

**Services and Information provided by Sun Belt Steel & Aluminum, Inc.**

		<u>SILVER</u>	<u>GOLD</u>	<u>PLATINUM</u>
		6 mo trial - no listing	Listed as a Principal	Listed as a Principal
INITIAL SET UP	Identify target accounts - Populate Database (Leads)		XX	XXX
	Add a Principal Group and Populate		XX	XXX
	Identify Contact - ID Status (Lead, Prospect, Customer)		XX	XXX
	Identify Product(s) in Group Section of ACT	Exclusive	Exclusive	Exclusive
	Add description in Product Group	X	XX	XXX
	Add to mainlinesheet		XX	XXX
	Add to Market Line Sheet		XX	XXX
	Add to Mill Line Sheet		XX	XXX
	Organize Product Brochures (Scan or SBSA's)	X	XX	XXX
	Add Mill and product to Website		XX	XXX
	Sales Training (Internal, Prin at Rep, Rep at Principal)	X	XX	XXX
	Sent Introduction Letter	X	XX	XXX
Set up Marketing Program(Fax Mill Linesheet every 3 weeks)	X	XX	XXX	
LEADS	Identify Decision Maker			XXX
	Email Mill and Product Information to Decision Maker			XXX
	Phone call to follow up information	X		XXX
	2nd follow up (if necc) - place in prospect or flyer only (ID Status)	X		REPORT
PROSPECTS	Identify Sales Opportunity for Prospect (Mill and Product)	X	XX	XXX
	Initial Communication			XXX
	Presentation (Qualify Technical)			XXX
	Projected Sale (Best guess)			XXX
	RFQ Received (Mill to copy rep on all Quotes, daily)	X	REPORT	REPORT
	Follow up (Open and Closed Opportunity Reporting)	X	XX	REPORT
	Commitment to buy	X	XX	XXX
Received Order (Project next sale)	X	XX	XXX	
ORDER ENTRY	Receive PO			
	Check Credit			
	Enter and Acknowledge PO			
	Shipment			
	Invoice(Mill to copy rep on all invoicing within 7 days)			
	Collection			
CUSTOMERS	Visit Top Accounts (Customers & Prospects)		2x/year - 3 days	4x/yr - 3 days
	Identify Territory (Set up group by Day)		XX	XXX
	Set a tentative schedule		XX	XXX
	Confirm appointments		XX	XXX
	Make the visit - create sales report		XX	XXX
	Forecating - (at 6 months for next 12 months)			REPORT
	Marketing Research Analysis			REPORT
	Minimum Monthly Fee - Commission + Service Fee	\$2,400	\$3,600	\$4,800
	Annual Sales at 1%	\$2,880,000	\$4,320,000	\$5,760,000
	Annual Sales at 2%	\$1,440,000	\$2,160,000	\$2,880,000
	Annual Sales at 3%	\$960,000	\$1,440,000	\$1,920,000
	Annual Sales at 5%	\$576,000	\$864,000	\$1,152,000
	Annual Sales at 10%	\$288,000	\$432,000	\$576,000