



COMPANY INFORMATION

Company Name:
Mailing Address:
City: State: Zip Code:
Contact for VBP: Email:
Phone: ( ) Fax: ( )
Web Address:

GETTING TO KNOW YOU

How did you hear about Vision Business Products?

What benefits do you feel Vision can bring in distributing your products?

What is the direction of your Company in the next 2-3 years?

What is your market?

What are your "lead" products?

How do you 'sell/go to market' with your products? Thru Dealers, Wholesalers?

Do you have a "lead" program?

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Who is the Management Team/Organizational Structure?

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Who is Vision's primary point of contact?

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### PROGRAM/CONTRACT SPECIFICS

Pricing Level/Discount Structure?

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Distribution point(s)?

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FOB point?

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Freight policy?

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Minimum Order Amount?

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Handling or small order charges?

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Return policy?

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Stock balancing program?

Yes  No

Bid/meets comp programs?

Yes  No

Electronic capabilities for ordering?

Yes  No

Direct purchase or Centralized thru Vision Orlando?

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Do you require Central billing?

Yes  No

Rebate Program(s)?

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Management fee to VBP Corp?

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Is product available thru Wholesalers?

Yes  No

If Yes, List which Wholesalers:

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Do Wholesale purchases count towards Direct Programs?

Yes  No

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**MARKETING**

Do you offer Market Development Funds?  Yes  No

Support for Conferences, Sales Training – separate funding?  Yes  No

Catalog – Print?  Yes  No

Catalog – Electronic/e-commerce?  Yes  No

Marketing Activities?  Yes  No

Do you have an image library online?:  Yes  No

If YES, link to the site: \_\_\_\_\_

Additional Comments: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**CREDIT INFORMATION**

Payment Terms? \_\_\_\_\_

Do you offer cash discount for early pay?  Yes  No

Remit to Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone: (     ) \_\_\_\_\_ Fax: (     ) \_\_\_\_\_

Contact: \_\_\_\_\_ Email: \_\_\_\_\_

Credit Application – Please provide \_\_\_\_\_

Credit limit? \_\_\_\_\_

Account #: \_\_\_\_\_

\_\_\_\_\_ Print Name                      Signature                      Title                      Date

**FINISHED!! Please fax to Attention Mary Bunch at 407.447.4230**

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