

BUILD YOUR NETWORK AND GROW YOUR BUSINESS



If you already a PowerMate® Distributor Partner or plan to become one, establishing a network of “Authorized Dealers or Value-added Re-Sellers” is a great way to grow your PowerMate® business in your territory! If you already have multiple locations this can be very simple. If not, partnering with existing companies, expanding your business to multiple locations or seeking out new Representative Partners are all options!

What are some of the benefits of my own “Dealer” Network?

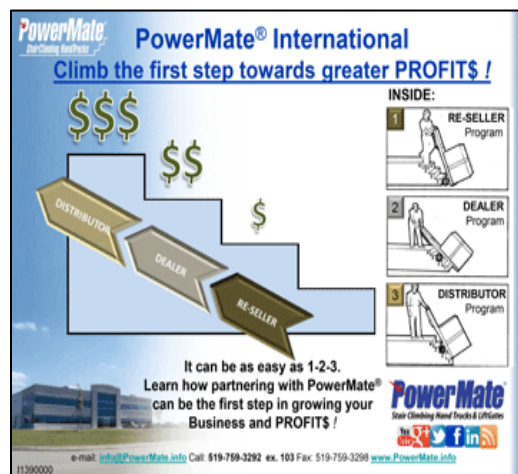
As a PowerMate® Distributor Partner for your territory, you would get the best price based on the volume of PowerMate® product purchased (containers), and lower freight costs per unit. All Dealer and Re-Seller purchases would go through you. Every PowerMate® machine your Dealer or Value-added Re-Seller purchases or sells will result in you earning PROFIT!

Expand your geographic or industry reach and get closer to your customers. You can assign territories or industries for your representatives to work. They will purchase PowerMate® products from you for demonstration and sales purposes. You would set the pricing, for example, at the Dealer pricing plus, any additional cost you choose to add like shipping.

Depending on your situation and goals some Distributors opt to do 100% of the service portion of the business themselves such as, repairs and operator training, while others choose to pass this responsibility over to their new representatives. The decision is yours!

What should I consider when establishing my own Dealer Network?

- The key to building a successful Dealer network is to do your homework first! Make sure there is enough product demand and margin potential to sustain a successful Dealership or Value-added Re-Seller in the territory or industry you assign. Create a realistic, mutually agreed upon plan that will lead to success.
- Value-Added Re-Sellers. You sell a product to a Company who bundles it with services or other products and resells it. Re-Sellers may or may not be “stocking” Partners. Today, there is demand for Companies moving heavy items wanting to provide a solution to their customers in moving, white goods, photocopiers, HVAC equipment, safes or vending machines, to name a few.
- Consider your sales leads and customers as potential Partners or at minimum, referrals to Companies you can work with moving forward.



- Partnering with a Rental House whose customer base includes “contractors” rather than consumers are great opportunities to place PowerMate® machines and increase awareness, trial, usage and ultimately sales!
- Always remember, your Dealers and/or Re-Sellers are essentially your customers, and you will need a strong program to train and support them moving forward.

What can PowerMate® do to help?

- ✓ Advice and guidance on how to establish successful network;
- ✓ Assistance with goal setting, pricing and agreements and;
- ✓ Drawing on our experience, a “sounding board” for your ideas.