

P.O. Box 1178, Greeneville, TN 37744  
 Phone: 800.274.4732 • Fax: 800.570.0683  
 www.packageexpresscenters.com

## Partnership Qualifying Survey

**INSTRUCTIONS:** Complete the contact information then click on the box beside each entry that applies to your store (click again to deselect). The "Potentialometer" at the bottom will tally your score. Click "SUBMIT" to send this information to PEC. If you do not receive a call within 2 days, please call 1.800.274.4732

Store Name: \_\_\_\_\_  
 Owner Name: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City: \_\_\_\_\_ ST \_\_\_\_\_ ZIP \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 Email Address: \_\_\_\_\_

**Privacy Notice:** All information shared in this survey is considered confidential and used for solely to help determine potential for success of "Package Processing & Shipping" within the market area of the retail store.

**1. Annual Sales Volume:** (Approx.)  
 Under \$100,000  
 \$100,000 to \$250,000  
 Up to \$500,000  
 Up to \$1 Million  
 Over \$1 Million

**2. Square Footage:** (Approx.)  
 1,500 & Under  
 1,500 to 3,000  
 3,000 to 5,000  
 5,000 to 10,000  
 Over 10,000

**3. Store Hours:** (Choose as many as apply)  
 Open all weekdays  
     Hours \_\_\_\_\_  
 Open past 5 PM on weekdays  
 Open Saturdays  
     Hours \_\_\_\_\_  
 Open Sundays  
     Hours \_\_\_\_\_

**4. Customers Per Day:** (Average)  
 0 - 25  
 26 - 50  
 51 to 100  
 101 to 200  
 200+

**5. Number of Employees:**  
 2 or less  
 Up to 6  
 Over 6

**6. Store Management:**  
 Owner Runs Store  
 Owner Rarely In Store  
 Absentee Owner

**7. Phones:**  
 Phones are Answered Live  
 Phones use Recorded Menu

**8. Primary Clientele:**  
 Over 90% residential  
 50/50 residential & commercial  
 Primarily commercial

**9. Customer Service:**  
 Dedicated Cust. Serv. Counter  
 Key Cutting  
 Screen Repair  
 Knife/Scissor Sharpening  
 Rental Equipment

**10. Current Store Ownership:**  
 Less than 1 year  
 2 to 5 years  
 5 to 10 years  
 Over 10 years

**11. Promotions I agree to do for this service:** (Choose as many as apply)  
**In-Store Promotion**  
 Signs Only - No other Advertising  
 Bag & Statement Stuffers  
**Outside Advertising**  
 Direct Mail Program  
 Tag Line Circulars  
 Include in Radio or Cable TV  
 Tag Line in Newspaper Ads  
 Dedicated Newspaper Ads  
 Promote through Chamber of Commerce

**Local Newspaper:** \_\_\_\_\_

**12. Expectations:** (Choose as many as apply)  
 Long Term Traffic Builder  
 Build Profit Center over time  
 Want immediate results  
 Understand 2-year Building Block Period  
 Pre-paid "Drop-Off" Packages increase store traffic. I intend to accept, charge a small fee, and enter in software

**How did you hear about PEC?**

**Primary Retail Business:**

Please rate your interest in this service on a scale of 1 to 10 (10 = highest interest, 1 = no interest).

INTEREST RATING

*This score is not a guarantee of success or failure. Your Account Manager will share additional factors that may improve or alter your potential.*

