

## The Agents Qualification Survey

<b>Full Name</b>		<b>Job Title</b>		<b>Mobile</b>	
<b>Tel</b>		<b>Fax</b>		<b>E-mail</b>	
<b>Company Name</b>			<b>Web</b>		

Please indicate your collaboration preferences for tailored support. (Multiple selections allowed)

**1. Business Type**

☐ OEM
     
 ☐ Dealer
     
 ☐ Distributor
     
 ☐ Exclusive Distributor

**2. Registered Capital**

☐ ≤USD 200,000   
 ☐ USD 200,000 to USD 500,000   
 ☐ USD 500,000 to USD 1,000,000  
☐ ≥USD 1,000,000

**3. Circulating Funds**

☐ ≥USD 100,000   
 ☐ ≥USD 200,000   
 ☐ ≥USD 500,000   
 ☐ ≥USD 1,000,000

**4. Industry Experience**

☐ 2 Years              
 ☐ 5 Years              
 ☐ 6 Years above

**5. Number of Employees**

☐ 10 People              
 ☐ 20 People              
 ☐ 30 People              
 ☐ 50 People above

**6. Sales Network**

☐ 5-10 set              
 ☐ 10-20 set              
 ☐ 20-30 set              
 ☐ 30 set above

**7. After-Sales Service Capability**

☐ None   
 ☐ Outsourcing   
 ☐ Ordinary (2 ~ 3 people, only some simple product maintenance)  
☐ Professional (3 ~ 8 people, can undertake all manufacturers after-sales service)

**8. Which channels take you to know our products:**

☐ Company Web   
 ☐ Advertising Media   
 ☐ Exhibition   
 ☐ Others:Direct Contacts

**9. What products you are distributed now:**

☐ None   
 ☐ Yes \_\_\_\_\_

**10. Average Annual Sales (Past Three Years):**

- ☐  $\leq$  USD 500,000   ☐ USD 500,000 to USD 1,000,000   ☐ USD 1,000,000 to USD 5,000,000  
☐  $\geq$  USD 5,000,000

**11. The main criteria you concern for agent products:**

- ☐ Brand   ☐ Appearance   ☐ Cost performance   ☐ Feature   ☐ After sale service

**12. If You Become Our Agent, What Is Your Expected Minimum Monthly Sales?**

- ☐  $\leq$  20 set   ☐ 20-100 set   ☐  $\geq$  100 set   ☐ others: for the beginning around 20 set

**13. Please share your opinions on our products or sales policies to help us improve our service quality.**

**14. If you are interested in becoming our agent, please briefly describe your advantages and ideas so we can provide better support.**

**15. Which types of valves are more popular in your local market?**

**Other things need you provides:**

- 1. Business license scanning file**
- 2. Office photos, photos of your team**

**Thanks for your support at ZZJG**