



Distributor Account Application Sales Representative Comments For Lighting/Electrical Distribution

Company Name	Application Date
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Sales Representative	Territory Number	Region
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SALES REPRESENTATIVE	<p>1. Please Classify Account Type (☑):</p> <p><input type="checkbox"/> Electrical Distributor With Decorative Lighting Showroom</p> <p><input type="checkbox"/> Electrical Distributor Without Decorative Lighting Showroom</p> <p><input type="checkbox"/> Lighting Showroom</p> <p><input type="checkbox"/> Energy Store</p> <p><input type="checkbox"/> Maintenance Supply Co.</p> <p><input type="checkbox"/> Other – Please List: _____</p> <hr/> <p>2. If account has a lighting showroom, please indicate lines on display (☑):</p> <table style="width: 100%; border: none;"> <tr> <td><input type="checkbox"/> Murray Feiss</td> <td><input type="checkbox"/> Progress</td> <td><input type="checkbox"/> _____</td> </tr> <tr> <td><input type="checkbox"/> Kalco</td> <td><input type="checkbox"/> Schonbek</td> <td><input type="checkbox"/> _____</td> </tr> <tr> <td><input type="checkbox"/> Kichler</td> <td><input type="checkbox"/> Thomas</td> <td><input type="checkbox"/> _____</td> </tr> <tr> <td><input type="checkbox"/> Minka</td> <td><input type="checkbox"/> _____</td> <td><input type="checkbox"/> _____</td> </tr> </table>	<input type="checkbox"/> Murray Feiss	<input type="checkbox"/> Progress	<input type="checkbox"/> _____	<input type="checkbox"/> Kalco	<input type="checkbox"/> Schonbek	<input type="checkbox"/> _____	<input type="checkbox"/> Kichler	<input type="checkbox"/> Thomas	<input type="checkbox"/> _____	<input type="checkbox"/> Minka	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<p>3. Your best guess as to the product categories this company will purchase and the volume we may expect in the next 12 months: _____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p>
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MANAGER APPROVAL	<p>Regional Manager Comments _____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p>	<p>4. Please relate any previous business relationship you may have had with this firm or the principals involved: _____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p>												