

Business Products Partner Profile



If you are interested in our organization please complete this profile and fax or email it as an attachment at your earliest opportunity. It will help us learn more about your capabilities.

Email to: angela.suntrup@indoff.com

Fax to: (314) 558-9279

CONTACT INFORMATION

Name:		Home Phone:	
Address:		Cell Phone:	
City:		Work Phone:	
State:	Postal Code:	Home E-mail:	

EMPLOYMENT HISTORY:

Number of years in the Business Products Industry: _____ Do you currently have a non-compete: Yes

Present Employer:	No. of years:
Former Employer:	No. of years:
Former Employer:	No. of years:

Who is your first call wholesaler: Essendant SP Richards Other:

Please list the furniture lines you sell (if any):	% of your yearly sales
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If you join Indoff, what % of your sales would you retain? 100% 80% 60%

What would be your first year's estimated sales volume with Indoff? \$

What would be your first year's estimated total gross profit with Indoff? \$

SALES VOLUME HISTORY:

Year	Total Sales Volume	Total Gross Profit
Current Year (year-to-date):		
Last Year:		
Two Years Prior:		
Three Years Prior:		

Do records exist to support your sales history? Yes No

Commission Reports Sales Reports Usage Reports A/R Aging Reports Other

COMPENSATION AND BENEFITS

Does your current employer offer: Yes No Yes No

Health Insurance:		Salary:		Amt. (Yr.):
Disability/ Life Insurance:		Commission:		Rate (%):
401(K):		Draw:		Rate (%):

CUSTOMER REFERENCES:

1.	Company Name:	2.	Company Name:
	Contact Name:		Contact Name:

City:	State:
Phone:	
Product Sold:	

City:	State:
Phone:	
Product Sold:	

VENDOR REFERENCES:

1.	Company Name:	2.	Company Name:
	Contact Name:		Contact Name:
	City: State:		City: State:
	Phone:		Phone:
	Product Sold:		Product Sold:

OTHER:

What percentage of your sales volume is Internet based? %

How do you handle delivery? Self Company Delivery Driver Drop Ship from Wholesaler

How do you handle your Customer Service? Self CSR thru your current company

Do you sell printing? Yes No

Do you sell promotional products? Yes No

Indoff is a commission only position, are you financially able to make this move? Yes No

Because Indoff is commission only, what do you anticipate selling in your 1st 90 days? _____

What is your anticipated start date?

Other comments regarding your interest or reason for making a change?

Commission Cut Ability to run my own business Technology
 Territory Cut Not financially stable company Freedom
 Not part of the family Other: _____ -

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