

Basic Information for Potential Franchise-Partners

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A. Profile for a potential AQUAPOL Franchisee

Minimum age

30 years

Special characteristics

zealous, persistent, self-confident, very diligent, sociable, committed to business, technically/commercially experienced, eager to learn, organizing skills

Professional career

*Successfully active in a leading position,
Experience in the building trade would be of advantage*

Basic attitude towards life and work

very positive

Financial background

positive

B. Sales network

The purpose is to establish an **AQUAPOL Sales Network**. In this network fulltime staff should be active in selling **AQUAPOL products** after the initial period.

The **AQUAPOL Sales Staff** should be trained in selling and they should be open-minded towards technical, intelligent products. The **AQUAPOL sales staff (consultants)** should be honest people ambitious enough to establish many **AQUAPOL information centers** throughout the country, which they care for in order to get constantly new contact addresses.

Knowledge and skills of an **AQUAPOL Consultant**

Minimum qualification requirements	Skills taught by the <u>AQUAPOL Training Programme</u>
<ol style="list-style-type: none"> 1) Communication skills (balance between listening and talking) 2) Experienced in Sales 3) Some experience in trade fairs 4) Sound, well-conducted appearance 5) Reliable and punctual 6) Being able to read construction plans. 7) Being experienced in the building trade would be advantageous! 	<ol style="list-style-type: none"> 1) Performing building analyses 2) Completing construction plans, plan legends 3) AQUAPOL presentation and advisory techniques 4) Basic knowledge of masonry analysis, moisture symptoms and basic measuring technique 5) Basic knowledge about accompanying measures and renovation techniques 6) Able to write correct offers 7) Contacting and conversation during trade Fairs

C. Installation-Service

The Technician for Installation & Service is responsible for installing devices, subsequent measurements, expert consulting and renovation concepts. Preferably he should be experienced in electronics and/or the building trade.

Knowledge and skills of an **AQUAPOL Technician**

Minimum qualification requirements	Skills taught by the <u>AQUAPOL Training Programme</u>
<ol style="list-style-type: none"> 1) Communication skills (balance between listening and talking) 2) Experience in service and customer service 3) Experience in measuring techniques 4) Skilled craftsman 5) Sound, well-conducted appearance 6) Reliable and punctual 7) Able to read ground plans 8) Experienced in the building trade advantageous! 	<ol style="list-style-type: none"> 1) Performing building analyses 2) Completing of ground plans, plan legends, drawing plans 3) AQUAPOL presentation and consulting techniques 4) Masonry analysis techniques, moisture symptoms, measurement technique 5) Installation of the AQUAPOL device, service techniques 6) Training in the principles of radiaesthetics 7) Checklist techniques 8) Sound knowledge of economical accompanying measures and renovation techniques 9) Error analysis techniques

D. Staff structure

The ratio between the sales and the installation service personnel is at about 4:1 up to a maximum of 5:1 – with one clerical staff.

E. Training

Aquapol offers an **AQUAPOL Training Programme** for the AQUAPOL Consultants as well as for the AQUAPOL Technicians. The full-time training takes – for

a) the AQUAPOL Consultants: 2–4 weeks

b) the AQUAPOL Technicians: 8–10 weeks

Parts of the theory training are studied at home as correspondence courses which are supervised from the training department in Austria. The practical training will take place mainly in Austria. Everyone having completed a course gets a certificate. Subsequent training will take place in Austria as well as abroad.

F. Administrative and Organizational Training

During the course in Austria one day is dedicated to this aspect.

G. Entrance Fee & AQUAPOL Starter Package

With the entrance fee the large **AQUAPOL Starter Package and the exclusive marketing and trade-mark protection rights** are purchased. The entrance fee covers the costs for the training and the measuring equipment for one technician and one consultant.