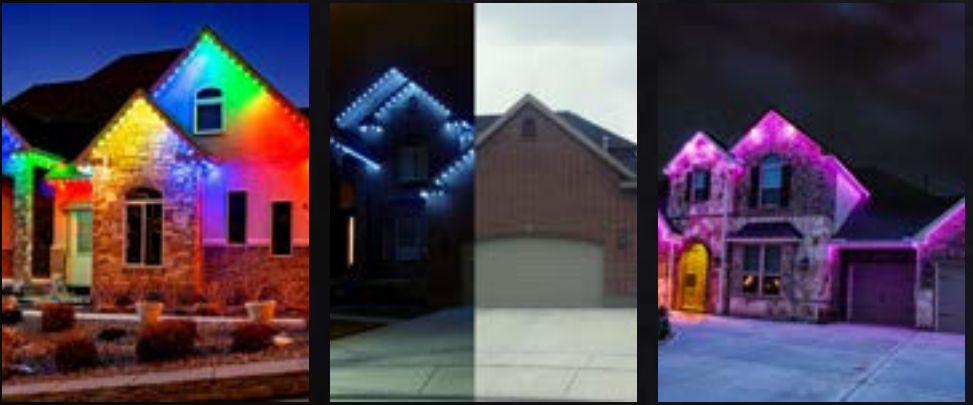




# DEALERSHIP OPPORTUNITY



## PERMANENT EXTERIOR LIGHTING

RESIDENT & COMMERCIAL  
HOLIDAY & ACCENT LIGHTING  
PATIO & DECK LIGHTING

[WWW.TRIMLIGHT.COM](http://WWW.TRIMLIGHT.COM)



# DEALERSHIP OPPORTUNITY

MANY OF THE FEATURES OF A TRIMLIGHT DEALERSHIP:

## PROTECTED TERRITORIES



COVER YOUR LOCAL AREA WITHOUT STRETCHING PAST YOUR CAPABILITIES. WITH A **TRIMLIGHT** DEALERSHIP YOU ARE ABLE TO LEASE A SMALL GEOGRAPHICAL AREA STARTING AT YOUR ZIP CODE AND EXPAND INTO MORE MARKETS AS YOUR COMPANY GROWS AND EXPANDS.

OUR PACKAGES START AT JUST A 10 MILE RADIUS FROM YOUR ZIP CODE AND YOU ARE ABLE TO BE ONE OF THE ONLY DEALER FOR TRIMLIGHT IN THE AREA. WITH TRIMLIGHT DEALERSHIPS, YOU WILL ONLY HAVE A ONE TIME LEASE PAYMENT FOR THE ZIP CODES AND NEVER HAVE ANOTHER PAYMENT.

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## LOW START-UP INVESTMENT

THERE IS LOW CAPITAL REQUIRED TO START UP A **TRIMLIGHT** DEALERSHIP. WE OFFER INEXPENSIVE SALES AIDS TO HELP WITH CLOSING THE DEALS. WE OFFER MARKETING ADVICE, BEST PRACTICES, YARD SIGNS, SIGNAGE FOR VEHICLES AND TRAILERS.

START UP COSTS FOR A **TRIMLIGHT** DEALERSHIP ARE BASED UPON YOUR UNIQUE GEOGRAPHICAL AREA FOR ADVERTISING. WE WANT YOU TO MAKE MONEY WITH THIS INVESTMENT SO ADVERTISING TRIMLIGHT IN YOUR AREA IS REQUIRED BUT COMPLETELY UP TO YOU AND YOUR SPECIFIC ADVERTISING OPPORTUNITIES.

WE ALSO OFFER ACCESS TO COMPANY PHOTOS, LOGOS, ESTIMATING SHEETS, NATIONAL WEB PRESENCE, AND PRE-MADE COMMERCIALS AND VIDEOS.



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## MINIMAL COMPETITION

TRIMLIGHT IS A UNIQUE PRODUCT THAT OFFERS A BRAND NEW PRODUCT LINE THAT HAS LITTLE TO NO COMPETITION.

WITH A DEALERSHIP IN YOUR SERVICE AREA, YOU BECOME ONE OF THE ONLY AUTHORIZED RESELLERS FOR THE TRIMLIGHT PRODUCTS. WHILE COMPETITORS WILL DESIRE TO COMPETE WITH YOUR NEW PRODUCT THEY WILL BE AT A DISADVANTAGE TO YOU AS A DEALER.

YOU WILL KEEP YOUR INSTALLATION CREW AT A COMPETITIVE ADVANTAGE!

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**DON'T HESITATE ! CALL TRIMLIGHT TODAY TO RESERVE YOUR AREA NOW**  
**PERMANENT HOLIDAY LIGHTING**



KEY FEATURES TO THE TRIMLIGHT SYSTEM TO HELP YOU MAKE \$\$\$

## CARBON COPY BID SHEETS

WITH SIMPLE TO FILL OUT AND READ, OUR BID SHEETS ARE PERFECT FOR HELPING TO DOCUMENT EVERY PROJECT WITH LESS EFFORT. WITH 3 COPIES, YOU WILL HAVE:



- FOR THE CUSTOMER WITH YOUR PERSONALIZED PHONE NUMBER
- ONE FOR YOUR RECORDS IN CASE THEY CALL MONTHS LATER FOR A **TRIMLIGHT** INSTALL
- THE FINAL SHEET IS DESIGNED TO GIVE THE APPROPRIATE INFORMATION INTO THE HANDS OF YOUR INSTALLER TO HELP THEM BETTER UNDERSTAND ALL THAT WAS ON THE CONTRACT OR THE ORIGINAL ESTIMATE.
- WITH A DETAILED NEEDS LIST, THE CARBON COPY BID SHEETS MAKE IT EASY TO ORDER ALL THE MATERIALS NEEDED FOR YOUR PROJECT WITHOUT REVISITING THE SITE MULTIPLE TIMES.

## DIGITAL ESTIMATING EXCEL FILES

FOR ALL DEALERS THAT WANT TO HAVE ALL THE CONTROL OF THEIR BUSINESS WITH A SIMPLE CLICK OF THEIR FINGERS. WE OFFER ALL DEALERS A DIGITAL COPY OF TRIMLIGHT'S ESTIMATING SHEET THAT IS USED THROUGH GOOGLE DRIVE OR MICROSOFT'S® EXCEL SOFTWARE. YOU CAN EASILY BID OUT ALL THE PRODUCTS WITH BUDGETARY ACCURACY ON COSTS



OUR ESTIMATING SHEET WILL AUTOMATICALLY CALCULATE APPROXIMATE SHIPPING COSTS, COSTS OF YOUR INSTALLERS, PROFITABILITY ON INDIVIDUAL QUOTES, BILL OF MATERIALS FOR ORDERING, PROFITABILITY CHART FOR PIECE RATE INSTALLERS, AND MUCH MORE.

MICROSOFT® EXCEL SOFTWARE NOT INCLUDED

## PORTABLE SALES AIDES

NOTHING SELLS TRIMLIGHT BETTER THAN A SALES REPRESENTATIVE WITH AN EYE CATCHY DISPLAY. THIS EFFECTIVE AND LIGHTWEIGHT DISPLAY ALLOWS THE SALESMAN TO EFFECTIVELY SHOW HOW THE SYSTEM WORKS IN THE COMFORT OF THE INDOORS.

WITH A WORKING SECTION OF TRIMLIGHT YOU CAN EASILY EXPLAIN TO ALL OF YOUR CLIENTS HOW TRIMLIGHT IS INSTALLED AND MAINTAINED WITH THIS SIMPLE DISPLAY. THIS DISPLAY WILL PROVE TO ALL OF YOUR CLIENTS OF THE PROFESSIONALISM THAT GIVES THEM CONFIDENCE IN THE TRIMLIGHT PRODUCT.

INCLUDED FOR ALL PACKAGES. DUPLICATE UNITS AVAILABLE FOR SEPARATE PURCHASE.



**" FOR MY SMALL BUSINESS, BUYING A TRIMLIGHT DEALERSHIP WAS A SIMPLE DECISION. I GOT TIRED OF COMPETING IN A CROWDED MARKET. TRIMLIGHT OFFERED ME A BRAND NEW PRODUCT THAT MOST PEOPLE WERE BEGGING FOR AND WITH THE LOW START-UP COSTS, IT WAS THE SMARTEST DECISION I HAVE EVER MADE."**

## OPTIONS AND COSTS OF AN EXCLUSIVE DEALERSHIP

Packages	Costs	Features
<b>PACKAGE A</b>	\$60.00 PER ZIP CODE LEASED + \$2,500.00	1. PACKAGE OF 1500 SALES AIDS (CUSTOM SALES LEAD, INCLUDES NAME AND NUMBER) 2. CUSTOMIZED ESTIMATING SHEET, 1 OPERATING HANDHELD DISPLAY IN CASE WITH CONTROLLER, ESTIMATING SOFTWARE 3. 1 MASTIC ALUMINUM COLOR SAMPLE 4. EXTRA INVENTORY PARTS FOR REPAIRS OR UPGRADES REQUIRED 2 DAY TRAINING IN SALT LAKE CITY, UTAH
<b>PACKAGE B</b>	\$60.00 PER ZIP CODE LEASED + \$3,500.00	1. ALL OF PACKAGE A CONTENTS 2. 20 CUSTOM YARD SIGNS 3. PACKET OF 1000 DOOR HANGERS 4. 10 EMBROIDERED POLO SHIRTS REQUIRED 2 DAY TRAINING IN SALT LAKE CITY, UTAH
<b>PACKAGE C</b>	\$60.00 PER ZIP CODE LEASED + \$10,000.00	1. ALL OF PACKAGE A CONTENTS AND PACKAGE B CONTENTS 2. 120-150' OF TRIMLIGHT FOR A SAMPLE HOME FOR THE 2 DAY TRAINING. 3. 2 DAY ON-SITE TRAINING AT YOUR LOCATION .
<b>Requirements for Exclusive Dealership Lease</b>		
1. LOCAL ADVERTISING OF \$200 EACH YEAR PER ZIP CODE. ANNUAL RECEIPTS DUE JANUARY 31ST OF EACH YEAR. 2. A MINIMUM OF 400 LINEAR FEET OF CHANNEL PURCHASED EACH YEAR PER QUANTITY OF ZIP CODES LEASED, WITH A REQUIREMENT OF 10% GROWTH EACH FOLLOWING YEAR.		

## HOW TO CALCULATE YOUR START-UP PRICE

TO BETTER UNDERSTAND HOW MANY ZIP CODES YOUR DESIRED AREA CONTAINS. WE RECOMMEND GOING ON ZIP CODE FINDING SITES LIKE:

[HTTP://WWW.FREEMAPTOOLS.COM/FIND-ZIP-CODES-INSIDE-RADIUS.HTM](http://www.freemaptools.com/find-zip-codes-inside-radius.htm)

ONCE YOU HAVE ENTERED YOUR ZIP CODE AND THE DESIRED MILE RADIUS FROM A CENTRAL LOCATION. MULTIPLY THE NUMBER OF ZIP CODES IN THE AREA BY THE PRICE ASSOCIATED WITH THE PACKAGE ABOVE THAT YOU WANT TO LEASE.

REMEMBER THE SMALLER THE RADIUS THAT YOU LEASE, THE MORE LIKELY A COMPETITOR HAS THE OPTION TO LEASE THE REMAINING ZIP CODES AROUND YOUR AREA.

AS LONG AS THE ABOVE CONDITIONS ARE MET EACH YEAR, TRIMLIGHT RESERVES THE RIGHT TO REASSIGN ANY DEALERSHIP THAT DOES NOT COMPLY WITH TRIMLIGHT'S RULES AND OBLIGATIONS WITH NO OPTION FOR A REFUND FOR POOR PERFORMING DEALERSHIP AREAS.



LEGAL DISCLAIMER: TRIMLIGHT AND/OR ILLUMINATION ENTERPRISES HEREBY NOTIFIES ALL RECIPIENTS OF TRIMLIGHT PRODUCTS THAT WE ARE NOT RESPONSIBLE FOR THE ELECTRICAL ASPECT OF THIS PRODUCT. WE ARE NOT RESPONSIBLE OR LIABLE FOR ANY AND ALL ELECTRICAL COMPONENTS OR ANY DAMAGE CAUSED BY THE FAULTY ELECTRICAL SYSTEM INSTALLED OR EXISTING SYSTEM IN PLACE. TRIMLIGHT IS NOT THE MANUFACTURER OF THE ELECTRICAL BULBS, WIRE, PLUGS OR ANY OTHER ELECTRICAL COMPONENTS AND ARE PURELY INSTALLING THESE ITEMS ACCORDING TO THE MANUFACTURERS RECOMMENDED METHODS. TRIMLIGHT ONLY INSTALLS EXISTING TECHNOLOGY INTO A PATENTED CHANNEL. ANY FAULTY OR DEFECTIVE MATERIALS WITHIN THE ELECTRICAL SYSTEM OF THIS LIGHTING PRODUCT WOULD FALL SOLELY UPON THE RESPONSIBILITY AND LIABILITY OF THE MANUFACTURER OF THE SAID COMPONENTS. TRIMLIGHT MAY OFFER TO REPLACE OR GUARANTEE ANY ITEM ON THE SYSTEM SOLELY FOR YOUR PROTECTION BUT DOES NOT HOLD ANY RESPONSIBILITY OF THE DANGERS OF DEALING WITH ELECTRICITY. TRIMLIGHT AND IT'S AFFILIATES ARE NOT LICENSED ELECTRICIANS AND RECOMMENDS TO HAVE A LICENSED ELECTRICIAN CHECK FOR ALL APPLICABLE NEC CODES.

801-382-TRIM  
INFO@TRIMLIGHT.NET

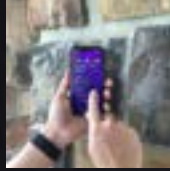


## PACKAGE A

\$60.00 PER ZIP CODE  
+ \$2,500



1500 SALES AIDS



HANDHELD SALES DISPLAY



200 CARBON COPY  
ESTIMATING SHEETS



SPARE PARTS INVENTORY



TRIMLIGHT ALUMINUM  
COLOR SAMPLES

## SAMPLE START UP FOR PACKAGE A



EXAMPLE: SALT LAKE CITY, UTAH

CENTER ZIP CODE: 84101

QUANTITY OF ZIPS IN AREA: 65

65 ZIP CODES X \$60.00 PER LEASE = \$3900

FOR EXCLUSIVE DEALERSHIP TERRITORY

ADD PACKAGE PRICE

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## PACKAGE B

\$60.00 PER ZIP CODE  
+ \$3,500



1500 SALES AIDS



HANDHELD SALES DISPLAY



200 CARBON COPY  
ESTIMATING SHEETS



SPARE PARTS INVENTORY



TRIMLIGHT ALUMINUM  
COLOR SAMPLES

**PACKAGE B ALSO INCLUDES EVERYTHING IN PACKAGE A**



10 CUSTOM POLO SHIRTS  
AND 5 HATS



20 CUSTOM YARD SIGNS



1000 DOOR HANGERS

801-382-TRIM  
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## PACKAGE C

\$60.00 PER ZIP CODE  
+ \$10,000



1500 SALES AIDS



HANDHELD SALES DISPLAY



200 CARBON COPY  
ESTIMATING SHEETS



10 CUSTOM POLO SHIRTS  
AND 5 HATS



SPARE PARTS INVENTORY



A



TRIMLIGHT ALUMINUM  
COLOR SAMPLES



20 CUSTOM YARD SIGNS



B



1000 DOOR HANGERS

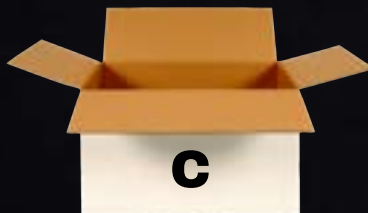
**PACKAGE C ALSO INCLUDES EVERYTHING IN PACKAGE A AND B**



**120-150' OF 6" SPACING OF  
RESIDENTIAL TRIMLIGHT  
FOR THE SAMPLE AND  
ONSITE TRAINING HOME.**



**2 DAY ON SITE TRAINING (LOWER  
48 STATES ONLY) WITH AN  
AUTHORIZED REPRESENTATIVE  
TO TEACH INSTALLERS AND  
OWNERS ON HOW TO INSTALL  
TRIMLIGHT AND THE INS AND  
OUTS OF BIDDING HOMES AND  
FULL PRODUCT TRAINING.**



C