Tell us about your company:

Please answer all the following questions as completely as you are able, then email this form to [newdistributor@rhondium.com](mailto:newdistributor@rhondium.com)

Company Name

Physical Address

City State / Province

Zip / Postal Code Country

Shipping address

City State / Province

Zip / Postal Code Country

Website VAT / Tax number

Contact name Job title

Phone Mobile Phone

Skype name Email

**A. GENERAL INFORMATION:**

Number of years in business Number of employees

Annual turnover State currency e.g. USD / GBP

Is your company a subsidiary or owned by another company?

What is your specialist field and what % of total sales are made to end users?

**B. PRODUCTS CARRIED:**

What dental crown products do you sell?

Retail price:

**C. CUSTOMER CONTACT:**

How many sales people on staff?

How often are your call cycles for each customer?

**D. SUB-DISTRIBUTORS SUPPLIED:**

Do you have sub-distributors? Yes No

How many sub-distributors would you supply with Rhondium products?

How many customers would be supplied by sub-distributors?

How many sub-distributor sales people in total would be actively demonstrating and selling to end users?

**E. MARKETING**

What % of turnover is spent on marketing?

What is your general approach to marketing products?

Which of these forms of marketing is most important to your company? *Please specify*

Internet marketing: Yes  No  Print advertising: Yes  No

Direct Mail: Yes  No  Other

Which tradeshows do you exhibit at?

**F. DEMONSTRATION:**

How many dentists do you provide hands-on training for each year?

Which key opinion leaders do you support?

Do you sell products to universities Yes  No

If yes, which ones?

**G. CATALOGUES**

Do you have a catalogue? Yes  No  How many do you send?

How often do you send them? Specific distribution dates:

Web link to catalogue: Web link to pricelist:

How often do you update your catalogue?

Do you have a newsletter? Yes No

**H. WHERE DO YOU SELL?**

What country / region does your company sell in?

How many registered dentists are in your region?

What countries do you propose to sell Rhondium products in?

What is the cost of an indirect crown procedure in your country / region?

Maximum cost Minimum cost

Average cost

Which competitor crown-related products are in your market?

Product

Retail price

What type of dental crown material is the most popular with your dentist in your market?

Return the completed form to [newdistributor@rhondium.com](mailto:newdistributor@rhondium.com)