



# WoodReps

## WoodReps Service Levels

Level 1 = Free

- Email each rep group and inform them of your search for representation
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Level 2 = \$450

- Email each rep group and inform them of your search for representation
  - Contact each group individually by phone about your search
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Level 3 = \$1,230

- Email each rep group and inform them of your search for representation
  - Contact each group individually by phone about your search
  - Write a rep contract for each group
  - Review product offering
  - Fine tune the sales territories for better coverage
  - Create company sample program
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Level 4 = \$4,300

- Email each rep group and inform them of your search for representation
- Contact each group individually by phone about your search
- Write a rep contract for each group
- Review product offering
- Fine tune the sales territories for better coverage
- Create company sample program
- Visit your plant
- Review and advise on literature
- Set up a national rep sales meeting
- Train each team member
- Establish national distribution programs

Prices are effective September 1, 2011



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## WoodReps Service Levels (continued)

Level 5 = Monthly fee (plus expenses)

- Email each rep group and inform them of your search for representation
- Contact each group individually by phone about your search
- Write a rep contract for each group
- Review product offering
- Fine tune the sales territories for better coverage
- Create company sample program
- Visit your plant
- Review and advise on literature
- Set up a national rep sales meeting
- Train each team member
- Establish national distribution programs
- Travel on sales calls with the independent reps
- Qualify major accounts
- Formulate national sales strategy
- Help close major accounts

Prices are effective September 1, 2011