

# DEALER APPLICATION *Applicant Information*

Mail, or Scan and Email completed form to:  
24 W. Camelback Rd., #A-92, Phoenix, AZ 85013  
or [bestpricewater@gmail.com](mailto:bestpricewater@gmail.com) | 480-772-7462



Date \_\_\_\_\_

Full Name \_\_\_\_\_

Phone (include area code) \_\_\_\_\_ Alternate Phone \_\_\_\_\_

Email \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

## Education

High School \_\_\_\_\_

Did you graduate? ☐ Yes ☐ No Year Graduated \_\_\_\_\_

College \_\_\_\_\_

Did you graduate? ☐ Yes ☐ No Year/Degree \_\_\_\_\_

Other Education \_\_\_\_\_ Degree/Certification, etc. \_\_\_\_\_

## References include contact info and relationship

Name 1 \_\_\_\_\_

Name 2 \_\_\_\_\_

Name 3 \_\_\_\_\_

## Employment/Business History

What do you do for a living presently? \_\_\_\_\_

Have you ever owned a business? ☐ Yes ☐ No If yes, what type and what was your capacity in the business?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

What are your business strengths? (example: organized, great salesperson, able to motivate anyone, tenacious, never quit) \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

The Water Filtration business requires a variety of skill sets: Although a plumber installs the equipment you should understand how it is installed (Frankly anyone can learn the general installation issues). However, units are not sold off a shelf, some one has to sell/educate a potential customer to the merits and value of the equipment. Are you comfortable selling, teaching, recruiting others, working on commission? If you are comfortable with these skills, what have you done in your present or past that involved any of these skills? \_\_\_\_\_

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\_\_\_\_\_

Let's pretend this is a job interview; it is in a way, you're interviewing us and we are interviewing you. Just what is it about your personality that screams, "I'm the right person!"?

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Question: You receive 3 inquiries on an ad that is placed in your territory. **#1:** A family that lives in the house on the top of the hill, lots of money and can afford anything you have to show them. They're big shots and know it. **#2:** Married, two kids, and live in a nice middle class neighborhood. They value their time and money because they work hard for it. **#3:** A doctor who is very busy and tells you he/she makes all the decisions and the spouse doesn't have to be present. Hint: there is no real right or wrong answer, but which one of the 3 inquiries do you want to visit most? All three of them expressed an interest in having better water because they called you but which one is most likely to be your next customer? ☐ #1 ☐ #2 ☐ #3

Would you rather work for a salary or work for commission? \_\_\_\_\_ Why? \_\_\_\_\_

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Who would you hire first, the college graduate with little or no work experience or the high school graduate that has been working since his/her first paper route? \_\_\_\_\_

What manner of communication would YOU PREFER in a business relationship: text, email, phone, or direct face to face communication?

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This question should be easy, there is only one right answer and for anyone that has ever sold or marketed anything they will know the answer. Let's assume that you have a great product, it has a legitimate need, and is value priced; that all aside what is the most important thing you are selling when you talk to a prospect and present any product? \_\_\_\_\_

Is it better to work smarter or work harder or is it a mixture of both? Tell us your thoughts: \_\_\_\_\_

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## Military Service

Branch \_\_\_\_\_ Rank at Discharge \_\_\_\_\_

Honorable Discharge? ☐ Yes ☐ No

## Disclosure/Background Information

Have you been convicted within the past 10 years of a felony? ☐ Yes ☐ No

Are you currently in bankruptcy? ☐ Yes ☐ No

Are you currently involved in any lawsuits? ☐ Yes ☐ No

If yes, explain: \_\_\_\_\_

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What general geographic area are you primarily interested in to conduct this business?

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Explain generally about how you feel you would succeed with this business:

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## Financial Questionnaire

What is your approximate net worth? \$ \_\_\_\_\_

What is your approximate average income per year for the last 3 years?

Year 1: \$ \_\_\_\_\_ Year 2: \$ \_\_\_\_\_ Year 3: \$ \_\_\_\_\_

Realistically, what would you like to see that increase to next year? \$ \_\_\_\_\_

What is the amount of readily available liquid capital that you have to invest in a business endeavor that is "comfortable" for you (and your family) that will not require mortgage financing or place an undue financial burden on your cash flow?

\$ \_\_\_\_\_

How many hours do you have per week to devote to this business endeavor? \_\_\_\_\_

When are you ready to start training and get going? \_\_\_\_\_

Do you presently have and provide retail financing for your customers such as Aqua Finance, Foundation Finance, etc. if so what finance companies? \_\_\_\_\_

Are you presently set up with Credit Card processing such as Master Card, Visa, American Express? If so, what credit cards do you take?

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## Disclaimer and Signature

☐ I certify that my answers are true and complete to the best of my knowledge.

☐ I understand that this is NOT a contract, and this form incurs no obligation on either party.

Signature \_\_\_\_\_

Date \_\_\_\_\_