

ORDER FORM: MEMBERSHIP IN OUR NETWORK



1. Our services for you within the following 12 months

- (1) **Active communication** with potential sales partners via **telephone and e-mail**:
Present your offer and your search criteria
- (2) **Publishing of your advertisement** as an anonymous advertisement
 - a. during the whole membership period on our [Marketplace](#)
 - b. at least on publication in our ECO-EXPORT **ONLINE MAGAZINE** (4.900 readers)
 - c. in each of our relevant groups on LinkedIn, XING, facebook and twitter (more than 12.000 contacts)
- (3) **Quality Assurance: pre-selection of matching candidates** based on your search criteria
- (4) **Present candidates to you** by forwarding you their contact details by e-mail.

2. Prices and fees

Membership fee for services stated above (as in 1.1 – 1.4.)

Please select in which area you will be looking for new sales partners:

- | | |
|---|---|
| <input type="checkbox"/> GERMANY | EUR 900,- / year
(respectively EUR 75,- / month) |
| <input type="checkbox"/> EUROPE | EUR 1.500,- / year
(respectively EUR 125,- / month) |

Additional fees in case of success:

If a sales agent delivered by ECO-EXPORT generates sales for you, ECO-EXPORT receives another one-time payment OR ongoing commissions - you can decide.

Please select your favourite payment option:

- | | |
|--|-----------------------------|
| <input type="checkbox"/> option 1: one-off payment:
ECO-EXPORT receives a one-time fee per candidate which is due to be paid when the candidate generates new net sales for your company for the first time | EUR 2.500,- |
| <input type="checkbox"/> option 2: commission payments:
Giving you an example:
Your sales partner receives 8 % commissions from you, in addition ECO-EXPORT gets 1,6 % commissions from you. The commission period starts when the first sales is generated by the sales partner for you. | 1/5 during 48 months |

All mentioned fees and prices in EUR plus valid VAT.

Method of payment: Payment of the membership is due to be carried out by invoice at the beginning of the term.

Terms and termination: This membership begins with the date of signing. Unless the membership is terminated in writing or by e-mail at least 30 days before the end of a year, the membership is automatically renewed for another year.

The associated terms and conditions can be viewed on the website www.eco-export.com and are part of the contract.

All information as of 20.2.2019.

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3. Definitions

A sales partner is a company or individual that sells to as many as possible but at least to one of your target groups in your target region. **Depending on your search criteria, we need to contact approximately 10 to 50 sales partners to generate a candidate for you.**

A candidate is a sales partner that ECO-EXPORT has previously contacted and that has expressed specific interest in your company's products.

The presentation of a candidate takes place each time ECO-EXPORT sends you the contact details and information of a candidate.

4. Your order with ECO-EXPORT – please complete, if not yet provided to ECO-EXPORT

your company name (the Client) _____

website _____

street and number _____

zip Code and city _____

state, country _____

VAT-ID _____

contact person _____

phone and e-mail _____

I, the **Client**, hereby declare my complete agreement that, if - by my own fault - I do not fulfil my obligations under the terms and conditions, ECO-EXPORT reserves the right to recommend all candidates not to enter into a cooperation with the Client.

_____, _____
place, date

(Client), Client's signature

I hereby accept the terms and conditions and place an order with ECO-EXPORT (Thomas Dillig) to deliver the services described above.

_____, _____
place, date

(Client), Client's signature

Your new sales partner!

Please define who we should search for
Of course, your data will be treated as confidential.



Our questions **Your answers**

10 Company related data

- 10.1 Your corporate website
- 10.3 Contact person for this project
- 10.4 Decision maker for this project
- 10.5 How many people work at your company?

20 Your offer

- 20.4 Are there specific advantages of your offer compared to your competitors? Which?

30 Target region

- 30.1 In which target region (country OR postal code areas) are you searching for sales partners?
- 30.6 Have you already sold to customers in the target region? Can customers be named as references?
- 30.7 Have you already worked together with a sales partner in the target region? Until when?

40 Your new sales partner!

- 40.1 Where are your products (from 20.1) used / installed?
Please highlight with "x".

- single private homes / houses
- apartment buildings
- office buildings
- commercial buildings
- industry
- municipalities, public entities
- others (please name): _____

- 40.2 Who should the sales partner sell to?
Please highlight with "x".

- directly into the following industry sectors (please name max. 3):
- directly to municipalities / public entities
- to engineering offices / consulting engineers
- to installers / plumbers
- to wholesalers
- others (please name): _____

- 40.4 Which types of partners are you searching for?
Please highlight with "x".

- sales agent / commercial agent
- wholesaler
- installer / plumber
 - small (up to 10 employees)
 - medium (11-50 employees)
 - large (more than 50 employees)
- engineering office
- consulting company
- others (please name): _____

- 40.5 Please further characterize the new partner that we should find for you (company size, employees, certificates, etc.)?

- 40.7 Are you willing to pay a fixed monthly fee to a new sales partner during the first months of your co operation?

- 40.8 Please name websites of your existing sales partners you are satisfied with (independent from the target region).

50 Your competitors

- 50.1 Who are your competitors? Please name **all** known to you (if possible, with website links)

