



## Doctor Screen Distributor Questionnaire...

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Prov/State \_\_\_\_\_ Postal/Zip Code \_\_\_\_\_

Home Phone \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ Work Phone \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_

Cell Phone \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ email \_\_\_\_\_

1. I found out about Doctor Screen from... \_\_\_\_\_

2. I am interested in a distributorship in... \_\_\_\_\_

3. I am looking to potentially invest in your Distributorship Program in...

- a. 0 – 3 months
- b. 4 – 6 months
- c. 7 – 12 months

4. Do you currently own your own business? YES NO

a. If yes, what kind of business? \_\_\_\_\_

i. How long have you owned your business? \_\_\_\_\_

ii. What are your gross annual revenues? \_\_\_\_\_

iii. How many employees do you have? \_\_\_\_\_

iv. Do you have any partners? \_\_\_\_\_ How many? \_\_\_\_\_

b. If no, what is your current occupation? \_\_\_\_\_

c. If no, have you ever owned your own business? YES NO

- i. If yes, what kind of business? \_\_\_\_\_
- ii. For how long did you have your business? \_\_\_\_\_
- iii. What happened to your business? \_\_\_\_\_

5. Do you own your own home? YES NO

6. Will you have a partner for your Distributorship? YES NO

- a. If yes, Name \_\_\_\_\_ Relationship \_\_\_\_\_
- Name \_\_\_\_\_ Relationship \_\_\_\_\_
- Name \_\_\_\_\_ Relationship \_\_\_\_\_

b. If yes, please have your partner(s) also fill out this questionnaire

7. How much money do you have available for initial distributorship investment?

- a. \$10,000
- b. \$10,000 - \$15,000
- c. \$15,000+

8. In addition to the initial investment, how much money will you have available for advertising and working capital in the first year?

- a. \$5,000 - \$10,000
- b. \$10,000 - \$15,000
- c. \$15,000+

9. On a sales call, when I find myself playing by the prospect's rules, it is usually because...

- a. The prospect is unusually capable
- b. I gave up control of the process
- c. There was no way that this was going to be a successful call.

10. When I have an exceptionally bad day, I usually...

- a. Try to relax and be ready for tomorrow
- b. Worry that it is the beginning of a bad streak
- c. Re-evaluate my activities to get myself back on pace with my goals

11. When I fail to make my goals, I usually...
    - a. Take full responsibility for that outcome
    - b. Analyze the situation and try to see what went wrong and what I could improve, if anything
    - c. Evaluate whether or not my goals are realistic
  
  12. When I am successful at meeting my monthly goal, I usually...
    - a. Consider myself lucky to have been in the right place at the right time
    - b. Take full responsibility and see to it that I have done what is necessary
    - c. Analyze the situation and try to see what happened so I can take advantage of it
  
  13. Why do you think you can be successful as a Doctor Screen Distributor
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14) I want to get involved in the Window & Door Screen business because?

15) Please also forward your resume to us. Fax 905 332 0070 Email:  
greg@doctorscreen.ca

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