

The Agents Qualification Survey

Full Name		Job Title		Mobile	
Tel		Fax		E-mail	
Company Name			Web		

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

1. Business Type

OEM Dealer Distributor Exclusive Distributor

2. Registered Capital

\leq USD 200,000 USD 200,000 to USD 500,000 USD 500,000 to USD 1,000,000
 \geq USD 1,000,000

3. Circulating Funds

\geq USD 100,000 \geq USD 200,000 \geq USD 500,000 \geq 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):

≤ USD 500,000 USD 500,000 to USD 1,000,000 USD 1,000,000 to USD 5,000,000
 ≥ 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?

≤ 20 set 20-100 set ≥ 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