# Partner Profile Form

Complete as much or as little information as you feel comfortable in sharing. If you don't know an answer to a question, give your best estimate or leave it blank. The information you provide will help us better understand your business and is used to determine your eligibility and placement in our partner program.

## Initial Profile Form

1. Applicant Name
2. Email Address
3. Phone Number
4. Company Name
5. Company's Years in Business
6. Company Address
7. Company Web Address
8. Total Number of Employees
9. Total Number of Company Offices
10. Which Partnering Program are you interested in applying to?
    a. Affiliate
    b. Referral
    c. Tech Integration
11. What industries or expertise does your company possess?
12. What is your primary business driver or motivation for wanting to partner with Wild Child?
    a. You would like to expand your menu of services to include Wild Child's Tapped Out mobile app solution to your clients as a competitive advantage and to drive additional top-line revenue to your organization.
    b. You would like Wild Child to refer your products and services to our clients
    c. Other _____
13. In an ideal world, how quickly would you like to launch a partnership with Wild Child?

# Partner Profile Form

## Full Profile Form

1. Ownership Type
   a. Public
   b. Private
   c. Government
   d. Cooperative
2. Total Number of Sales Reps
3. Total number of Sales Support Resources
4. Number of consultants and/or independent contractors
5. Number of Marketing Support Staff
6. Annual Sales Revenue
7. Form of regular marketing campaigns and platforms (select all that apply)
   a. Blogs
   b. Newsletters
   c. Webinars
   d. White Papers
   e. Conferences
   f. Case Studies
   g. Podcast
8. Company Mission Statement
9. Company Core Values
10. Company strengths and weaknesses
11. Describe current partnership programs your company is currently participating in
12. Industries and market segments your organization serves
13. Your organization's differentiating factors
14. How do you position yourself against competitors?
15. How do you typically acquire customers?
16. How much beer do you currently brew and/or distribute in a calendar year?
17. Why do your customers choose to buy from you? (Select all that apply)
    a. Price
    b. Reputation
    c. Industry/Market
    d. Experience
    e. Referral
    f. Location
    g. Unique Product/Service
    h. Other - Solution Focus
18. Do we share common customers? If so, please provide examples.
19. What type of partnership do you envision?
    a. Referral Partner: (Earn recurring commissions by sending Shipware qualified leads)
    b. Alliance Partner: (Informal partnership of awareness with non-monetized lead swapping)
    c. Technology Partner (Integration between Shipware and other third-party systems)