

# AGRO MARITIME COMMODITIES INC.

## AGENT'S PROSPECTIVE BUYER CHECKLIST

AGRO MARITIME COMMODITIES (AMC) ASKS ALL AGENTS TO OBTAIN THE FOLLOWING INFORMATION DURING AN AGENT'S INITIAL INTERVIEW WITH ANY PROSPECTIVE BUYER OR RE-SELLER. WITH THIS INFORMATION AMC CAN:

- QUALIFY THE BUYER
- ACHIEVE CORRECT CONTRACT TERMS AND TEXT IN THE FIRST DRAFT
- IMPROVE EFFICIENCY AND THEREBY INCREASE THE ODDS OF SUCCESS
- ELIMINATE THE WASTE OF TIME, ENERGY AND RESOURCES
- PROVIDE A MORE PROFESSIONAL IMPRESSION THROUGHOUT THE SALES PROCESS
- BETTER ORGANIZE INFORMATION FOR FUTURE REFERENCE
- INCREASE THE SPEED OF NUMBER OF SALES AND IMPROVE THE ODDS OF GETTING A TRANSACTION TO SUCCESSFUL COMPLETION
- PRESERVE THE RELATIONSHIPS BETWEEN AMC AND ITS BANKER PARTNERS.

PLEASE USE THIS FORM AS YOU DEVELOP LEADS SO THAT AMC CAN PROVIDE YOU WITH THE BEST PRICE AND THE HIGHEST COMMISSION SCALE POSSIBLE. INSERT THE REQUESTED INFORMATION OR PLACE AN 'X' BESIDE THE APPROPRIATE ANSWER.

AGENT NAME: \_\_\_\_\_, BUYER NAME: \_\_\_\_\_, COMPANY NAME \_\_\_\_\_.

PHONE NUMBERS AND EMAIL ADDRESSES FOR THE ABOVE PARTIES: \_\_\_\_\_  
\_\_\_\_\_

YOUR ROLE: (CHECK ONE) AN AGENT , BUYER/END USER , BUYER RESELLER .

YOUR COMMISSION EXPECTATION PER METRIC TON: USD \$\_\_\_\_\_.

NAME OF THE COMMODITY: \_\_\_\_\_ VOLUME PER MONTH: \_\_\_\_\_ NUMBER OF MONTHS: \_\_\_\_\_  
DESTINATION PORT (S): \_\_\_\_\_ . TARGET PRICE \$\_\_\_\_\_/MT

DO YOU HAVE THE PRODUCT SPECIFICATIONS? YES  NO  . IF THE ANSWER IS YES, PLEASE SEND SPECIFICATIONS TO THE EMAIL ADDRESS BELOW.

NAME OF THE BUYER'S BANK: \_\_\_\_\_

TYPE OF INSTRUMENT OF CHOICE (CHECK ONE): TDLC  URDG 758  NON-TRANSFERRABLE DLC

TYPE OF CONTRACT RERQUIRED (CHECK ONE): PAYMENT ON ARRIVAL AT DESTINATION PORT  - OR - PAYMENT AT PORT OF LADING .

TODAY'S DATE: \_\_\_\_\_

AGENT'S SIGNATURE: \_\_\_\_\_

AGENT'S NAME (PRINTED): \_\_\_\_\_

AGRO MARITIME COMMODITIES INC.  
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