

**New Distributor Survey
International Distributors**

Company		Contact Person	
Address		Title	
City/State /Province		Email	
Country /Postal		Phone	
Website			

First year in business

Size of Market (in millions)		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.

Please describe the healthcare system in your country.

Do you work with any U.S. based companies? Who?

What is your growth strategy for our product line?



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

What kind of sales activities do you utilize?

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:

How are products going to be registered in your country?

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.