



## **Domestic (U.S. only) Sports Attack Sales Rep Overview**

1. All sales representatives must be extremely familiar with at least one line of our products (baseball, softball, tennis, volleyball or football) and be a current Sports Attack customer or a member (player, coach or management) of a team who currently owns Sports Attack equipment.
2. All sales representatives (Reps) will be independent contractors, not direct employees of Sports Attack (SA). As such you will be managing your own sales efforts with the support of the Sports Attack internal sales team. Our technical experts can respond to your questions or concerns within 24 hours to help you close even the most challenging sales.
3. As a Rep, you will have the opportunity to sell any line of the SA equipment anywhere in the US, however, you are responsible for the region in which you live and the pre-defined surrounding “area”. In addition, you will need to designate which equipment (baseball, softball, tennis, volleyball or football) you will be officially representing and understand that others could be in your pre-defined area representing other SA lines.
  - a. SA will support your efforts by forwarding inquiries that are received by SA to the appropriate independent Rep.
  - b. The assigned Rep will have 90 days to follow-up with the lead and close the sale.
3. As an independent Rep, you will be responsible to pay your own travel and business expenses. Reps are responsible to market and promote SA equipment in their region including displaying at local clinics. However, there may be occasion when SA will ask you to cover a show or a lead outside of your area. If asked to travel, SA will pay airfare and \$150 per day per diem (travel day to destination qualifies for per diem, the return day does not).
4. Product literature will be provided by SA at no cost. Customized pieces may be available depending on specific needs. Reps should contact SA’s marketing department to review their individual requests for specific marketing support.
5. The term of the sales contract is one (1) year. Renewal is based on performance with an annual expectation of at least five (5) units in year one of your designated line of equipment, at least twelve (12) units in years following (samples not included).
6. Reps are not required to stock any inventory or purchase samples, but we encourage each Rep to have a minimum of two (2) working product samples for demonstration. Two units will be available annually to each Rep under contract at the wholesale price, 40% discount plus freight; payment terms may be available. It is important to incorporate the equipment into all presentations as hands-on exposure of the equipment is an essential part of the selling process.



7. Reps are **not** required to collect on any sales; SA will collect all outstanding debt.
  - a. All orders are sent directly to SA, ordered directly from SA
  - b. All orders are shipped directly to the end-user, not through the Rep
  - c. When Purchase Orders are accepted as a form of payment, SA will be responsible for collection of the funds, however the Rep will not receive commission until full payment is made.
  
8. Reps will receive a commission based on the schedule below on every sale submitted or for which they are responsible. Payment will be made on the 15th of the month following SA's shipment and receipt of payment for the order. Monthly communication as to your active contact list and progress of leads will be necessary to insure credit is given.
  - a. For the first 1-10 units sold in one calendar year: 10% commission
  - b. For the 11th unit through the 20th unit sold in one calendar year: 12.5% commission
  - c. For unit 21 and over sold in one calendar year: 15% commission
  
9. Servicing the equipment in use in your area is optional.
  - a. Non-warranty service: If you choose to service units as an independent Rep, the fees charged the customer for non-warranty service will be the sole responsibility and discretion of the Rep. Parts will be available to the Rep from SA at list price less your standard commission. If the unit needs to be returned to the factory for diagnostics and/or major repairs, the customer is required to pay for freight if the unit is not under warranty. Sports Attack will provide an estimate for labor and material cost to complete the repairs prior to initiating work.
  - b. Warranty Service: Sports Attack will pay freight if unit needs to be returned to the factory for diagnostics and/or major repairs. Reps may be asked to service equipment in the field if possible. All required parts will be provided by Sports Attack to the Rep at no charge. Sports Attack will reimburse Rep for reasonable service fees.