



GARNETT COMPONENT SALES, INC. REPRESENTATION INQUIRY FORM

Long-lasting relationships are beneficial for customers, manufacturers and representatives alike. Garnett Component Sales uses the information below when considering a partnership for representation with a new principal. The information exchanged will help both sides build a strong foundation, leading to an enduring relationship between the manufacturer's representative and the principal.

DOWNLOAD PDF TO YOUR COMPUTER. FILL OUT THE INQUIRY FORM. ON THE LAST PAGE YOU CAN SAVE IT AND EMAIL IT.

COMPANY & CONTACT INFORMATION

COMPANY	<input type="text"/>		
NAME	<input type="text"/>	TITLE	<input type="text"/>
EMAIL ADDRESS	<input type="text"/>	PHONE	<input type="text"/>
MAILING ADDRESS	<input type="text"/>		

CONTRACTS & TERRITORY

WHICH TERRITORY IS CURRENTLY UNDER REVIEW?

HAVE YOU HAD REPRESENTATION IN THIS TERRITORY IN THE PAST?	YES	NO	IS THIS AN EXCLUSIVE GEOGRAPHICAL TERRITORY?	YES	NO
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DO YOU PRESENTLY HAVE A REPRESENTATIVE IN THIS AREA?	YES	NO	DO YOU HAVE HOUSE ACCOUNTS?	YES	NO
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HAS YOUR CURRENT REPRESENTATIVE BEEN NOTIFIED OF YOUR INTENTIONS TO CHANGE?	YES	NO	DO YOU UTILIZE DISTRIBUTION PARTNERS?	YES	NO
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IF YES, WHO?

WHY DID YOU DECIDE TO CHANGE YOUR REPRESENTATION?

DOES YOUR COMPANY HAVE A STANDARD CONTRACT? YES NO

IF YES, MAY WE SEE A COPY OF IT IN ADVANCE? YES NO

WHAT ARE YOUR CURRENT SALES IN THE TERRITORY?

<input type="checkbox"/> \$0, To \$1,000	<input type="checkbox"/> \$250,000 To \$500,000
<input type="checkbox"/> \$1,000 To \$50,000	<input type="checkbox"/> \$500,000 To \$1,000,000
<input type="checkbox"/> \$50,000 To \$250,000	<input type="checkbox"/> \$1,000,000 To \$3,000,000
	<input type="checkbox"/> \$3,000,000 +

HISTORY

IS THE COMPANY INCORPORATED? YES NO

IF YES, WHAT KIND OF CORPORATION?

LLC S CORP C CORP PRIVATE EQUITY

IF A CORPORATION, ARE YOU PUBLICLY TRADED? YES NO

DO YOU DO BUSINESS INTERNATIONALLY? YES NO

THE COMPANY ESTABLISHED?

WHEN

WHERE?

DESCRIBE THE ORGANIZATION AND MANAGEMENT OF THE COMPANY

DEMONSTRATION POLICY

DO YOU PROVIDE DEMONSTRATORS OR SAMPLES AT NO COST TO THE REPRESENTATIVES? YES NO

SALES SUPPORT

WHAT DO YOU HAVE IN THE WAY OF SALES SUPPORT FOR THE REPRESENTATIVE?

DO YOU ENCOURAGE FACTORY MARKETING AND TECHNICAL STAFF TO MAKE FIELD SALES VISITS TO THE TERRITORY TO VISIT CUSTOMERS WITH THE REPRESENTATIVE? YES NO

TRAINING POLICIES

WHAT PROGRAMS DO YOU HAVE FOR TRAINING?

DO YOU PAY EXPENSES OF REPRESENTATIVES ATTENDING TRAINING SESSIONS AT YOUR FACTORY? YES NO

WHAT IS YOUR PROGRAM FOR KEEPING THE REPRESENTATIVE INFORMED OF NEW CAPABILITIES?

COMMISSIONS

WHAT IS THE EFFECTIVE COMMISSION RATE? 3% 4% 5% 6% 7%

DO YOU HAVE AN INCENTIVE PROGRAM FOR PIONEERING A LINE? YES NO

DO YOU HAVE A SPLIT COMMISSION POLICY? YES NO

DO YOU PAY COMMISSION ON INVOICES OR RECEIVABLES? INVOICES RECEIVABLES

ARE YOU WILLING TO PAY A RETAINER FEE IF NO EXISTING SALES ARE PRESENT? YES NO

IF YES, WHAT IS IT?

REPRESENTATIVE-PRINCIPAL RELATIONS

DO YOU HAVE A REP COUNCIL?

YES NO

DO YOU HAVE REPRESENTATIVE-PRINCIPAL PLANNING MEETINGS?

YES NO

TERMINATION PROCEDURES

WHAT ARE YOUR TERMS OF TERMINATION?

DOES YOUR TERMINATION POLICY INCREASE WITH YEARS OF SERVICE?

YES NO

MARKETING & ADVERTISING

DO YOU PROVIDE ANY TYPE OF MARKETING SERVICES? LEADS?

DO YOU PROVIDE LITERATURE, IN QUANTITY, AT NO CHARGE?

YES NO

DO YOU QUALIFY SALES LEADS?

YES NO

DO YOU HAVE DIRECT MAIL CAMPAIGNS?

YES NO

DO YOU PROVIDE FINANCIAL SUPPORT AND PRODUCTS FOR REPRESENTATIVES ATTENDING LOCAL TRADE SHOWS?

YES NO

COMMUNICATIONS & E-COMMERCE

HOW ARE YOUR REPORTS GENERATED, SUBMITTED AND DISCUSSED/REVIEWED?

DO YOU ACCEPT ORDERS OVER THE WEB?

YES NO

DO YOU HAVE A REP INTRANET?

YES NO

Once form is completed click to save to keep data. Click to email and it will open up your email open up in your email app ready to go. Look forward to talking to you.

If the email button doesn't work send it to: tommy@gcsrep.com

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