



### Prospective Baby Barrier Dealer Information

Target Markets: Austin, TX; Dallas/Fort Worth, TX; Houston, TX; Phoenix, AZ; Scottsdale, AZ; Southern CA, Southern GA

- **Free in the field 2 day training with our Baby Barrier Pool Fence Installation Expert at our corporate location in SWFL**
- **Building a small business with low cost to enter-Prospective Dealer's cost would be:**

*Travel & Accommodations to and from training location*

*Startup Inventory purchase of \$2500*

*Core Drill & Bits approx \$2000*

*Marketing and promoting business in your prospective territory*

The process from start to finish on what it looks like to become a Baby Barrier Dealer:

1. Fill out inquiry on our website
2. Phone interview with corporate about WHY you are interested in becoming a Baby Barrier Dealer
3. We will request you fill out a Bio on yourself to give us a relevant work history on record
4. We review the bio and setup another phone call
5. If moving forward, we will discuss travel plans and schedule a 2-day in the field training with our installation expert at jobs in our corporate location in SWFL.
6. Once training is complete, we will go over ordering processes and account creation (insurance requirements, payment preferences, etc.)
7. Logistics on where to send your first inventory order and how to get your installation equipment ordered
8. Follow up by phone with lead building and closing sales progress

\*\*\*We have not yet taken away territory from an existing dealer but we monitor how your area is producing and decide whether or not your market is being serviced adequately by the amount of fence that is purchased and ongoing communication with corporate.

Why become a BABY BARRIER dealer vs other brands?

- Flexible and custom sizing available
- An established customer and referral base
- Support from a company who has been around since 1963!
- American Made
- Warehouse which maintains a healthy inventory on hand, quick lead times