



## Consultant & Sales Outline

### OUTLINE OF SERVICES:

Representation of \_\_\_\_\_ with distributors alignment of territory NORTHEAST (MA ME VT NH RI CT NJ NY PA FL) both existing and or new appointments. (CIRCLE STATES).

Meritage W&S provides distributor introductions, distributor management, sales objectives and producer insight on pricing, programming, sales meetings, key account presentations, trade shows and overall brand development in the above stated territory. Your portfolio review is very important; your core items based on key price points, profitability and scalability going forward.

### MINIMUM MONTHLY RETAINER:

MW&S handles all expenses in the local markets licenses, gas, car rentals, hotels, entertainment, insurances) we require a monthly minimum fee for services described above. \$\_\_\_\_\_per month. Any shipments during a given month that exceeds this retainer then an additional commission is earned from FOB pricing.

MW&S requires a minimum 24-month agreement, with applicable contractual service policy for both companies to review. We also require a sample budget (100% producer paid) as wholesalers only shares sample cost with their reps whom take your products to the trade.

It would be a pleasure to work together on building brand volume and equity for (**company name**) on the East Coast. I am available to speak when your schedule permits.

### Contact:

Ed Edwards

(508) 280-5755.

Web [www.maritagewineandspirits.com](http://www.maritagewineandspirits.com)

[Ebe.meritage@comcast.net](mailto:Ebe.meritage@comcast.net)