# Distributor Qualification Profile

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## 1) *About CyberWall Voip, LLC*

Our Story:

**CyberWall Voip** specializes in custom solutions designed for organization-wide enterprise applications. With a strong focus in areas of CRM, sales automation, inventory control, business communications, recruiting workflow automation, custom designed projects and logistics, CyberWall Voip handles each project with the same diligence no matter the size of the project.

We are an ethical company that values integrity, commitment, excellence, teamwork, transparency, and satisfaction for our clients and ourselves. Our core values, which have shaped the culture and defined the character of our company. We are here to provide you with the business advantage you need. We do that by creating, enhancing and maintaining the software applications that power your enterprise, empower your people and captivate your customers.

## Our Path to Success Starts with You!

**CyberWall Voip** believes that character is the foundation of success. Hence the company must only venture in projects that it is confident and capable of performing based on relevant experience and track record. We encourage the spirit of honesty, discipline and win-win relationships with our partners, employees and clients.

## 2) *CyberWall Voip Phone Service / Workflow Management*

CyberWall Voip is a leading communications and technology provider for small to mid-size businesses in North America. Founded in Birmingham, AL in 2006, CyberWall Voip has created a very unique **Business Communications Software Platform** which combines business phone service with a full service CRM for sales and marketing teams. CyberWall Voip allows sales and marketing teams to track every call made to and from clients, send out call and text campaigns with a click of a button, receive business calls right to their CyberWall Voip mobile phone app and even send out email campaigns to many clients at the same time.

## What CyberWall Voip does?

A report published by TeleNomic Research reports that small businesses (companies with fewer than 500 employees) spend on average $543.17 per month for telecommunications services; 89 percent of which are for local, long distance and wireless telephone services. Yet high telephone bills are only one aspect of the expenses small business owners face when it comes to their telecommunication systems. Traditional telephone systems are typically difficult to manage and support. They require their own communication lines, custom hardware, and usually a special support team. Just adding or removing a single user could cost hundreds of dollars. Not to mention the cost of adding additional extensions. There was a time when you had no choice but to pay these prices simply because you couldn't get these services anywhere else. Today, though you have options and we believe that our solution is one of the best options available.

## Improved Productivity

Hosted Voice and Unified Communications simplify collaboration within and between offices, increase efficiency, and simplify how employees manage their communications. Hosted Voice and UC deliver productivity-enhancing features. Our solution includes the ability to access call recordings at any time and receive instant messages on their computers. With it, employees can multi-task: they can read and respond to messages while attending a meeting or another call, without taking time to listen through the audio recordings of message after message.

Employees can also host and record conference calls using desktop and mobile clients for improved collaboration. Hosted Voice and UC integrate and consolidate modes of communication to simplify and streamline interactions. With less time spent managing communication, people have more time to focus on tasks that contribute to your business goals.

## Multiple Options of Customization

The CyberWall Voip system can be customized to suit each user's needs. VOIP systems typically ship with standard options and fixed processes. CyberWall Voip give a user the ability to use tracking numbers in multiple ways. Our call routing options include branch logic, round- robin and simultaneous ring to name a few. Our system is built to cater to multiple domains and different client needs.

## Bottom Line

From cost savings to increased mobility, CyberWall Voip helps businesses immediately and for the long term. Hosted Voice can lower voice communications costs, improve team collaboration, and free up IT resources. Plus, your business will be able to scale more rapidly than ever before.

Online content can be accessed at **www.CyberWallVoip.com.**

We appreciate your interest in a distributorship with **CyberWall Voip, LLC**, a leading technology company that has developed an extremely powerful Business Communications system designed to keep sales reps in communication with their clients at all times. In turn, helping each rep meet and exceed their sales quotas each month

**CyberWall Voip** is the only call tracking software that combines your marketing sources, application

tracking

system (CyberWall Voip Recruit) and your CRM (CyberWall Voip Work-flow) reporting into one tool. Our
Software

provides your company a complete view of what's generating calls and what's going on with these calls

Your call data is protected by Digital Ocean Secured servers and is wrapped up into an array of different
once your team members receive the calls.

reports that are easy to navigate and understand. You even set the daily, weekly and monthly reports to be emailed to you each morning so you are on top of the previous days activity first thing every morning. You can easily filter and export these files with the click of a button so you get the information you need instantly. This return on investment gives your clients more than what they expect from their communications system money.

As a result, **CyberWall Voip** provides an Independent Distributor with a turnkey system that incorporates

product

& market development, national marketing, and a recognized brand in the communications industry. All of this allows a dedicated individual to launch a new licensed territory with the knowledge that they control the success of their business.

### 3) *Independent Distributor Responsibilities*

Independent Distributors are the owner/operators of their territories. They sell business phone systems, help clients design customized systems, sell development projects and web site design, train and install client systems and maintain daily relationships with their clients. You don't have to worry about the maintenance of the system or even support. CyberWall Voip provides 24 hours around the clock service and support for direct and licensed territory owners clients. Taking the headache off of you so you can grow your business as large as you like.

## Market Share

Many Independent Distributors grow to manage more than one territory. CyberWall Voip has a vested interest in the financial future of every Independent Distributor and supports the efforts of Independent Distributors as they build equity and grow their markets.

## E xperience

The family of Independent Distributors is a group of diverse individuals with wide ranging professional experience. Some have previous communications experience, technology experience or have advertising sales backgrounds; and some hail from completely unrelated fields. They also have an attitude – an "If it is to be, it's up to me!" attitude. Regardless of their experience, all Independent Distributors are highly motivated, success-oriented individuals dedicated to producing a publication that consistently delivers performing advertising for the advertiser, preferred content to the consumer, and a competitively winning magazine in the market.

### 4) *Support and Training*

CyberWall Voip offers a complete support network for Independent Distributors - both from the home office in Birmingham, through market development specialists, and through Regional Sales Managers located in the home office. This system is designed to each licensee launch successful territories; and our commitment is ongoing. CyberWall Voip provides the assistance you need, whether it's the first territory launched... or the thousandth!

## Market Research

Our comprehensive Market Survey will help you identify your client base and sales potential, understand the buyer profiles in your market, analyze the competition, and study your distribution needs.

## Pre-Training

When the Market Survey is complete as well as other pre-training activities and modules, you'll spend a few days observing an up-and- running territory at a location convenient to you. The in-house training program takes place at CyberWall Voip headquarters in Birmingham.

You'll learn all aspects of selling a robust communications system — selling skills, phone programming, general knowledge of the communications industry and sales techniques that will help you in your everyday work environment. You'll also become familiar with the latest technology programs developed to make you a more valuable and effective resource. Video modules, manuals, product knowledge, computers, classroom

presentations,
hands-on workshops, role plays, and yes, even homework is a part of this intense learning experience. Your successful completion of training arms you with the tools you'll need as you return to your market.

## Field Support

Upon completion of training, you'll be ready to begin selling CyberWall Voip for your first territory. A Regional Sales Manager of **CyberWall Voip**, will spend time with you as you begin your initial launch. Our job is to support your efforts. Together, you'll call on key prospects and explain how – and why – **CyberWall Voip** is different and better than all other business communication systems in the industry. You'll answer questions and overcome objections to close sales and build clients.

During that time, you'll review your **CyberWall Voip** story and analyze your target audience. This ensures that your launch will be targeted to the right clients and we will help you secure those "hard-to-get", but vital first customers.

## On-Going Support

**CyberWall Voip** doesn't just promise the support; CyberWall Voip supports the promise! CyberWall Voip's support will always be available with the assistance you need whether you're on your second or twenty-second territory. We encourage you to draw upon our experience. We're committed to making your business as productive and as rewarding as it can be.

Remember, you're joining an incredibly experienced support system; one that depends on, and, therefore, is dedicated to your success.

## 5) *Financial Requirements*

**CyberWall Voip** is not a franchise. Consequently, a significant investment of capital is not required to become an Independent Distributor. There is no charge for the initial training and ongoing support Independent Distributors receive from **CyberWall Voip.** This includes the training at our headquarters in Birmingham, AL and field assistance in your market.

A License Fee of $10,000 is the only investment required. Your investment includes: set up of you **CyberWall Voip** software, designing of your own website, 1,000 media kits, client mailing list, 1000 business cards, demo phones, airfare and lodging for 3 days training and other support materials made available to help you market your territory.

At the execution of an Independent Distributor agreement, a $10,000 non-refundable License Fee is payable to CyberWall Voip, LLC. Once your territory deadlines are established, CyberWall Voip will set a date for you and your staff to attend training classes. Once you have completed training, CyberWall Voip will send one of its regional managers to your territory to help with the initial sales calls.

## 6) *How to Get Started*

Thefollowing informationdescribes the responsibilities of an Independent Distributor of **CyberWall Voip** and provides a good picture of the work involved. If you are eager to be your own boss, encouraged by the support program **CyberWall Voip** has to offer, and confident in your abilities to build a strong technology and communications company in your market, then we're anxious to talk with you.

### *Here's how to get started:*

**Step 1:** Begin developing a focused business/marketing plan for your business. Consider if you'll be working on your own or whether you'll share the responsibilities. Determine if you have the necessary resources and begin to understand the competition in your area. **Step 2:** Complete the Independent Distributor Profile and return it to us. Please answer all of the questions completely. When complete, click SUBMIT. If you prefer, you may save the form and email it to **sales@CyberWallVoip.**

**Step 3:**
Tell us the market area in which you're interested. If you're not sure of a specific area, we can review some markets with you that we've targeted as sound opportunities. It is essential that you understand and appreciate the dynamics of the chosen market in order to launch and sell in your territory in a way that will make it most valuable to the local business community.

That's all there is to it! We'll call to follow up and answer any questions you may have. Then we can evaluate the territory you have requested. We'll also set up an introductory meeting.

For the right person, a career with **CyberWall Voip** is like no other; there's a lot of work involved, but there can be even greater rewards: offering the finest business communications system available, working within a community that you choose, being in charge, setting your own hours, and, of course, making an excellent living.

We thank you for your interest in **CyberWall Voip** — you've made a great first step. We look

forward to

helping you make the best decision possible and working with you to our mutual benefit.
To get started just go online on fill our the distributor application. If you prefer to phone in your information, please call 205.783.1089 or you may email to **sales@CyberWallVoip.com.**