

SELLING PLAN 4 – SELL YOUR PROFESSIONAL SERVICES (ON OUR E-COMMERCE STORE)

PLAN FEATURES AND COMPARISON TABLE

OPTION
04

BRIEF MEMBERSHIP DETAILS

Which SHOPMAX platform will be utilised for this membership?	SERVICE PROVIDER NETWORK (SPN)
Who will benefit from this type of membership?	ANY PROFESSIONAL SERVICE PROVIDER
Period of membership and contracting process	12 MONTHS (NO CONTRACTS)
Payment and billing for membership (minimal admin required)	ANNUALLY (IN ADVANCE)
Cancellation and refund policy	CANCEL ANYTIME (TERMS APPLY FOR REFUNDS)
Private and secure login access to member zone (when available)	<input checked="" type="checkbox"/>

KEY MEMBERSHIP BENEFITS

Dedicated marketing and business development team	<input checked="" type="checkbox"/>
Dedicated social media marketer, content creator and graphic designer	<input checked="" type="checkbox"/>
Your business is listed on an e-commerce platform	<input checked="" type="checkbox"/>
Upfront payment for improved cash flow (50% deposit / 50% completion)	<input checked="" type="checkbox"/>
Searchable online business profile (SPN) or individual profile (SAN)	<input checked="" type="checkbox"/>
Services can be ordered from our store (one service per region included)	<input checked="" type="checkbox"/>
Receive 10% discount for also listing your services in other regional areas	<input checked="" type="checkbox"/>
Products can be ordered from our store (one product listing included)	<input checked="" type="checkbox"/>
Receive 10% discount for each additional product listed	<input checked="" type="checkbox"/>
Receive 5% discount on all mobile, business and stationery products	<input checked="" type="checkbox"/>

INCLUDED - MARKETING CONTENT CREATION PACKAGE (GRAPHIC & VIDEO DESIGN)

Professionally designed marketing **advertisements** for your business



4 X ADS (ONE PER QUARTER)

Professionally designed marketing **videos** for your business



1 X VIDEO (ONE PER YEAR)

Corporate identity design package (logo, letterhead, business cards etc.)



Personalised marketing materials (business cards & marketing brochures)



INCLUDED - SOCIAL MEDIA MARKETING AND BUSINESS DEVELOPMENT PACKAGE

Free 24/7 advertising space for your business on our website



Facebook marketing (scheduled ads running weekly)



Instagram, Twitter, LinkedIn marketing (scheduled ads running weekly)



YouTube promotional video (available for 12 months)



Comprehensive training, marketing and selling bundle



REGISTRATION PROCESS

Register online (preferred and easy) or offline via email (takes longer)



Submit your contact details (name, mobile, email, address etc.)



Submit a certified ID document (only PDF format accepted)



Submit proof of address for last 3 months (only PDF format accepted)



Submit your company logo (only PNG / JPG formats accepted)



Submit your company profile (only PDF format accepted)



Submit your company registration (CIPC) (only PDF format accepted)



Submit your latest Curriculum Vitae (CV) (only PDF format accepted)



Submit recent head-and-shoulders photo (only PNG / JPG formats accepted)



- Submit a picture of your service (only PNG / JPG formats accepted)
- Submit details of your service (description, warranty, completion time, price etc.)
- Submit a picture of your product (only PNG / JPG formats accepted)
- Submit details of your product (description, warranty, shipping, returns, price etc.)

NON-NEGOTIABLE QUALIFYING CRITERIA – TO REGISTER FOR THIS SELLING PLAN

- Minimum age of 18 years (ID document to proof)
- Communication language – English (read, write & speak)
- South African citizen (native or naturalised / must be based in South Africa)
- Company registered and incorporated in South Africa (if a company is used)
- Grade 12 / Matric certificate (CV document to proof)
- Advanced computer skills (MS-Word / MS-Excel / MS-Outlook / Internet)
- Advanced social media skills (Facebook, Instagram, Twitter and YouTube)
- Have own pc / laptop and phone (or have access to these devices)
- Have own internet or Wi-Fi connection (or have free access to connectivity)
- Minimum monthly sales target = R2000 (must sell at least this per month)

PRICING STRUCTURE

- Total price (VAT included) (once-off payment in advance / per unit) **R900**
(R75 P.M. / PER REGIONAL AREA)
- Total success fee percentage (per product or service sold via store) **1%**
(% OF TOTAL INVOICE)
- Fulfilment, shipping and storage / warehousing fees
- Remuneration structure (commission earnings per product sold)

WHICH SERVICE PROVIDERS CAN JOIN AND BENEFIT FROM THIS SELLING PLAN?

Business Support Services

Accountants
Auditors
Tax practitioners
Human resource and payroll specialists
Company secretaries
Recruitment specialists
Employee benefit administrators

Financial planning, insurance and risk services

Certified financial planners
Individual insurance brokers (all insurance types)
Risk and asset managers
Private investigators
Corruption and forensic investigators

Professional property services

Property developers
Property and facilities managers
Project managers (sites & tenders)
Architects
Technical draftsmen
Town planners
Civil engineers
Electrical engineers
Structural engineers
Environmental engineers
Occupational health and safety specialists (OHS)
Quantity surveyors
Land surveyors
Estate agents

Legal Services

Legal bookkeepers
Individual practicing attorneys (all practicing areas)
Individual practicing advocates (all practicing areas)
Independent chairmen/-women (facilitating meetings)
Patents, copyright, trademark specialists

Information technology (IT), cloud and web

IT infrastructure and desktop support specialists
Office automation specialists
Security and surveillance specialists
Networking and cabling specialists
Point-of-sale (POS) specialists
VOIP and cloud telephony specialists
Disaster recovery and backup specialists
Cloud services specialists
DSTV / Audio and visual installers
Full stack software, web and mobile app developers

Logistics, courier services and drivers

Anybody owning and running a fleet of vehicles available for logistical services (fuel tankers, oil tankers, LPG tankers, small to large trucks, panel vans, bakkies, passenger vehicles and motorcycles)

Property maintenance services

General handymen (all trades)
Property cleaning services
Property security and access control services
Registered builders
Electricians
Plumbers
Carpenters
Painters

Health care services

General practitioners
Dentists
Optometrists
Physiotherapists
Psychologists
Radiologists
Specialists (all types)
Surgeons (all types)
Registered Private Nurses (Home Care)

Only 3 Service Providers per occupation can be registered for each of the 46 regional areas

SERVICE PROVIDER NETWORK (SPN) – SOUTH AFRICA

NC NORTHERN CAPE (4)

- 01 – Diamond Fields
- 02 – Kalahari
- 03 – Namaqualand
- 04 – Upper Karoo

WC WESTERN CAPE (6)

- 05 – Cape Peninsula
- 06 – Central Karoo
- 07 – Southern Cape
- 08 – Overberg
- 09 – West Coast
- 10 – Winelands

EC EASTERN CAPE (3)

- 11 – Amatola Region
- 12 – Western Region
- 13 – Wild Coast

KN KWAZULU-NATAL (11)

- 14 – Amajuba
- 15 – eThekweni
- 16 – iLembe
- 17 – Sisonke
- 18 – Ugu
- 19 – Umgungundlovu
- 20 – Umkhanyakude
- 21 – Umzinyathi
- 22 – uThukela
- 23 – uThungulu
- 24 – Zululand

NW NORTH WEST (4)

- 25 – Mompoti District
- 26 – Platinum District
- 27 – Molema District
- 28 – Kuanda District

FS FREE STATE (4)

- 29 – Eastern Free State
- 30 – Goldfields
- 31 – Northern Free State
- 32 – Transgariep

GT GAUTENG (5)

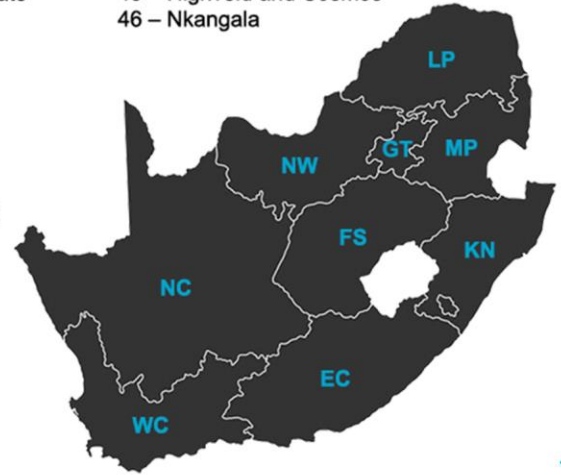
- 33 – Johannesburg
- 34 – Ekurhuleni
- 35 – Tshwane
- 36 – Sedibeng District
- 37 – West Rand

LP LIMPOPO (5)

- 38 – Bushveld
- 39 – Capricorn
- 40 – Olifants Region
- 41 – Soutpansberg
- 42 – Waterberg

MP MPUMALANGA (4)

- 43 – Ehlanzeni Lowveld
- 44 – Grass and Wetlands
- 45 – Highveld and Cosmos
- 46 – Nkangala



12000 Service Providers can be registered on our SPN across South Africa.

REGISTRATION FORM – SELL YOUR PROFESSIONAL SERVICES ON OUR SERVICE PROVIDER NETWORK (SPN)

THE COMPLETED AND SIGNED REGISTRATION FORM WITH ALL REQUIRED DOCUMENTS MUST BE EMAILED TO **SERVICEPROVIDERS@SHOPMAX.CO.ZA**

PERSONAL DETAILS

TITLE _____ FULL NAMES _____

SURNAME _____ ADDRESS _____

MOBILE _____

EMAIL _____ POSTAL CODE _____

IDENTIFY YOUR SERVICE REGION (FOR YOUR SEARCHABLE PROFILE)

WITH REFERENCE TO PAGE 5 INDICATE IN WHICH PROVINCE AND REGIONAL AREA YOU WILL BE RENDERING THE SERVICE TO PROSPECTIVE CLIENTS?

PROVINCE _____

REGIONAL AREA _____

IDENTIFY YOUR PROFESSIONAL SERVICE TYPE (FOR YOUR SEARCHABLE PROFILE)

WITH REFERENCE TO PAGE 4 PLEASE INDICATE THE SERVICE GROUP (CATEGORY) YOUR SERVICE BELONG TO, AS WELL AS THE SERVICE (OCCUPATION) THAT YOU WILL RENDER TO CLIENTS

SERVICE GROUP / CATEGORY _____
(e.g. BUSINESS SUPPORT SERVICES)

SERVICE / OCCUPATION _____
(e.g. TAX PRACTITIONER)

SERVICE DETAILS (TO BE DISPLAYED ON E-COMMERCE STORE)

FULL NAME OF SERVICE _____

SHORT NAME OF SERVICE _____

SERVICE FULL DESCRIPTION _____

WARRANTY DETAILS (YEARS) _____

COMPLETION TIME (DAYS) _____

DEPOSIT REQUIREMENT _____

SELLING PRICE (IN RANDS) _____
(MAKE SURE YOU INCLUDE VAT AND TRAVELLING COST / CAN ALSO BE A RATE PER HOUR)

PLEASE REMEMBER TO ALSO SENT US A HIGH RESOLUTION COLOUR PICTURE OF YOUR SERVICE IN JPG OR PNG FORMAT TO BE USED ON THE E-COMMERCE STORE (REQUIRED DIMENSIONS 400 X 400 PIXELS / MIN QUALITY 300DPI)

PRODUCT DETAILS (TO BE DISPLAYED ON E-COMMERCE STORE) (FREE PRODUCT LISTING INCLUDED)

(ONLY APPLICABLE IF YOU HAVE A PRODUCT TO SELL WITH YOUR SERVICE)

FULL NAME OF PRODUCT _____

SHORT NAME OF PRODUCT _____

FULL PRODUCT DESCRIPTION _____

WARRANTY DETAILS (YEARS) _____

SHIPPING DETAILS (ETA) _____

RETURNS PROCEDURES _____

OTHER PRODUCT DETAILS _____

SELLING PRICE (IN RANDS) _____

(MAKE SURE YOU INCLUDE VAT AND THE SHIPPING COST TO ANY DESTINATION IN SOUTH AFRICA)

**PLEASE REMEMBER TO ALSO SENT US A HIGH RESOLUTION COLOUR PICTURE OF YOUR PRODUCT IN JPG OR PNG
FORMAT TO BE USED ON THE E-COMMERCE STORE (REQUIRED DIMENSIONS 400 X 400 PIXELS / MIN QUALITY 300DPI)**

QUALIFYING CRITERIA

- OLDER THAN 18 YEARS
- SOUTH AFRICAN CITIZEN (NATIVE / NATURALISED / MUST BE BASED IN SA)
- MUST SPEAK, WRITE & UNDERSTAND ENGLISH
- YOUR COMPANY IS REGISTERED IN SOUTH AFRICA (IF A COMPANY IS USED)

DO YOU COMPLY WITH CRITERIA?

- | | | | |
|--------------------------|-----|--------------------------|----|
| <input type="checkbox"/> | YES | <input type="checkbox"/> | NO |
| <input type="checkbox"/> | YES | <input type="checkbox"/> | NO |
| <input type="checkbox"/> | YES | <input type="checkbox"/> | NO |
| <input type="checkbox"/> | YES | <input type="checkbox"/> | NO |

DOCUMENTS TO BE SUBMITTED WITH APPLICATION FORM

- CERTIFIED COPY OF YOUR ID
- PROOF OF RESIDENCE / OFFICE (NOT OLDER THAN 3 MONTHS)
- COMPANY LOGO (IN PNG / JPG FORMAT)
- COMPANY PROFILE (IN PDF FORMAT)
- COMPANY CIPC REGISTRATION DOCUMENT (IN PDF FORMAT) – IF APPLICABLE
- RECENT HEAD-AND-SHOULDERS PHOTO (COLOUR & CLEAR)
- YOUR SERVICE PICTURE
- YOUR PRODUCT PICTURE (IF APPLICABLE)

I ACCEPT THE TERMS AND CONDITIONS OF THE SELLING PLAN

YES NO

SIGNATURE _____

DATE _____