



Southern Simulator Sports

## Partnership Program

First off, thank you for your interest in becoming a partner for Southern Simulator Sports!

### Who we are

Over the last eight years... We have become distributors of residential & commercial golf and multi sport simulators, for seven of the top ten major players in the industry!

We have built our portfolio to ensure our clients have options! Being able to offer these options gives us the ability to compare: products, price range, technology, footprints, aesthetics & post purchase technical support.

We are a small business of golf nerds. If you're reading this, then you are too! We pride ourselves in working closely with our clients to simplify a very convoluted and information heavy industry!

### Turn Key

Here at "S3" we do it all from start to finish! We begin by identifying the clients wants/needs/desires. Then the process goes like this...

- ◆ Identify the clients preference in product/brand.
- ◆ Give initial information on footprint & determine clients budget.
- ◆ Each company we represent has their own specialized set of "required" room dimensions, that allows their technology to fully function in the clients space.

### Room dimensions are KEY!

Once you have determined the clients (exact) room dimensions... Then we can recommend which brand of simulator will best fit in their space.

### Schematics and Renderings

After a couple of options have been chosen by the client. We then provide schematics and often times 3D renderings of how the simulator will look, feel & fit in the space.

### Initial quote

The next step is to provide an official invoice detailing all the pricing, which includes: product price, shipping cost, state tax, installation cost & post purchase maintenance options.

### Purchase time-frame

Lead/shipping times vary but are generally 6 to 8 weeks once a down payment has been made. A couple of the simulator companies we represent cannot offer their warranties unless they do the installation themselves. The install teams for these companies get booked out months in advance so getting your clients down payment and on the books to meet their schedule is crucial!

### **Aftercare**

This is where you can be your own boss. Offering your clients a yearly maintenance program at a fee of your discretion. This will give you the opportunity to make even more cash on top of your commission.

All of the companies we represent have “tech support” teams, so it’s usually pretty easy. You will have to schedule a call and be onsite, but all you have to do is follow the steps provided by the tech support agent!

If this is not in your wheelhouse... no worries! I have a three person team of tech guys ready to step in and get the job done.

### **Commission**

The way I look at it... We wouldn’t have the lead if it wasn’t for you! Our team has decided to do a 50/50 split on our high margins! Depending on the brand, we range anywhere from 7%-22% margins. This is a great way to make some serious income, all the while providing your client with a top tier entertainment system!

### **The Kicker**

I do all the leg work! Which consists of consulting, design, invoices & install scheduling. Once you have a potential client. I will act as the liaison between all parties (you- the partner, the client and specified brand).

As mentioned, we are a small company-so we do not offer any full or part-time employment. However, when/if the lead turns into a sale, you will receive your cut once the installation has been completed! Can it get any better than that?

### **Lastly**

Upon agreement and signing of this document, you will officially become a partner with Southern Simulator Sports. Thanks again for your interest and we look forward to working with you!!

## **“Enjoy The Walk”**

Signature \_\_\_\_\_ Date \_\_\_\_\_