

	DISTRIBUTOR OVERVIEW	AUTHORIZED USER OVERVIEW
<b>Description</b>	<i>TOWES is sold across Canada through a network of Distributors. A Distributor earns revenue by purchasing TOWES products at wholesale price and reselling them at suggested retail price. Distributors may also bundle TOWES with other products and services they offer.</i>	<i>TOWES Authorized Users purchase assessments directly from TOWES to use for internal assessment programs. This type of TOWES agreement allows organizations to oversee the administration of TOWES internally without working through a Distributor.</i>
<b>Benefits</b>	<ul style="list-style-type: none"> <li>Organizations earn revenue by selling assessment and training services</li> <li>Organizations that undertake a large annual volume of testing benefit from paying wholesale</li> </ul>	<ul style="list-style-type: none"> <li>Organization who wish to have greater control over their assessment initiatives, including administration, scheduling and location of testing</li> </ul>
<b>Terms of Use</b>	<ul style="list-style-type: none"> <li>Sign a non-exclusive distribution agreement within Canada</li> <li>Comply with TOWES administrative protocols and security procedures</li> <li>Complete all necessary certification training</li> </ul>	<ul style="list-style-type: none"> <li>Sign an authorized user agreement</li> <li>Comply with TOWES administrative protocols and security procedures</li> <li>Complete all necessary certification training</li> </ul>
<b>Reselling</b>	Yes, within Canada	No
<b>Purchase Price</b>	Wholesale Price	Suggested Retail Price
<b>Support Services</b>	<p>TOWES will provide:</p> <ul style="list-style-type: none"> <li>Training and certification on TOWES products</li> <li>Access to marketing information and materials; company listing on the TOWES website</li> <li>Promotional support</li> <li>Direct access to TOWES staff for ongoing support</li> </ul>	<p>TOWES will provide:</p> <ul style="list-style-type: none"> <li>Initial start-up training and certification on TOWES products</li> <li>Direct access to TOWES staff for ongoing support</li> </ul>
<b>Fees</b>	Annual Fee	Start-Up Fee