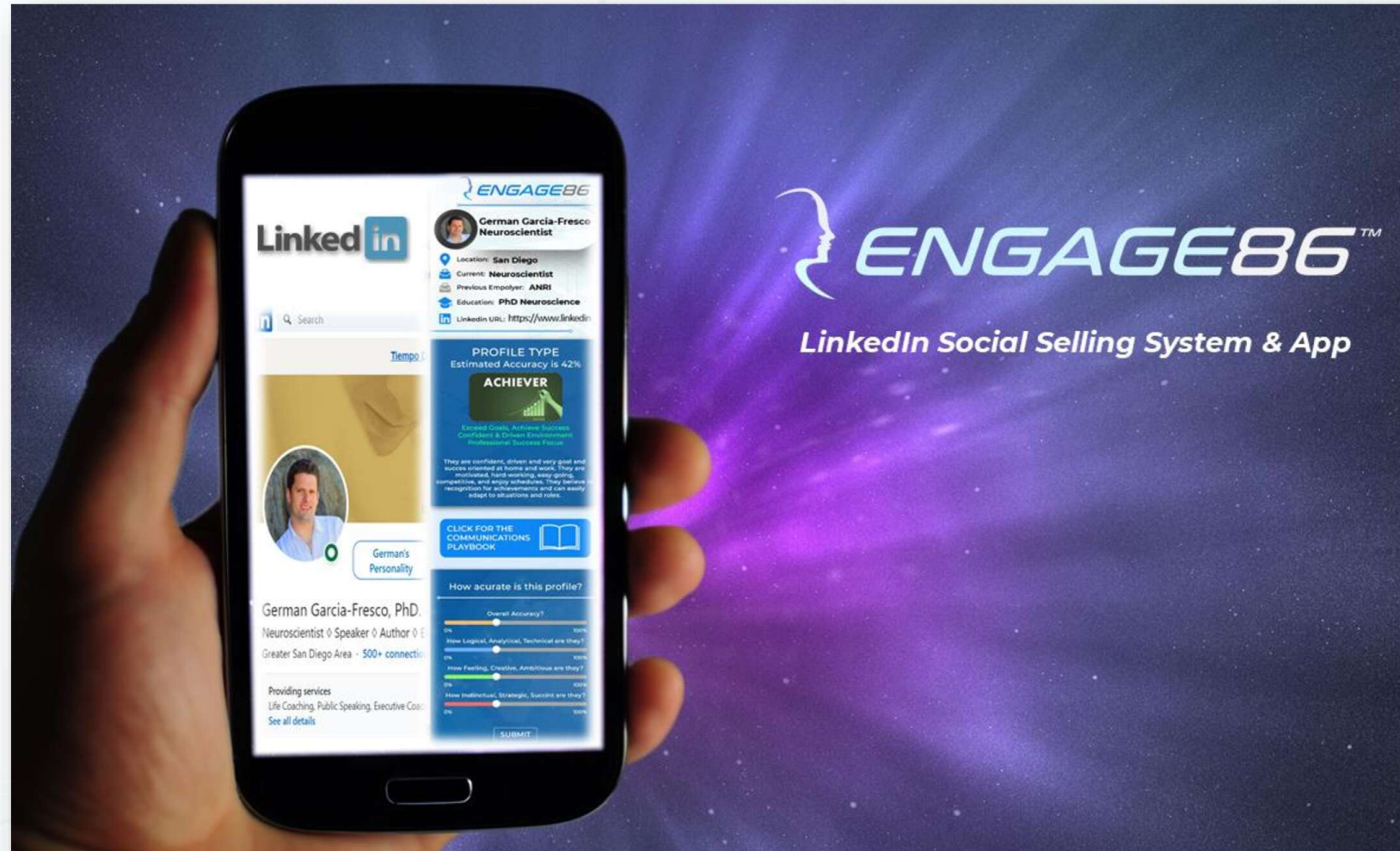


*Builds Prospect Trust,  
Action & Loyalty*



# AI Neuroscience Personality Profiling App (Chrome/Edge)

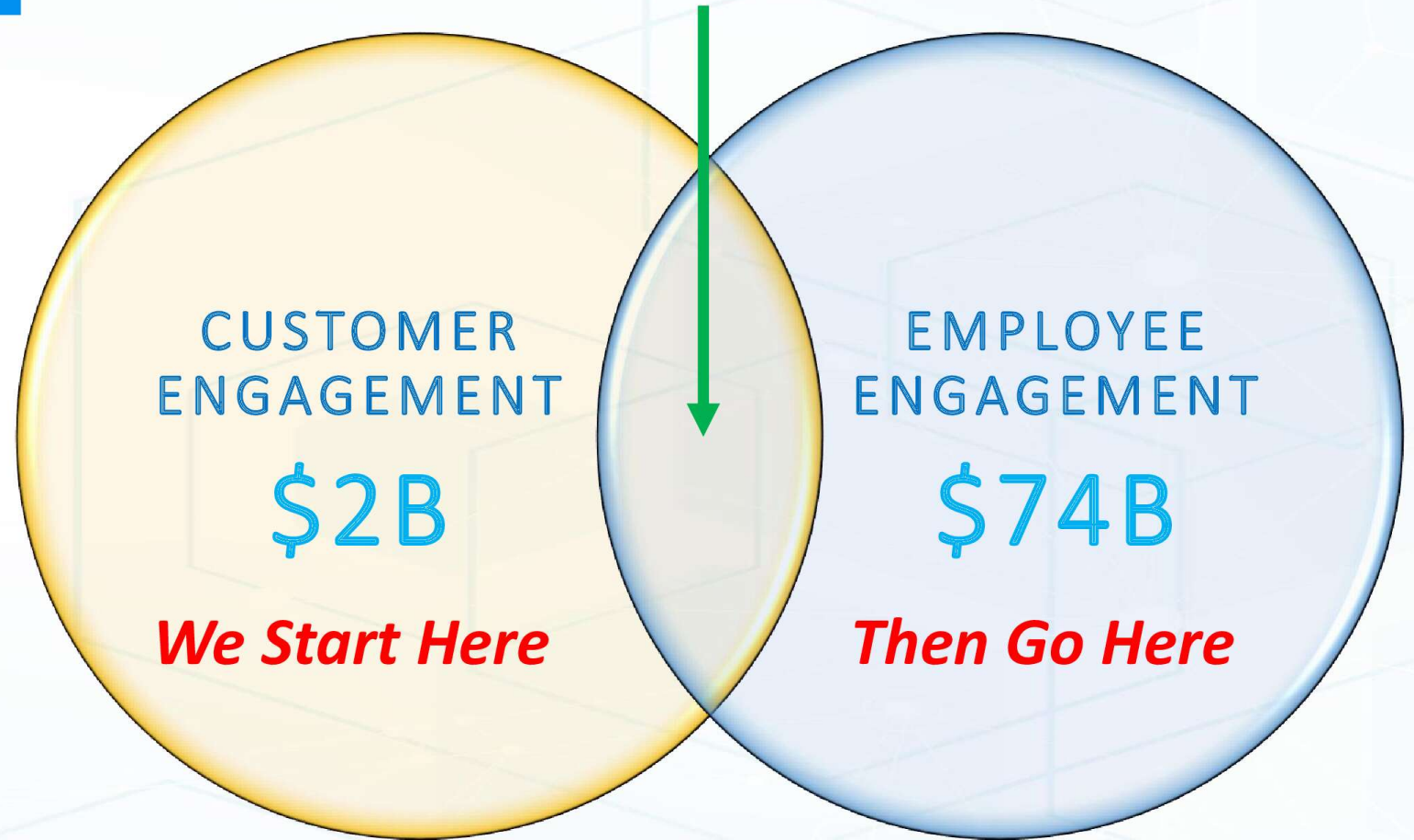
- *Extracts LinkedIn/Web Info*
- *Advanced AI Neuroscience Profiling & “Brain” Scoring*
- *Patent-Pending Personality Profiling, Not DiSC, etc.*
- *Sales-Aligned Playbooks & Templates*
- *Far More Accurate Than Competitors*



\$76B TAM

## Markets

\$8B SAM





# GO-TO-MARKET

## SOLUTION

**Social Selling System**



**AI LinkedIn App  
Social Selling Course  
Comm Playbooks**

## B2B ABM TARGETS

**Sales Teams / Recruiters**



**Remote sales teams  
50 to 5K sales reps  
Tech, RE, Ins, etc.**

## CAMPAIGNS

**Demand Generation**



**Events/Email: 15K+ prospects  
LinkedIn: 15K+ prospects  
Pipeline: 50K+ users**

B2B = Business to Business  
ABM = Account Based Marketing

ACTUAL  
RESULTS



VISA



SR  
DIRECTOR  
MKTG



*Customer Engagement*  
**4.5%** ➔ **9.2%**



*Sales Team Engagement*  
**29%** ➔ **78%**



# CUSTOMER ENGAGEMENT

Julie is a  
remote sales  
agent. We show  
her how to  
build *trust* and  
make sales...



Social Selling System



# Social Selling Training Course

*Julie learns how to  
use LinkedIn to  
engage with 600M  
prospects...*



Neuroscience  
Storytelling Proven  
Across 50K+ Sales Pros



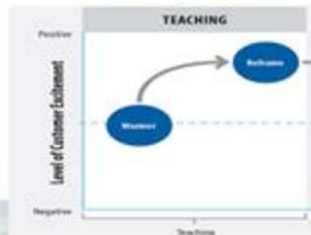
Next Generation Be  
*The Challenger Sale*

**LinkedIn**

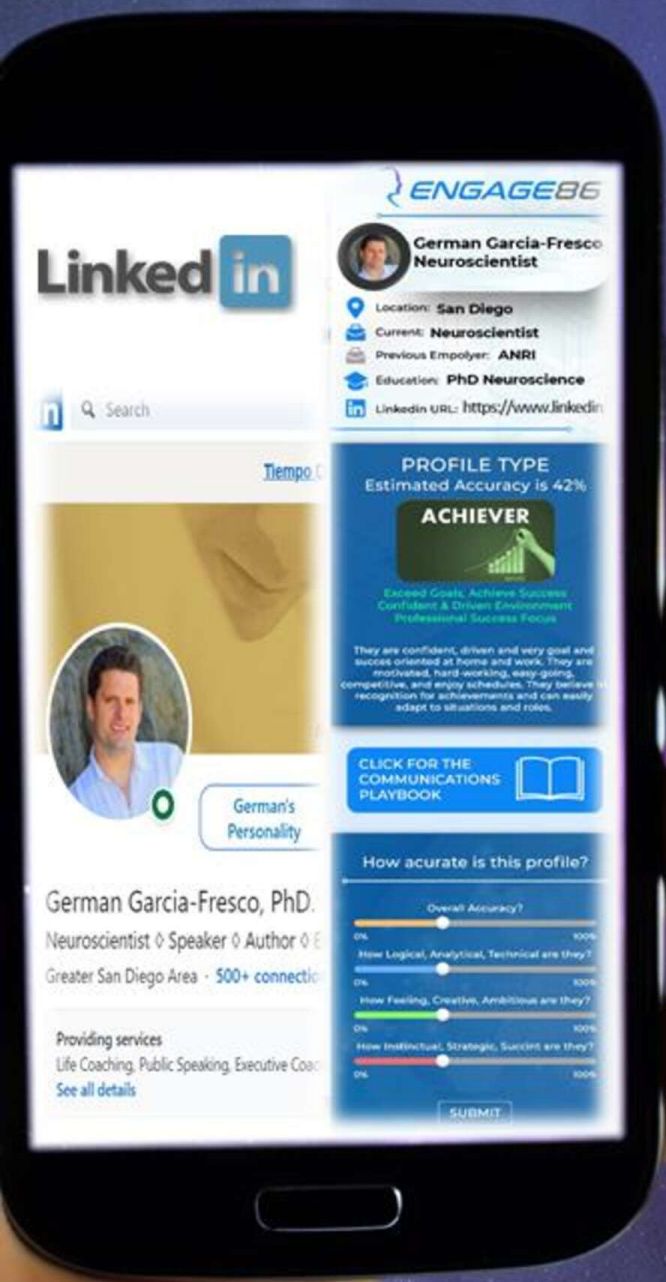


**FROG SELLING**

FROG 3-Act Sales  
Play aligns with  
The Challenger  
Sales framework







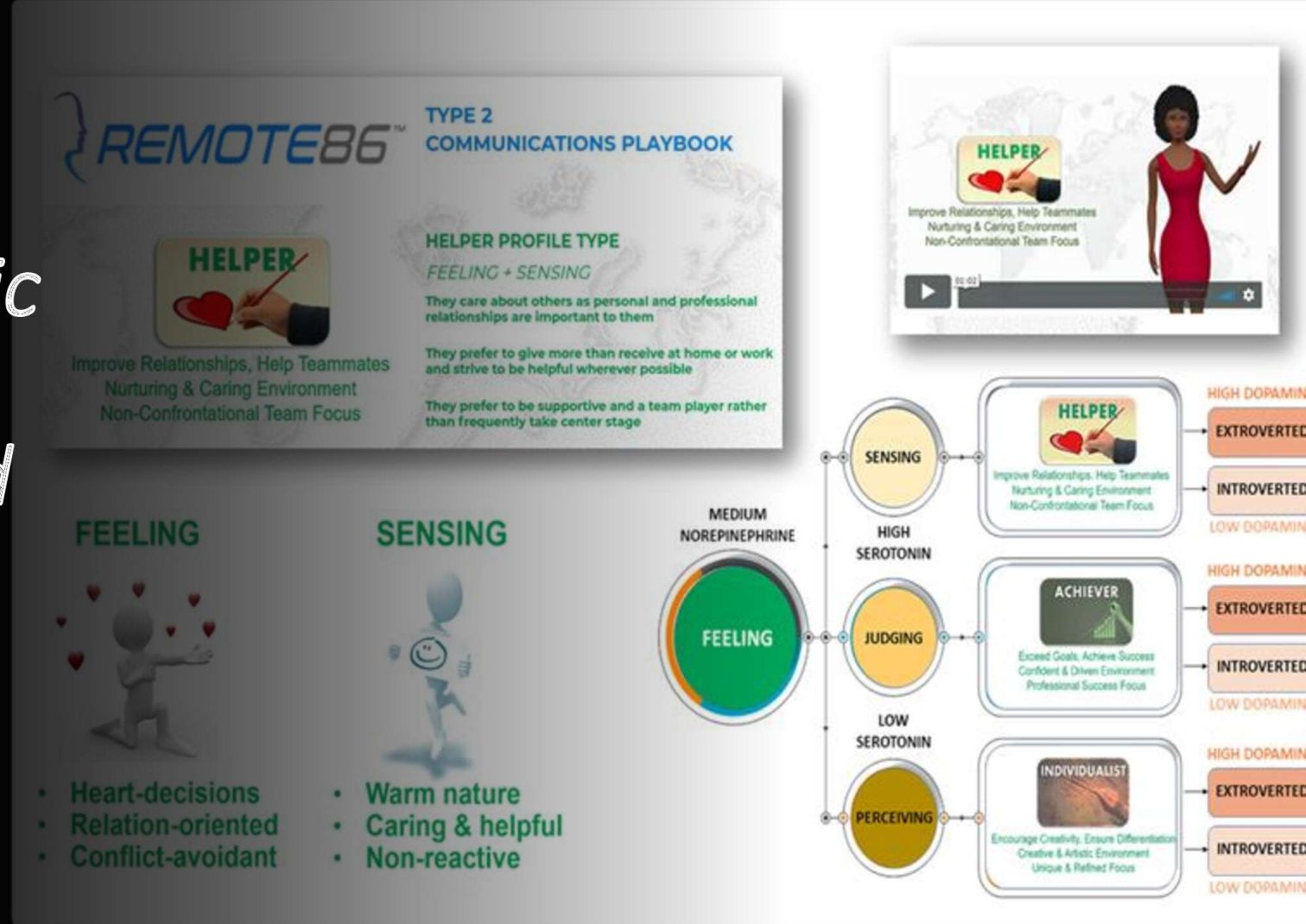
LinkedIn Social Selling System

## LinkedIn Profile Prospecting App

*Julie determines a  
prospect's profile  
using our AI  
Chrome/Edge App*

# NLP Communications Playbooks

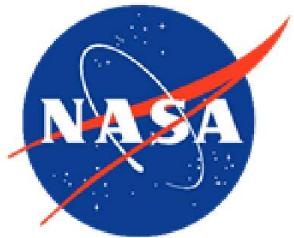
*Julie uses neurolinguistic (NLP) playbooks to engage with clients and build trust*





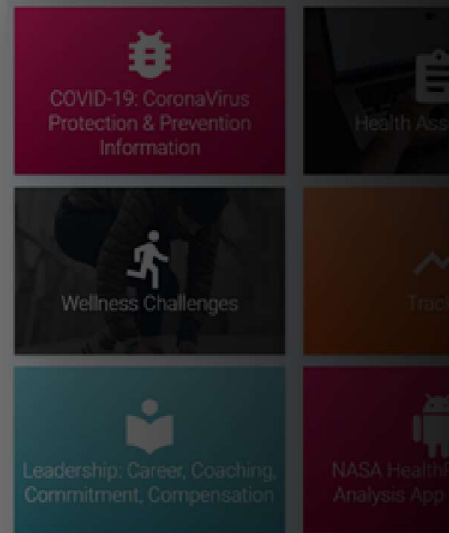


- ✓ *Improve Brain Scores*
- ✓ *Increase Health & Vitality*
- ✓ *HIPAA-Compliant*
- ✓ *HITRUST-Secure*



HARVARD  
UNIVERSITY

18 Neur  
Engagem



## Prospect Incentives

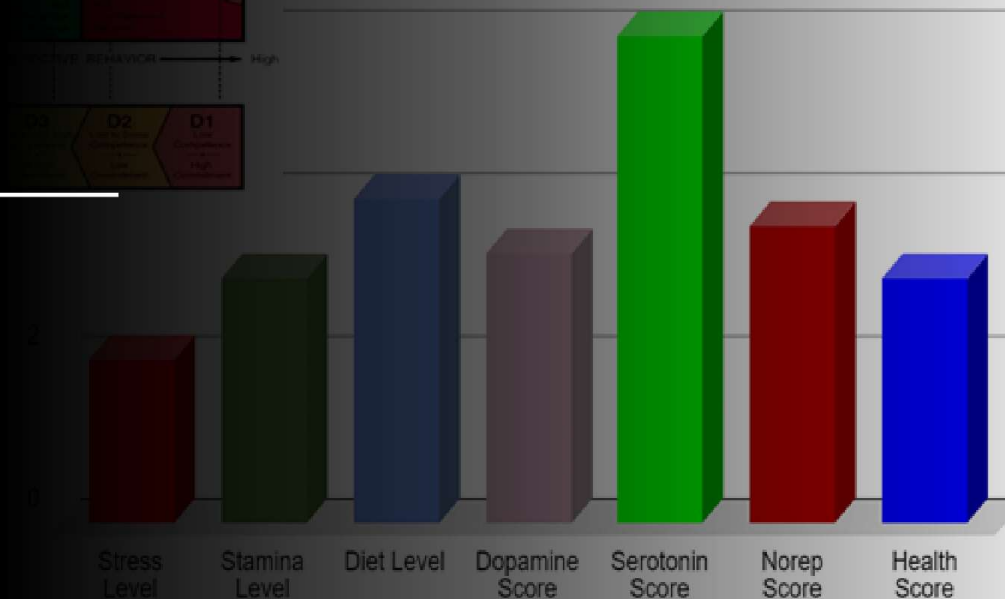
*Julie gives her clients the gift of health and career enhancement to drive **action***

# Employee Engagement

*Julie improves her own productivity, stamina and skills to exceed quota*

TEAMS86™

*Employee Wellness, Stress, Leadership & Balance Analysis*



Neuroscience E  
Engagement & Product



# COMPARISON



## Why do other solutions fail?



*They use outdated and inaccurate personality profiling invented 60+ years ago that's not based on science.*



*They don't use LinkedIn Social Selling or neuroscience storytelling that increases retention and results by 1400%.*



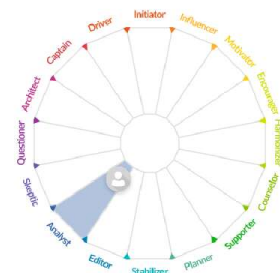
*Their "playbooks" aren't customizable and don't align with sales training like Sandler, Miller Heiman, SPIN, Challenger Sale, etc.*



# COMPETITION



**\$2M Series A**  
**\$5M Series B**



Michael's DISC type  
**Analyst (C)**

Michael is primarily driven  
decision-making.

ACCURATE    RESERVED

Gather information from Michael

When gathering information from Michael...

- ▶ Ask specifically for what you need
- ▶ Learn more about his ideas for resolving the issue
- ▶ Clarify the details regularly
- ▶ Find out what his expectations are for fixing his issue

***"I'm Miller Heiman trained  
and this does not align."***

## GOOD

- *Uses AI to determine profiles*
- *Excellent customer traction*
- *Attractive interface & info display*

## BAD

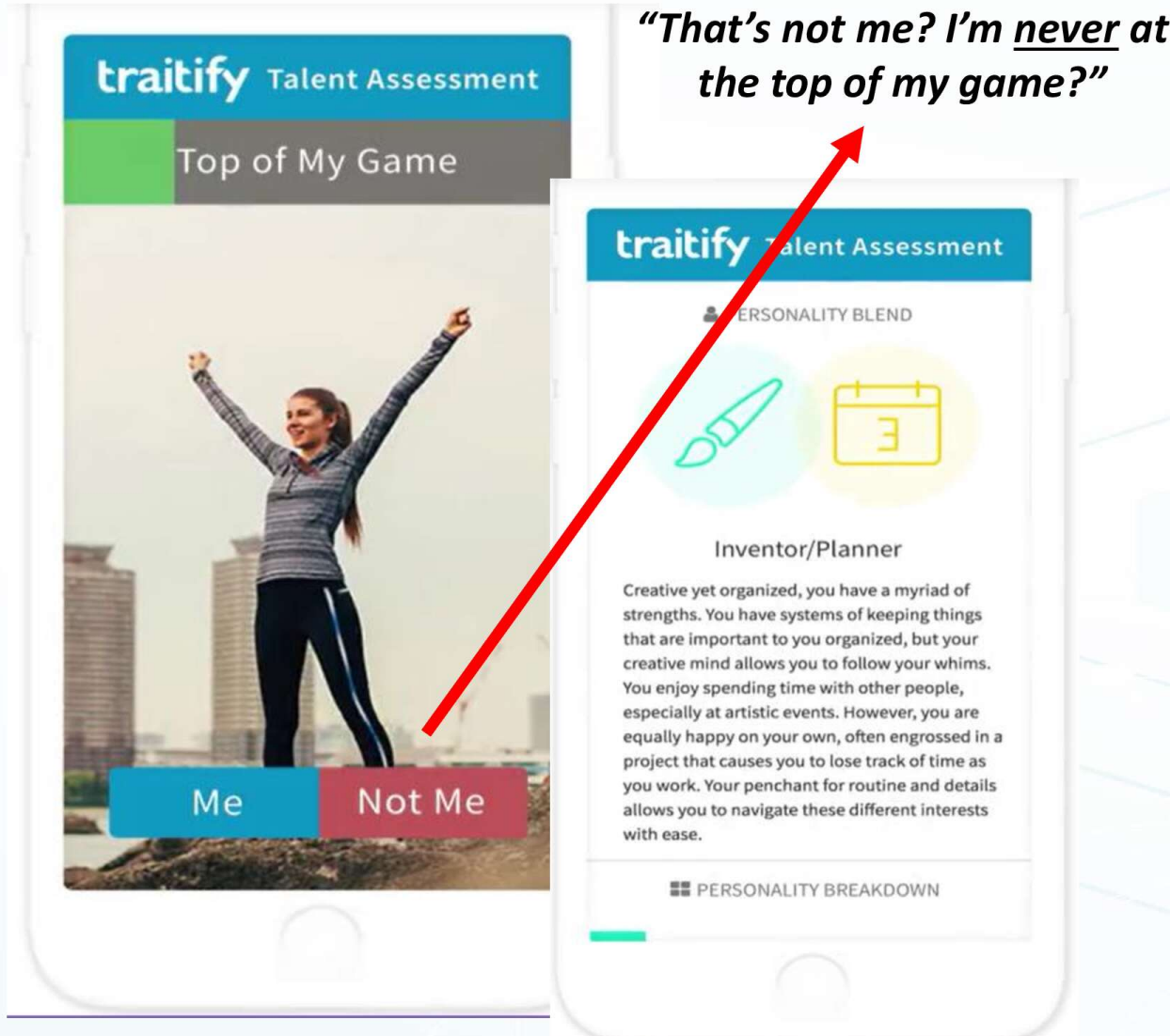
- *Uses inaccurate AI analysis, no scoring*
- *No neuroscience or sales alignment*
- *Uses outdated & inaccurate DiSC (created in 1928)*

***No IP, Just a Pretty Face***

# COMPETITION

traitify

\$10M Series A  
\$12M Series B



## GOOD

- *Uses pics versus text*
- *Fast assessment for candidates*
- *Attractive interface, strong traction*

## BAD

- *Uses inaccurate Yes or No questions*
- *No neuroscience, scores or playbooks*
- *Uses outdated & inaccurate BIG FIVE (classifies for neuroticism)*

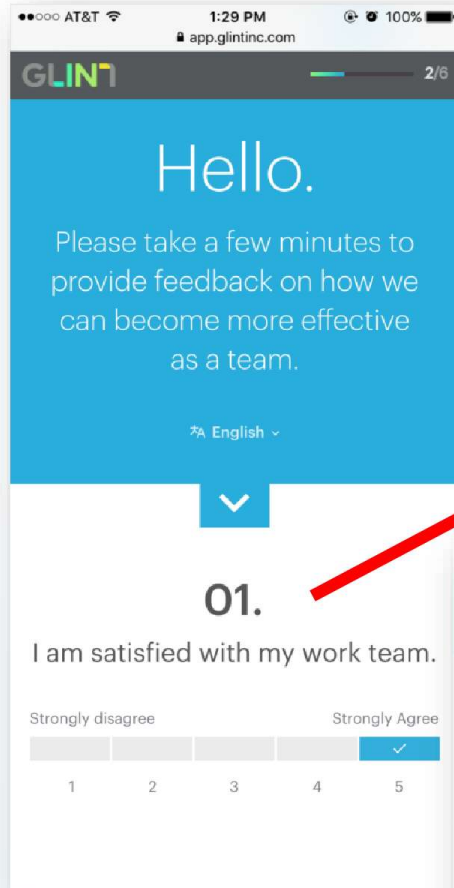
*Neuroticism is a Hiring Trait?*



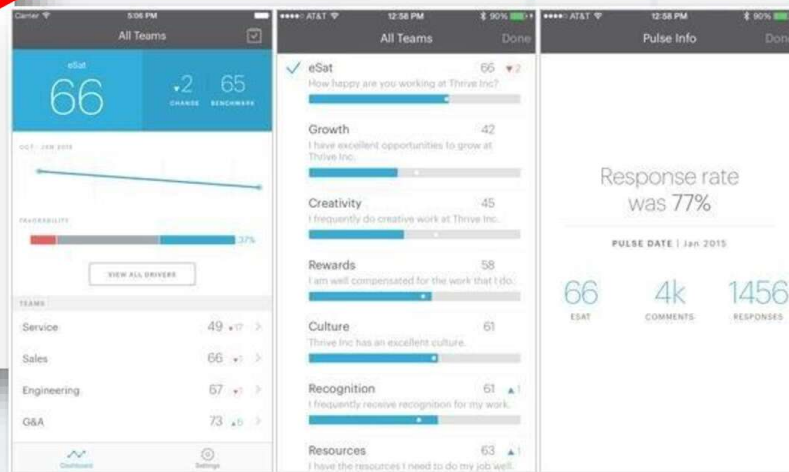
# COMPETITION



**\$80M Funding**  
**\$450M Acquisition**  
**(by LinkedIn)**



***"When stress is high and trust is low, I hate my team."***



## GOOD

- *Uses behavioral science for surveys*
- *Excellent reporting, drilldown, GUI*
- *Acquired by LinkedIn, strong traction*

## BAD

- *No neuroscience profile adjustments*
- *No stress, trust, or leadership metrics*
- *No wellness or engagement portals*
- *4X the cost per employee*

***Surveys are Not Enough***





The Past

**STRENGTHS  
FINDER 2.0**



1940

1960

1980

2000



# The Future

6



Extroverted

8



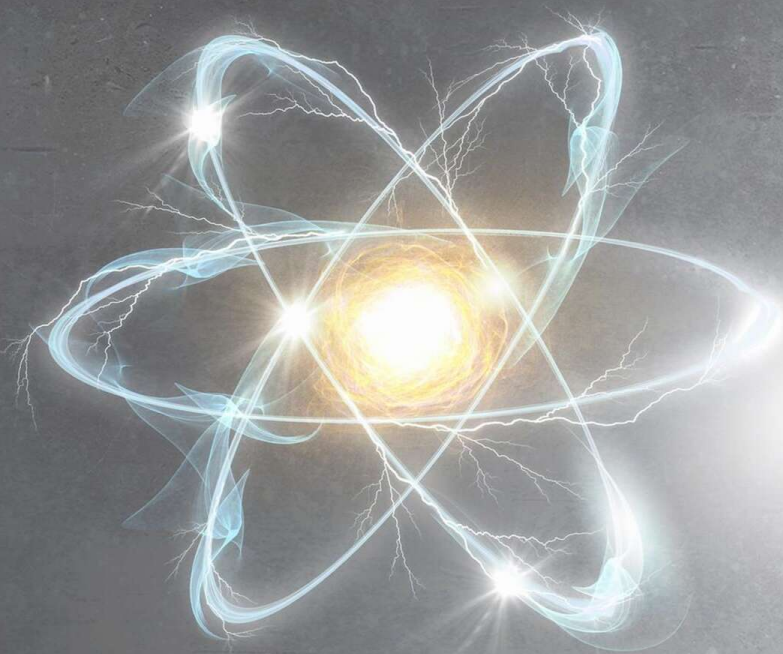
Logical

2



Judging

 **BRAINScore86™**





# Teams Who've Trusted Us

*To help their teams succeed...*



(Current or previous clients that have used our solutions or services)



# \$660K MRR OPPORTUNITY



*110K Employees X \$6/mo = \$660K MRR*



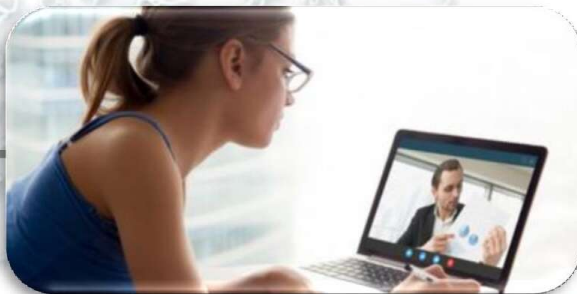
*Remote Work =*

- *High Stress*
- *Low Productivity*
- *Low Trust*

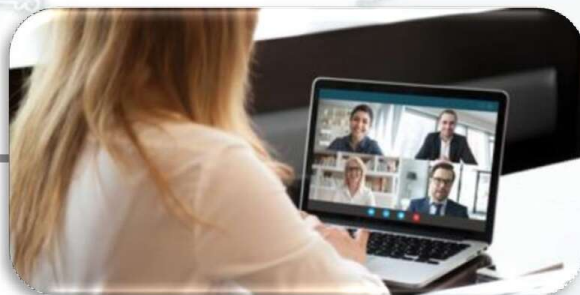
*ROI =*

- *33% More Productivity*
- *33% Lower Staff Costs*
- *33% Lower Healthcare*





PROFESSIONAL PLAN  
\$19 / MO



TEAM PLAN (5 PER)  
\$145 / MO

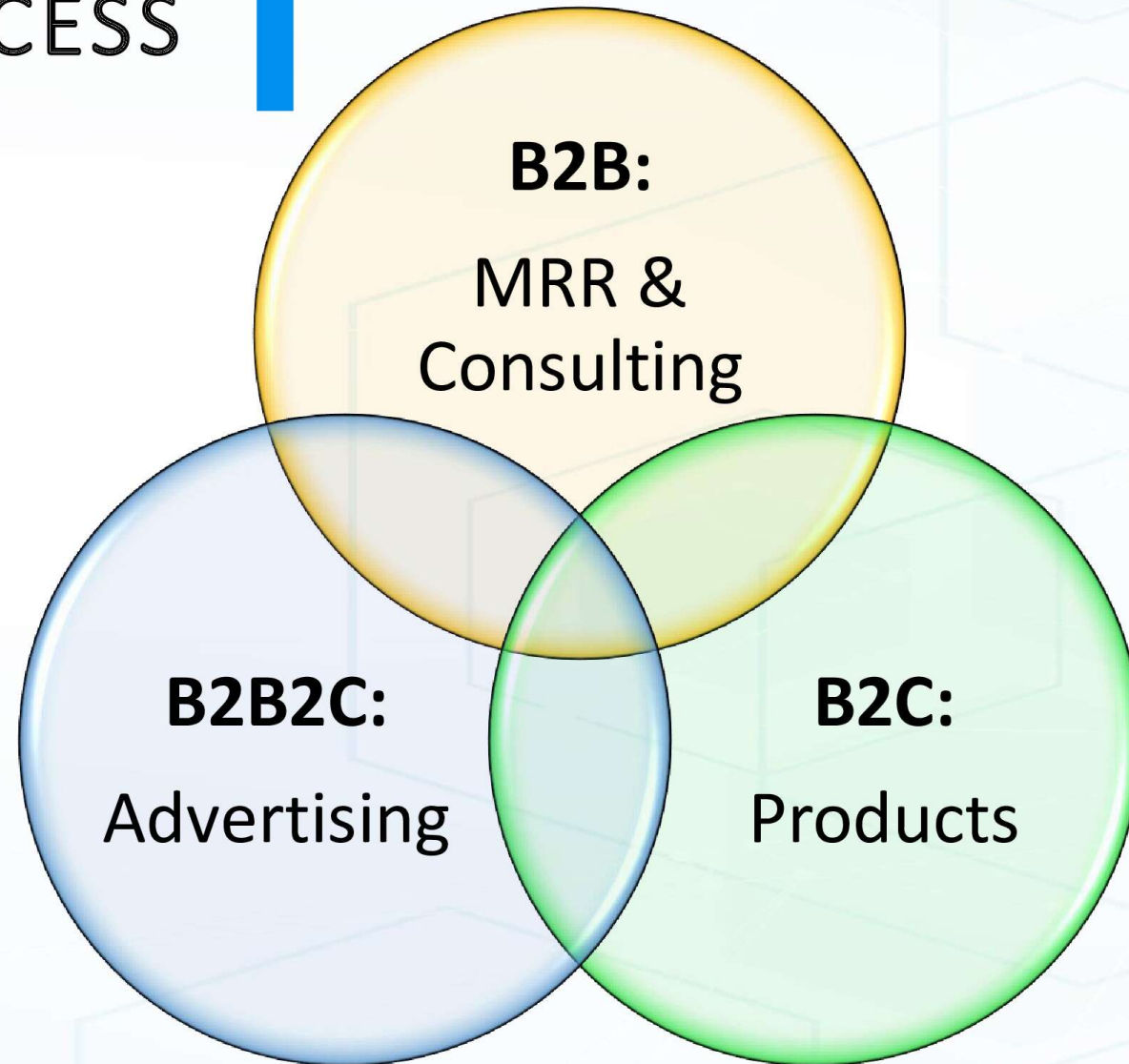


ENTERPRISE PLAN (20 PER)  
\$499 / MO



OUR SUCCESS

~\$30K / MO RUN RATE



amazon



**VETERAN  
LEADERS**  
BOOKS, PRODUCTS & SERVICES  
CREATED BY VETERANS

**Better  
Homes**  
and Gardens.  
REAL ESTATE

 BehavioSec

Malwarebytes

imperva

**VISA**

CyberSource®

**FORTINET**



## EXECUTIVE TEAM

## THREE SUCCESSFUL EXITS

HQ: San Diego, CA

**CEO:** Bill Reed—CxO, MBA, Navy Diver, 3 Exits

**COO:** Tony Stewart—COO Navy SEALs, HR Exec

**CTO:** Dr. German Fresco—PhD Neuroscientist

**CSO:** Greg Warrick—CSO Fortune 50 Firm

**CMO:** Steve Doolittle—NFL Alumni, CMO



INVESTMENT  
OPPORTUNITY

*REMOTELYME*



**\$1M  
SEED**

- ✓ **SAFE**
- ✓ **\$9M CAP**
- ✓ **\$30K/MO REVENUE**



# TAKE CONTROL OF YOUR REMOTE

INFO@ARETANIUM.COM



**Veteran-Owned Business**