



PIONEER
WATER TANKS

Master Dealer Program Recap



Year One of the
Master Dealer
Program has
been a roaring
success!



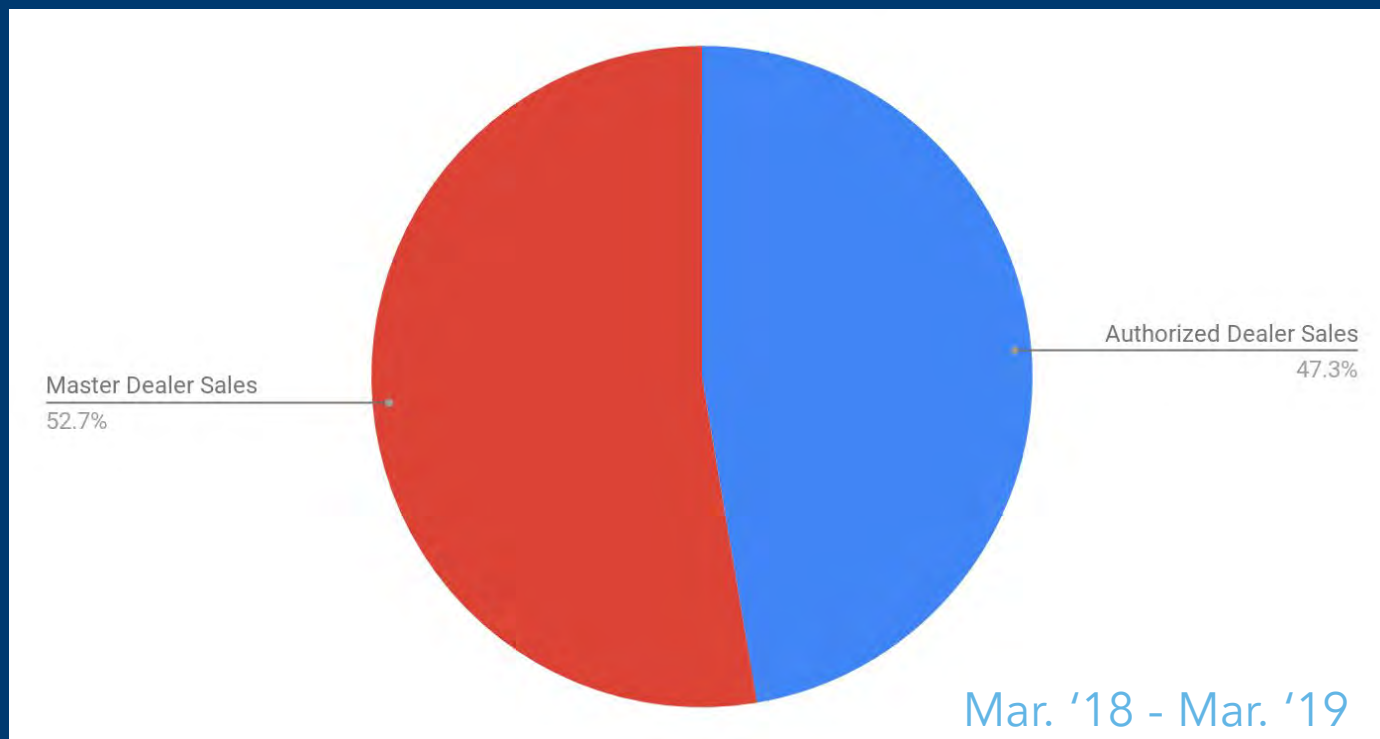
Almost all Master Dealers have met or surpassed \$100k sales goals.

As of 3/31/19. Those who haven't yet met sales goals are very, very close!



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Master Dealer Sales



**Master Dealer web marketing
campaigns received an average of 28
leads in March.**



Based on contact forms received through Google AdWords and Facebook for participating Master Dealers.

\$4500 Pioneer Bucks Earned!



Key Benefits:

- Access to our valuable marketing program.
 - \$500 in marketing value: 50% campaign \$, 50% management.
- Favorable payment terms.
 - Master Dealers in good standing get 10/90 terms.
- 12-month price freeze.
- The ability to earn "Pioneer Dollars"
 - Earn \$500 for every \$100,000 of invoiced sales. Can be applied toward inventory or marketing campaigns.

Program Requirements

- Achieve purchases of a minimum of \$100,000 in your first year as a Master Dealer, with a plan to increase sales each following year.
- Become an expert on Pioneer Water Tanks and utilize the *ONLY PIONEER* sales strategy to sell the outstanding benefits of the Pioneer tank to your customers.
- Position the Pioneer Water Tanks brand at the forefront of your sales and marketing strategy.
- Wherever possible, consider *ONLY PIONEER* first.

A Round of Applause for Our Current Master Dealers!

- All-Tex Irrigation
- Harvest Rain
- Harvested Rain Solutions
- Innovative Water Solutions
- Lakota Tank Company
- Rainwater Equipment
- Rainwater Systems, Inc.
- Tall Drink Rainwater Harvesting
- Tanks Alot
- Texas Water Well
- WaterMark Rainwater Harvesting

Other Administrative Stuff



Staff Changes

Tammy has moved on to a new adventure

- Financial and other administrative questions should come to my attention.
- Email checks to accounting@pwtamerica.com to ensure receipt.
- We're on the lookout for talent!



Kaleb Burkes has joined our team as fulfilment extraordinaire!

- In addition to keeping our warehouse in top shape, Kaleb has taken on all aspects of order processing, fulfilment, and warranty registration.
- To schedule tank pickups, please contact kaleb@pwtamerica.com





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New Authorized Installers



Back in October, we trained and certified additional Authorized Installers. You can contract with the Authorized Installer of your choosing- contact us for a list!



Order Process

1. Request a quote (using our form is the best way).
2. Review and sign your quote.
3. Return signed quote to us along with deposit per terms.
4. PWTA will process your order.
5. Make sure to schedule installation with your Authorized Installer!
6. Contact Kaleb for pickup arrangements.
7. We will send you an invoice when your tank leaves our warehouse, or 30 days from order date (whichever comes first).
8. Don't forget to complete and return your warranty cards! Kaleb will be sending them to you going forward.

Please Keep Your Accounts Current



A healthy cash flow allows us to keep inventory coming, offer competitive pricing, and put on fun events like this one!



Failure to keep your account in good standing may lead to revocation of terms or stoppage of supply.



Master Dealers must be in good standing to take advantage of special terms.

PWT Australia Dealer Conference

- ★ August 6-9, 2019
- ★ Wollongong, NSW
- ★ Tour of Bluescope Steel

