

Sample Sales Representative Agreement

This is a basic sales representative agreement. After establishing a rapport/relationship with your customers, it is advisable to use a standby letter of credit with your buyers (issued by the buyer's foreign bank and confirmed by your U.S. bank) and ship on open account. Your relationship with your distributors is just as important as your relationship with the manufacturer/supplier. Do not worry so much about exclusivity with the manufacturer, but obtain exclusivity with your distributors abroad. Request the best wholesaler price list in the U.S. and then add 15% with 5% as a cushion to manage (for discounts, etc.). The commission of your agent/distributor abroad alerts you to what is going on in the market—pay attention. Represent suppliers close to you (no more than a two hour drive). You will need cubic feet for exporting which QuickBooks lacks. Free Carrier (FCA) ships to your freight forwarder.

AGREEMENT

The undersigned parties agree to the following:

This is an agreement between **SUPPLIER** and **INTERMEDIARY**.

All the accounts brought by **INTERMEDIARY** are always **INTERMEDIARY** accounts.

As long as **SUPPLIER** sells to any of the **INTERMEDIARY** accounts and **INTERMEDIARY** is actively involved in soliciting orders every month on those accounts, **SUPPLIER** will pay **INTERMEDIARY** the difference between the sales price in the invoice and the cost given to **INTERMEDIARY** within 30 days after the money is received by **SUPPLIER**.

INTERMEDIARY will send **SUPPLIER** on a regular basis the names of the accounts brought or managed in a separate Exhibit A –None of the accounts brought or managed by **INTERMEDIARY** are buying from **SUPPLIER**.

In case of disagreement that cannot be settled between **SUPPLIER** and **INTERMEDIARY**, the difference will be solved by binding arbitration in **CITY, STATE, USA**.

Agreed and accepted on the **DAY** of **MONTH** of **YEAR**.

Signature

Signature

Print Name

Print Name

SUPPLIER
ADDRESS
CITY, STATE ZIP
Phone: (###) ###-####

INTERMEDIARY
ADDRESS
CITY, STATE ZIP
Phone: (###) ###-####