

# Ecosmarte Reseller Qualification Questionnaire



Name of individual or organization \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip code \_\_\_\_\_

Country \_\_\_\_\_

Home phone \_\_\_\_\_

Cell phone \_\_\_\_\_

Email \_\_\_\_\_

Have you ever sold anything you liked as a product or had success with? \_\_\_\_\_

If yes, please describe \_\_\_\_\_

How did you learn of Ecosmarte? \_\_\_\_\_

What territory would you like to represent us in? \_\_\_\_\_

Which structure interests you? \_\_\_\_\_

## **PART TWO (for distributor candidates only)**

What are your current annual gross sales? \_\_\_\_\_

Do you currently sell to dealers? \_\_\_\_\_

If so, how many? \_\_\_\_\_

How would you create new dealers? \_\_\_\_\_

What is your website address? \_\_\_\_\_

Can you submit a marketing plan? \_\_\_\_\_

Why would you want to be our distributor? \_\_\_\_\_

What would you project your annual purchases in units to be? \_\_\_\_\_

What products do you currently sell? \_\_\_\_\_

Any commercial references? \_\_\_\_\_

Are you capable of on-site mechanical support within the entire target territory? \_\_\_\_\_

If not, do you have relationships with any service or mechanical companies? \_\_\_\_\_

If yes, who? \_\_\_\_\_

Please indicate who would be in charge of sales/marketing \_\_\_\_\_

Water chemistry? \_\_\_\_\_

Mechanical Service? \_\_\_\_\_

Finance? \_\_\_\_\_