

## Frequently Asked Questions about the Local Splash Reseller Program

Q: What does the Reseller Training Program consist of?

A: The Local Splash Reseller Training Program consists of online video demonstrations, scripted sales language and hands-on back office training at our corporate office or via tele-conference.

Q: What is the commission structure on Local Splash products sold by Resellers?

A: Our commission on an initial sale is \$100 with a monthly commission of \$25 and 10% on add-on products such as PPC, Mini-sites and video.

Q: What is the average length of time clients are maintaining service?

A: The majority of our clients remain subscribed to the service for more than 6 months with some clients being active for multiple years.

Q: What is the client retention ratio?

A: We strive to maintain a positive relationship with all our customers. When sold the service properly on the initial call, 9 out of 10 customers are satisfied with the service and refer others.

Q: How does a client track results of Local Splash service received?

A: Every client has access to their account profile online. They can view and print reports for all the services they subscribe to in real time.

Q: Does Local Splash have any well known name brand clients that prospects can recognize?

A: We support several large companies with optimization technology including the well known national chain of storage facilities, Extra Space Storage and the auto manufacturer Mazda.

Q: What should a prospect type in the search field of Google to find Local Splash listed?

A: Local Splash specializes in local map optimization for businesses, type "local maps optimization" into Google and you'll see we're listed in the top 3 results.

