



# Business Ownership Opportunity with Xerox

## Be a part of our world-class Sales Agent Program

### Profits. Independence. Support from day one.

These are just a few reasons to become a Xerox Authorized Sales Agent. There are many more.

Becoming a Xerox Authorized Sales Agent gives you access to the vast resources of a Xerox while maintaining your independent, entrepreneurial spirit to grow your business.

You'll be calling on the largest and fastest growing segment of the document management market—small and medium businesses—as well as larger commercial and public sector enterprises in your defined sales territories.

#### You provide:

- Storefront/demo room
- Business savvy and entrepreneurial enthusiasm
- Sales coverage for your assigned marketplace
- Basic start-up funding
- A desire to remain independent

#### Xerox provides:

- Base sales commission, annuity programs, rebates, and performance-based incentives
- Continually updated marketing database, including equipment histories, contact information and competitive products
- Leads, trigger reports and profile data on high-potential prospects
- Sales and business training, plus specialized courses for you and your reps
- Advertising support and resources, including marketing co-op funds
- Customer financing programs
- Technical service and support
- Order processing, fulfillment, billing administration and collection, saving you the time and effort of managing accounts receivable
- Xerox Automated Sales Support Tools - helping you improve marketplace coverage and territory management



#### Xerox Authorized Sales Agent at a glance

- An important Xerox® sales channel for over 35 years
- Independent business owners' partner with Xerox for customer solutions, services, and products as well as sales tools and support
- Exceptional earnings potential with base sales commissions, incentives, and optional complementary programs
- Access to Xerox Agent Dealer and Reseller programs
- Unlimited growth opportunities in dynamic document management market with Xerox award-winning innovation and leadership

**xerox**™