



SUMMARY

Being a WPM Agent provides the following opportunities for a motivated individual, or team:

A chance to build their own business with no upfront start-up fee. Also, backed by the established WPM infrastructure and a brand with a 10-year track record, an agent is able to spend 100% of the time developing their business.

There is uncapped earning potential as well as possible performance-based bonuses.

Expanding the market

There is an opportunity to take this leading print management delivery system to the many areas throughout Australia not currently serviced by WPM.

The advantage is the leading-edge technology, which is the main motivator in attracting prospective agents into the WPM network. They will be able to run their business with minimal outlay; the world-class system is already up and running and only needs to be exposed to more prospective clients.

AGENCY BUSINESS MODEL

The basic elements are these:

- Agents will be engaged by WPM on a contract for services basis. They will not be employees of WPM and must have their own business structure with an ABN.
- WPM will control the products and systems offered and this will be within a defined territory.
- The successful applicants will find their own clients, quote for jobs and manage production using all of WPM's highly competitive systems. Rapid growth is expected to come from print, promotional products, apparel and safety.
- The role is similar to a Senior Account Manager, with the aim of growing a portfolio of their own clients in their own sales territory.
- WPM will provide agents with controlled access to its systems for quoting, costing and recording.
- WPM will pay performance-based commission to the agent's business, monthly in arrears, once monies are collected by WPM.

What it takes to be a successful agent:

- You will need your own established network of business and social contacts, and the skill to build strong relationships.
- You must be able to manage the full sales cycle: sale, delivery and collection of monies.
- You should be someone with the desire and ability to run your own business. A quick learner who appreciates the value of innovative, organised and timesaving systems.

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