

BARTELL GLOBAL PARTNERSHIP PROGRAM

SUPPORTING DEVELOPMENT | REWARDING GROWTH



**BARTELL
GLOBAL**

BartellGlobal.com

WHY SHOULD YOU PARTNER WITH US?

So We Can Create a Mutually Profitable, Long-Term, Sustainable,
Growing, Enjoyable Business & Personal Partnership.

CUSTOMER ENGAGEMENT & PARTNERSHIP BUILDING

e5

ENHANCE OUR PARTNERSHIP

Celebrate and review our successes and analyze our shortcomings. Together we will determine how to drive more and better results.

e1

ENLIGHTEN OURSELVES

Learn about our potential partner and their business to see how we can help them achieve their goals.

e4

EARN THE REWARDS

As a result of all our hard work, our mutually profitable, growing, and enjoyable partnership starts to pay off.

e2

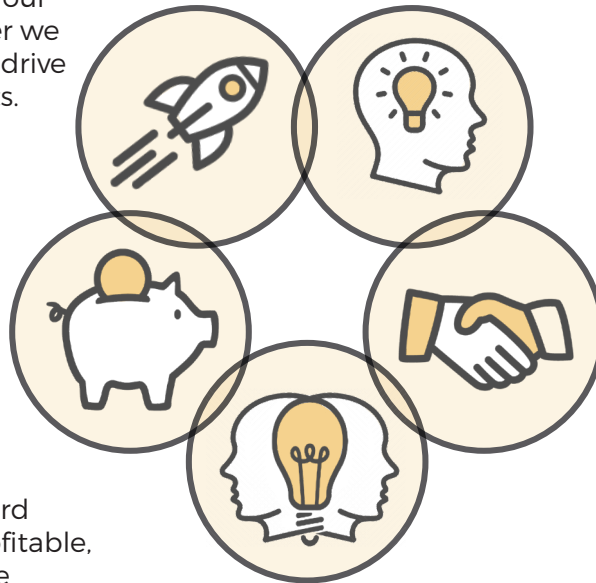
ENGAGE PARTNERS

“Shake hands” and commit. Get everyone’s attention. Stimulate engagement and excitement about our partnership.

e3

EDUCATE THE TEAMS

Share knowledge and training that builds confidence, competence, and comfort. Encourage all stakeholders to take action.



Discover more about our e5 Process at BartellGlobal.com/e5

WE ARE BETTER TOGETHER



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	DISTRIBUTOR RE-SELLER AND OR RENTAL	PRO-DISTRIBUTOR STOCKING, RESELLER AND/OR RENTAL PROVIDING AFTER-SALE PRODUCT SUPPORT
Tiered discount (depending on volume)	✓	✓
Access to content hub & online training	✓	✓
Access to marketing material & resources	✓	✓
Product growth rebate program	✓	✓
Sales training	✓	✓
Co-branded promo / flyer creation	—	✓
Special demo unit pricing	—	✓
Free marketing consulting	—	✓
Lead generation program	—	✓
In-person product training	—	✓
Total volume rebate program	—	✓

* Conditions apply. Speak to your territory manager for full details. All rebates will be provided in the form of account credit.



BARTELL

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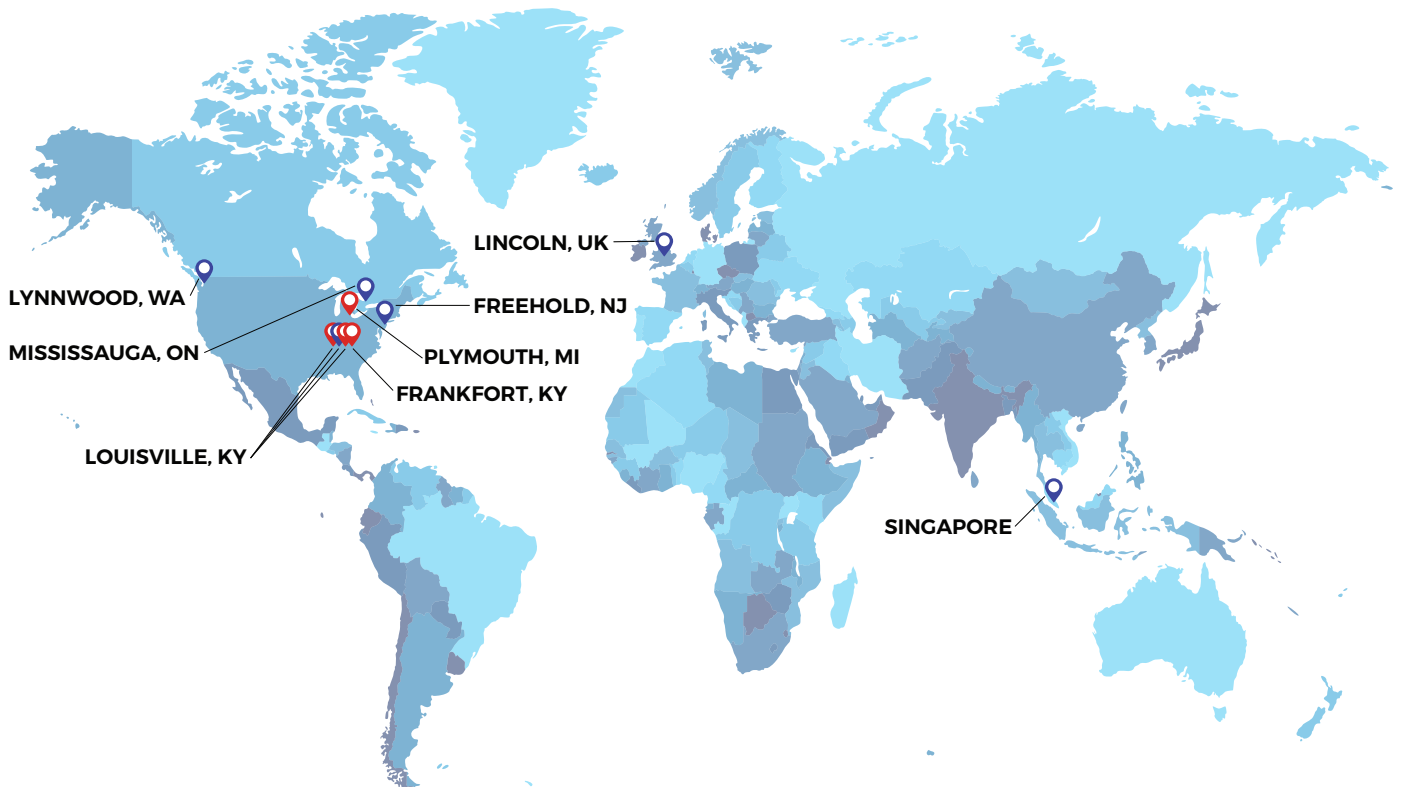
Innovatech

CONTEC
NORTH AMERICA

Contractor Proven Equipment Since 1946

Our story began in 1946 when Art Bartell made his first power trowel. Little did he know that the Bartell power trowel would quickly become a brand name trusted by contractors across North America. And it still is today! Now, more than 70 years later, Bartell has grown into a global company that manufactures and sells top-of-line Construction and Surface Preparation Equipment.

FIVE PREMIUM BRANDS... ONE SOURCE FOR TRUSTED EQUIPMENT



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