

EMIT

Eso Monitoring, Ionization & Test

3651 Walnut Ave • Chino, CA 91710
Tel: (909) 664-9980 • Fax: (909) 627-7449
www.DescoEMIT.com

EMIT Registered Opportunities Program

The purpose of the EMIT Registration Program is to provide a vehicle from which to secure field support from known Sales Representatives and compensate them on their efforts to identify and support the sale of EMIT brand products in open territories.

The following registration procedure is designed to organize EMIT sales opportunities to ensure that the Sales Representative working on the opportunity is in fact the Sales Representative who receives credit/payment upon shipment of the order. This process should be followed in order to prevent duplicate registrations for a single opportunity.

The procedure to follow is:

1. The Representative salesperson finds the sales opportunity and fills out the Registered Opportunities Form online at www.DescoEMIT.com or via e-mail providing all the information required. All registrations will be reviewed and need to be approved by the EMIT Brand Manager.
2. The Registered Opportunities Form is then sent to the Inside Sales Representative for EMIT (Paul.Rosas@DescoEMIT.com), see link. Upon receipt of the registration, EMIT will investigate whether or not the opportunity is valid. Valid registrations will be logged and forecasted in our Sales Database upon approval of the EMIT Brand/Sales Manager. A registration number (ex: RERP-01) will be issued by the EMIT Inside Sale Representative.
3. The registered sales opportunity will remain valid for 60 days in the Sales Database. A sale will be forecasted so that registered sales opportunities can be included on production forecasts. Referral links will be set-up in the Sales Database to track the sales opportunity and provide history, between end user, and registered Sales Representative.
4. Sales Reps will need to purchase the demo if their end user will not. All demo PO's must be approved in writing by the EMIT Brand Manager. A demo unit is not required but is recommended. The Sales Representative is responsible for setting up the demo, following up and coordinating with the EMIT Inside Sales Representative or Brand Sales Manager on the demo survey form.
5. While the sale opportunity is active, it is the Sales Representative's responsibility to provide updates to the EMIT Sales Team on the progress of the opportunity. Updates are expected weekly and in writing; updates will be documented in the Sales Database.
6. The registration may be revoked at any time at the discretion of EMIT. The following are examples of what may be the cause for revocation:
 - a. The Representative fails to update the status of the sale at least once per week.
 - b. The customer requests support from a different sales person or organization.

7. The Brand Manager may extend registrations in 30 day increments, at his discretion. The Sales Database will be updated to document this. Extension will be documented in writing via e-mail and approved as long as the Sales Representative has provided a weekly follow up and the opportunity is still active.

All Registered Opportunities will be confirmed within 48 hours.

EMIT will attempt to contact the Sales Representative in writing immediately upon approval or declining of the registration. However, if you do not hear from us within 48 hours, please call the EMIT Inside Sales Representative, Paul Rosas at (909) 664-9980.

Commissions

Sales Representatives will be paid commissions on all shipments, net of freight, duty and handling charges, of EMIT brand products covered by the registration. For registrations taken through Resellers, the Representative shall receive a commission of 8%. For registrations handled directly with the end user (no reseller involved), the Representative shall receive a commission of 15%. This commission shall be paid on the twentieth day of the month following the month in which shipments were made or reported. The commission applies only to sales under the qualified/approved registration. For all other sales one or more of the following may apply:

- a. SPECIAL PRICE QUOTATIONS: Any order accepted at prices other than those printed in the currently active published Price Schedule will be subject to a negotiated commission rate.

Once again, our goal with this program and process is to ensure that we motivate and reward the Sales Representative proactively selling and working with our EMIT sales team. We urge you to communicate with them as much as possible to assist us in achieving this end.

Also, feel free to contact me with any questions regarding this.

Thank you,
Matt Bode
EMIT Brand Sales Manager
Office: (909) 664-9980
Direct: (909) 913-1840
Fax: (909) 627-7449
www.DescoEMIT.com

“ESD Monitoring, Ionization, & Test”