

Instructions for Completion

Please complete and sign the following forms and send them to Inscape Publishing with the application fee.

- **Wholesale Purchase Application & Agreement Form**
- **New Authorized Distributor/Sponsor Form**

Agreement Instructions

- The applicant and sponsor should read and review all content included in the documents.
- The applicant must sign the **Wholesale Purchase Application & Agreement Form** on the Wholesale Purchaser's signature line.
- The applicant and sponsor must sign the **New Authorized Distributor/Sponsor Form**.

Application Fee Information

- Inscape Publishing accepts VISA, MasterCard, Discover and American Express.
- All monies and fees are payable in U.S. Funds.
- The application fee for 2003 is \$795.
- The secondary application fee for 2003 is \$395.

Send signed forms and payment by mail or fax to

Inscape Publishing
6465 Wayzata Blvd, Suite 800
Minneapolis, MN 55426-1725
Fax: 763-765-2276

Wholesale Purchase Application & Agreement

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NAME (Last, First, Middle)

_____-_____-_____
Social Security Number

How many years of training/consulting experience do you have? Less than 1 1-3 4+

Company Name

Street Address

City

State/Province

_____-_____-_____
Zip/Postal Code

_____-_____-_____
Daytime Telephone (include area code)

_____-_____-_____
Daytime Fax Number (include area code)

Email Address

I. D. NUMBER

(for office use only)

SECONDARY WHOLESALER PURCHASER (Last, First, Middle) — *Joint Wholesale Purchase accounts only. Secondary Wholesale Purchaser must sign below and additional \$395 fee is due.*

I, the undersigned, understand and agree to the following:

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1. Upon acceptance of this Wholesale Purchase Application and Agreement (the "Agreement") by Inscape Publishing, Inc. (IPI) at its offices in Minneapolis, Minnesota, payment of the Application Fee or Renewal Fee, and delivery to IPI of a state sales tax resale certificate (if applicable), I will be a Wholesale Purchaser of IPI's products (the "Product"), which are listed on the current Confidential Wholesale Price List. This allows me to purchase the Product, subject to the terms of this Agreement, and to access current support services as determined and provided by IPI.
2. As a Wholesale Purchaser, I am also an Authorized Distributor of Inscape Publishing products, and I understand that my authorization to distribute these products is restricted to end user customers in the Training and Development Market with whom my primary relationship is or has been as a provider of fee-based services (training, coaching, consulting, speaking, etc.) which create value incremental to that of the Inscape Publishing products themselves. The "Training and Development Market" shall mean businesses, organizations, and/or institutions in for profit, non-profit, public, and/or private sectors, directly engaged in workforce development, education, performance improvement, and/or professional development.
3. I am an individual, I reside in the United States or in Canada, and I am of the age of majority in my state or Province.
4. I have not become a Wholesale Purchaser for the purpose of obtaining wholesale prices for my employer, and all Application Fees have been paid by me and not by my employer.
5. I have received the following materials:
 - a. Confidential Wholesale Price List.
 - b. Manager & Field Manager Volume Credit List.
 - c. Authorized Distributor Handbook.
6. I understand that I may not represent myself, verbally or in written form, as an "Inscape Publishing Employee," "Agent," "Company Manager," or like terminology that could lead to confusion about my independent status as a trainer, coach, or consultant in the Training and Development Market.
7. I agree to comply with all federal, state, and local laws and regulations relating to operation as an independent business owner.
8. This Agreement is non-exclusive. I cannot state, imply, or represent myself as holding exclusive rights to any particular territories or markets for the Product. Further, I do not have the authority to grant, sell, assign, designate, or transfer any territories or markets to anyone.
9. I cannot combine or pool orders with other Wholesale Purchasers, and I may not use another Wholesale Purchaser's account to place orders.
10. I understand that a Secondary Wholesale Purchaser may be added to this Agreement by amendment and payment of an additional one-time fee to create a Joint Wholesale Purchase account. If a husband and wife want to become Wholesale Purchasers, they must be set up as a Joint Wholesale Purchase account. If two Wholesale Purchasers marry, one must terminate his or her Wholesale Purchase account. A husband and wife are deemed to operate their Joint Wholesale Purchase account as a single entity regardless of the fact that both their names are on the Agreement. Each is held accountable for the actions of the other in regard to their activities and responsibilities as Wholesale Purchasers.

New Authorized Distributor / Sponsor Form

APPLICANT

PRIMARY AUTHORIZED DISTRIBUTOR NAME (Last, First, Middle)

_____-_____-_____
Social Security Number (PRIMARY DISTRIBUTOR)

_____-_____-_____
Daytime Telephone (include area code)

_____-_____-_____
Daytime Fax Number (include area code)

Email Address

Primary Authorized Distributor's Signature

Date

SPONSOR

SPONSOR'S NAME (Last, First, Middle — as it appears on company records)

Sponsor's I.D. Number

_____-_____-_____
SPONSOR'S PHONE

_____-_____-_____
Sponsor's Fax Number (required for notification of Distributorship approval)

Email Address

Sponsor's Signature

Date