

POTENTIAL DEALER

Questionnaire



CONTACT INFORMATION

Company Name

Contact

Phone

Website URL

Email

BUSINESS INFORMATION

How many total employees do you have?

What is your company's annual revenue?

How many physical locations do you have and where are they located?

of Locations

(If you have more than 3 locations, please note the other locations in the comments section at the end of page 2)

Location 1 Address

Location 2 Address

Location 3 Address

What are your mobile support capabilities?

What is your technical expertise? (e.g. fiberglass, electrical, mechanical, metal)

What is your sales expertise?

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COMPANY INFORMATION

How many technicians do you employ?

What is your annual employee turnover?

What are your rates for the following? Standard Labor Rate

Warranty Labor Rate

Travel Labor Rate

Mileage Reimbursement

WHY OXE MARINE?

Why do you want to become a part of Diesel Outboards dealer support network?

Are you interested in becoming a

Service Center

Installation Center

Both

Are there any additional details you would like us to know about your business?

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What are your normal business hours of operation?

How many employees and in what locations?

What are your coverage areas? _____

Would agree not to represent other diesel outboards brands? Yes No

What is your social media footprint? _____

What is your outboards motor experience? _____

What is your diesel motor experience? _____

Can your organization deliver price quotes quickly, regardless of the order's complexity?

Where do you actually do most of your selling?

Can you quickly provide accurate, up-to-date information on your products? _____

What similar products do you sell of have experience in? _____

What are your proven past records of sales and the network consisting of today?

Do you have an online business presence? _____

How do you handle your parts and accessories sales? _____

What is your current sale line(s) and what is the total quantity of products distributed within the last 12 months?

What is you network of customers?

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How long have you been in business?

How will you promote our products?

Are you willing to purchase motor inventory? Yes No

Are you willing to purchase parts inventory? Yes No

Are you to agree to international anti bribery anti-corruption policies? Yes No

Are you under indictment or investigation by any government agencies? Yes No

Signed:

Date:

Please insert pictures of facilities.