



## New Authorised Dealer Fact Finder

### About Your Business

Company name:

Address:

Telephone number:

Website address:

Date company began trading:

Franchise or owner/operator:

Branch offices/warehouse locations:

Number of employees:

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### Accounts Payable

Contact person name:

Contact email:

Contact number

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### Helpful Information

Describe your business and what differentiates your company from your competitors.

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What percentage of your customer base is

Store walk-ins:

Online sales:

Account customers:

Other:

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Do you have a company policy on Returns and Warranties? If so, can you explain the terms?

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**Working with Chiefs Australia**

What brought your attention to Chiefs Australia?

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Are you currently purchasing Chiefs Australia products? Yes  No

What is your knowledge of Chiefs Australia?

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With your current knowledge of Chiefs Australia's products, are there specific items you would like to stock?

- Chemicals
- Foaming Lances
- Components
- Wash Bay Solutions

What are your current core product lines?

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What industries do you supply?

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Are you willing to do product demonstrations?    Yes     No

If so:

Are you willing to travel and promote Chiefs Australia products?    Yes     No

Do have a pressure washer?    Yes     No

If yes:

Make: \_\_\_\_\_    Model: \_\_\_\_\_    PSI: \_\_\_\_\_    LPM: \_\_\_\_\_

If no:

Are you willing to purchase a pressure washer? Yes  No

Are you willing/able to perform installations? Yes  No

Are you willing/able to perform repairs? Yes  No

## Training and Marketing

Are you willing to participate in ongoing product training?

Inhouse/Online

Head Office

–at some cost to the Authorised Dealer

What marketing are you currently participating in?

e.g., TV/print media advertising, agricultural shows.

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How would you market, exhibit and promote Chiefs Australia's product lines?

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Are you willing to do product demonstrations? Yes  No

If so:

Are you willing to travel and promote Chiefs Australia products? Yes  No

Do have a pressure washer? Yes  No

If yes:

Make: \_\_\_\_\_ Model: \_\_\_\_\_ PSI: \_\_\_\_\_ LPM: \_\_\_\_\_

If no:

Are you willing to purchase a pressure washer? Yes  No

Are you willing/able to perform installations? Yes  No

Are you willing/able to perform repairs? Yes  No

How do you service remote customers?

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Thank you for taking the time to complete this Q & A.

Please email your response to [clientsupport@chiefsaustralia.com](mailto:clientsupport@chiefsaustralia.com)

***Please note: This document does not constitute an agreement between the applicant and Chiefs Australia***