



Sales Agency Engagement Form

Date: _____
(MM/DD/YYYY)

Primary Contact Information:

Name: _____ Title: _____
Telephone: _____ Cell Number: _____
Email address: _____

Agency Information:

Legal Entity Name: _____ Organized under the laws of: _____
Street Address: _____
City, Province: _____ Postal Code: _____
Office Telephone: _____ Office Fax Number: _____
Tax ID: _____ Website: _____
Email Address(es): _____
(if different than primary contact)

Organization Type: Corp LLC Partnership Sole Proprietor Other _____

Does your company currently hold a valid commercial liability insurance policy? Yes No

Agency Marketing Channel: Door-to-Door (Residential) Commercial

of Years in Business: _____ # of Employees: _____ # of Sales Reps: _____

Background Information:

1. What markets have you sold in?

2. What market do you currently sell in?

3. What markets are you interested in selling in?

4. What retailers have you worked for?

5. Describe the Organization's energy-related experience and industry knowledge:

6. Please identify the market segment in usage thresholds that the Organization targets: _____
7. Please describe the Organization's core business function:

8. What is the primary focus of your business? (i.e. residential, schools, real estate, etc.)

9. What are the anticipated sales results on an annual basis in terms of number of customers and kWh and/or m³ volume?

10. Please provide details on your sales market strategy for customer acquisition (i.e. door-to-door, referrals, etc):

11. Has the Organization ever had a broker agreement terminated by a supplier? If yes, please explain.

12. Is the Organization or any employee of the Organization subject to any enforcement or disciplinary action by a regulatory body of the subject to any pending or threatened lawsuit, action, or any legal proceeding related to its/their business conduct? Has the Organization or any employees of the Organization been the subject of any such actions in the past three (3) years? If yes, please explain.

13. Is the Organization subject to any non-compete and/or non-disclosure agreements that would affect the services that you would provide for Summitt Energy? If yes, Please explain.

14. Have you ever been convicted of, or plead guilty or no contest to or have been the subject of a finding of guilt by a judge or jury to a criminal offense other than a minor traffic violation? If yes, please provide details of all offenses including nature, circumstances, and dates.

15. Please provide any other information pertinent to this application:
