



**New Distributor Survey
United States Distributors**

| | | | |
|-------------------|--|-----------------------|--|
| Company | | Contact Person | |
| Address | | Title | |
| City/State | | Email | |
| Zip Code | | Phone | |
| Website | | | |

| | | | |
|--------------------------|--|------------------------------------|--|
| Sales Territory | | Number of Employees | |
| Your Market Share | | Do you manufacture? | |
| Markets Served | | What are your annual sales? | |

How did you hear about Thomas Medical?

Who is your biggest competitor?

Are products similar to Thomas Medical sold in your territory? Explain.

What is your growth strategy for our product line?

What kind of marketing activities do you utilize (email, trade shows, mailers, etc.)?

What kind of sales activities do you utilize?



Driven to innovate... focused on care™

www.thomasmedical.com | +1 800-556-0349 | 6102 Victory Way, Indianapolis, IN 46278 USA

Do you have an outside salesforce?

How do you win business and who sends your orders?

Please tell us a success story that your business has been involved in?

Please provide a reference below:

Do you engage in e-commerce to sell your products?

Do you have any contacts with GPO's, GSA's, IHN's, etc.?

Do you have a warehouse to properly store medical grade products?

Is there anything else you would like to tell us?

Thank you for taking the time to complete this questionnaire. Please email it to customerservice@thomasmedical.com and we will review in a short amount of time.