

**Independent Agent  
 APPLICATION FORM**

SL.NO	CRITERIA	WEIGHTAGE POINTS	POINTS GIVEN
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<b>1 Financial Capability</b>			
1.1	Huge Financial Resources-financial resources far in excess of current and future requirements	10	

<b>2 No. of Years in Business Experience</b>			
2.1	More than-five years has been in business for longer than five years with good market reputation	10	
2.2	Less than- five years has been in business for less than five years with good market reputation	10	
2.3	No business experience but respectably employed	5	
2.4	Has been in business but does not enjoy good market reputation or have been changing products lines often	0	

<b>3 Distribution</b>			
3.1	Experience in consumer product distribution has been actively distributing consumer/among products	5	
3.2	Experience in auto spares distribution has been actively distributing auto spares of reputed companies	5	
3.3	Experience in consumer electronics distribution/in batteries distribution	5	

<b>4 Dependency on this business</b>			
4.1	Heavily dependent	5	
4.2	Partially dependent	5	
4.3	Not dependent	5	

<b>5 Professional attitude</b>			
5.1	Extremely professional	5	
5.2	Largely professional	5	
5.3	Nod dependent	3	

<b>6 Manpower</b>			
6.1	Manpower quality good and rained	5	
6.2	Manpower quality adequate	5	
6.3	Manpower to be recruited and trained	3	

<b>7 Knowledge of territory</b>			
7.1	Has good knowledge and contacts of our retailers like battery shops, Inverter dealers, ets.,	4	







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2013-14	2014-2015	2015-16

Turnover Contribution
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Products (or the Range)	Turnover ( in Rs. Lakhs)

Sales Tax Registration Particulars	
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VAT/Local sales Tax Number & Year		CST Number & Year	
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**MASTER CHECK-LIST**

1. Copy of the document confirming the character of the Establishment (Partnership deed or Memorandum of Articles or any other similar document)
2. Photographs of the frontage of the showrooms
3. Banker's Reference certificate
4. Other references such as Performance Certificates issued by the principals and/ or any other Testimonials
5. Income Tax Return(Copy)
6. Local & Central Sales Tax Registration certificate copies
7. Any other Registration you would like to furnish(Please specify)

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Place:

Signature of the Applicant & Seal

Date:

Name:

01. Name of the Prospect
02. Territory covering
03. Products being handled
04. Last year turn over
05. Staff working, if any
06. Financial Capabilities
07. Why is he interested in handling this product
08. Ready to invest any amounts

(it can be in the form of holding stocks)

Proprietor's Name:

Date:

Signature with Seal

**Notes by Prospect Distributor**

01. Why do you feel that he should be associated with you!!!

02. Can you elaborate your confidence levels to augment this business through the prospect!!!

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Name of the Prospect Distributor

Date:

Signature

**MINUTES OF MEETING (MOM)**

Location

Date:

M.O.M Between Green Pearl Electronics Private Limited-Name of the GPEPL Representative \_\_\_\_\_ and M/s. \_\_\_\_\_ - Represented by \_\_\_\_\_.

The minutes of understanding is being signed after the GPEPL's business proposal explained to Mr. \_\_\_\_\_.

GPEPL has clearly meant that only on acceptance of the following terms, the prospects application will be considered to be scrutinized for distributorship at \_\_\_\_\_ dist. This is drawn to favor both the parties for future business at \_\_\_\_\_ dist.

1. At discussed the prospect should be well versed with the assigned market/area to implement the GPEPL's formatted business program.
2. Prospect should understand the Franchisee awareness are importance i.e., prospect is expected to redistribute thru the dealer/Retailer channel: White good shops, PC sales & Service. Electrical shops, solar systems, DTH Providers, UPS/Inverter sales& Service, Battery network, Portable DG Set Sellers & Super Markets.
3. Prospect is expected to have earmarked/dedicated display space in existing Showroom.
4. Prospect has been advised to hire quality manpower for both Marketing & Service.
5. Prospect is expected to involve by exhibiting eagerness in creating the brand awareness and personal involvement in promotional activities.
6. Prospect would extend credit to the retailers for at least 20 days according to the existing market trend.
7. Prospect would not deal with competition or local brand home Ups/ Batteries/ Solar Inverters/ Solar Home Systems/ Solar Agriculture Pumps while dealing with Green Pearl Electronics Private Limited.
8. Prospect is expected to hold a stock of min. 100 nos at any point of time. (Taken into consideration the current market trend).
9. Prospect would provide quality & Timely services to customers at their locations as per GPEPL policies.
10. Personal involvement should be there in developing the Green pearl business.
11. Prospect is expected to carry working capital taking into consideration the current sales trend.
12. The area allocation in framing the territory is GPEPL's discretion. The performance of all assigned areas would be reviewed on monthly basis, further to that if a corrective is needed; GPEPL holds the liberty to reassign the said territory.
13. The Redistribution will be done as per the GPEPL's laid norms and on the recommended price's only.
14. The prospect would adhere all the quality norms & procedures laid by GPEPL.
15. Prospect is expected to reveal all business related information's (includes sales, service & competition activity's) as and when required by GPEPL.
16. GPEPL's financial mode of operation with the franchisee would be purely on "CASH & CARRY" basis only.

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- 17. Prospect would equally share the cost on certain promotional activities after mutually agreed upon.
- 18. Prospect to source adequate tools/tackles/chargers/the required space for providing quality services as advised by GPEPL.
- 19. Minimum order quantity would have to be adhered as discussed and also adhere to monthly targets mutually agreed upon.

Prospect Signature

GPEPL Representative

**GPEPL Distributorship Approval Format**

Branch Name	
Name of Short Listed Firm	
Name of the Authorized Signatory	
Name of District/s Allotted.	
Proposed date of commencement	
It is a New Franchisee territory/Location(Y/N)	
Or	
Replacement of existing Franchise(Y/N)	

The following documents have been enclosed:

(Please mention Y/N accordingly)

- a) Distributorship application form
- b) Photograph of the frontage of showroom
- c) Letter of request from the proposed in their Letter head
- d) Copy of LST/VAT/CST Registration certificates
- e) Bankers Reference Certificate or copy of bank statements(min 6 months)
- f) Copy of Income tax/VAT Tax returns-last two years.
- g) Copy of document confirming the character of the establishment (Partnership deed or memorandum/Articles of Association or any other similar document)
- h) Copy of Purchase Order
- i) Payment details-RTGS/DD



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Requested by :  Marketing Executive	Recommended By :  Channel Sales Manager
Verified by:  Authorized Signature	Approved by:  Authorized Signature