



## ACCOUNT REPRESENTATIVE PROGRAM

### Purpose

This program tries to find good representative who is willing to promote Mean Well products on an account basis.

### Program Descriptions

Type	Account Reps
Definition	Account Rep is an independent person or organization and is not an employee of MWUSA and will only be paid by bringing new business to MWUSA.
Qualification	1. 3+ years power supply experience. 2. Knowledge of the local territory.
Retainer (Monthly)	\$1000.00 (Max. 12 months)
Commission (Monthly)	5% of new business developed.
Incentive	\$500.00 ~ \$1000.00 one time bonus for bringing in new customer who will have annual sales > \$100K+

### Program Procedures

1. Initially, the representative shall select a minimum of 10 target accounts that he/she is willing to target and must fill out the Target Account List.
2. Mean Well USA will provide promotion material, company profile, and catalogs.
3. The Representative shall follow up the target accounts and send the weekly activity tracking report to Mean Well USA.
4. Mean Well may do account call with the Representative together.
5. Mean Well will review the performance every 3 months.