

## Greetings Distributor Applicant,

To make it easy for you to carry the ClicClac product line, we need to know your expectations, and the sales impact you may have on ClicClac. Please assist us by answering those questions that are applicable to you.

We look forward to answer your questions on our plans for distribution, POP displays, samples, servicing stores, mall kiosks, etc. We can do this better once we understand the strengths and requirements of your business.

- 1 Where is your headquarters? How long have you been in business?
- 2 What suppliers from Europe do you work with currently?
- 3 What makes your company successful - price, service, delivery, quality, reputations, all of these?
- 4 Who is your target market? Where are your customers located? Who is your competition?
- 5 How large is your sales rep force? Do you have manufacturing capabilities?
- 6 How many stores / distribution points of presence do you service?
- 7 How would you sell / distribute / wholesale / service the ClicClac product line?
- 8 Do you think ClicClac is a "fad" or a long term niche product of corner jewelry for the home?
- 9 What is your estimate of ClicClac unit & dollar volume your company could sell in 1 year? 3 years?
- 10 What are your standard payment terms with suppliers?
- 11 What would you like to have ClicClac do to help you become more successful?

Doris Taussig, founder of ClicClac, can be reached by e-mail at [Office@ClicClac.US](mailto:Office@ClicClac.US) to clarify any of the above questions. We look forward to hear from you and to discuss how we can serve the needs of our customer members of the ClicClac Community, while creating a profitable future for both you and ClicClac.

Thank you for taking the time to respond to the questions. Please fax your response to: +43 1 961 0187 and send your company literature and customer references to our address in NY, to the attention of:



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