



Wide Span Sheds

No Compromise Steel Building Solutions



| BECOMING AN AUTHORISED AGENT

Expand Your Business. Increase Your Profits. Improve Your Lifestyle.

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COMPANY PROFILE & CORPORATE VALUES

Wide Span Sheds industrial division is part of the Steelx Group who specialise in the design and supply of pre-engineered steel building kits. The business has been in operation since 2000 and has gone from strength to strength.

In recent years, our family owned and operated business has experienced phenomenal growth built on a wealth of experience offered by our professional staff, what started as a one man operation is now a burgeoning enterprise made up of over 40 staff and over 70 agents throughout Australia and three specialist in house sales teams.

The Steelx Group has sold over 40,000 steel building kits and holds a large percentage of the market share in Australia. We choose to invest our money into research and development, rather than on bricks and mortar, so whilst you may not necessarily see our branches located on every street, you can be rest assured our premium products are of the highest quality.



VISION

To be the most successful and respected pre-engineered steel building company in all of the markets we choose to operate.



MISSION

We will achieve our vision by ensuring that we deliver value to our customers, and that we remain at the forefront of the steel building industry. We will offer our customers industry leading building kits without compromising quality, and at industry competitive pricing.



VALUES

- Passion
- Performance
- Integrity
- Innovation
- Team Work



ARE YOU READY TO GROW YOUR BUSINESS?

Wide Span Sheds is experiencing exceptional growth. As a result, we are now offering businesses a chance to share in our success. Specifically, we are offering established businesses the opportunity to become Authorised Agents for our steel building kits.

HOW IT WORKS!

Acting as an Authorised Agent is simple, all you need to do is provide a quote for your customer using our state of the art shed design software (SMS) and then make sure you follow up. It is not uncommon to take up to seven follow up calls or emails before a client purchases a building (4-5 weeks). Once you have accepted the clients quote on their behalf, a customer service representative from head office will take over and you can just focus on settling the next quote. We will take care of ordering and coordinate the delivery with your client on your behalf.

WILL IT WORK FOR YOU?

- Looking for a new venture and new source of profit
- Financially secure
- Been in business for a considerable time and am well known in the district
- Have a staff person who will take on a sales role
- Have a business location with a good level of exposure
- Manage a local business with a proven track record

If you answered yes to some or all of these, then this could be the opportunity for you!

GREAT BENEFITS

- A commission rate of 8% of the contracted kit value that you sell*
- State of the art shed design software (SMS)
- An online full comprehensive training portal
- Continuing telephone and email support
- Catalogues delivered to your doorstep
- Signage for your business premises
- Marketing collateral
- Marketing and advertising assistance
- Comprehensive national and state-level branding and advertising
- Ongoing training including regional events and annual seminar
- Event and field day support (specified events only)

*Conditions apply. Dependent on product range and value of sale.

START MAKING MONEY

Acting as an Authorised Agent, you will receive 8% of the purchase price for every building sold. In monetary terms, selling just four average buildings will pay for your agency. Once this is achieved, your earning potential is up to you.

THE AVERAGE BUILDING PRICE LAST YEAR WAS \$15,000

Check out just what some of our agents in each state have achieved last quarter.

SALES	COMMISSION
Queensland (individual result last quarter)	
\$396,360	\$31,708
New South Wales (individual result last quarter)	
\$246,826	\$19,666
Northern Territory (individual result last quarter)	
\$207,824	\$16,625
Western Australia (individual result last quarter)	
\$190,114	\$15,209
South Australia (individual result last quarter)	
\$129,682	\$10,374

AGENCY FEE \$4,000

SO WHAT ARE YOU WAITING FOR?

To get started, contact Trevor Arthurson today on **0415 919 926** or by emailing **trevor.arthurson@steelx.com.au**



COMPREHENSIVE TRAINING & SUPPORT

When you join Wide Span Sheds, you become part of a business network which offers comprehensive and ongoing support designed to maximise your potential.

ABOUT YOUR TRAINING

Learning the tools and staying competitive is the key to sustained profitability in any business. Staying motivated and up-to-date with Wide Span Sheds research and development plus product offerings is essential to achieving that goal. Wide Span Sheds training platform allows you to train from the comfort of your own home or at the office, it offers direct and long lasting benefits to the growth of your agency.

Kick-start your authorised agency with full training on Wide Span Sheds proprietary state of the art Shed Management System (SMS), plus our marketing team will assist you with your local marketing. Wide Span Sheds has an full-time in-house team of programmers ensuring that you have the fastest and best operating system in the shed industry.

ONGOING SUPPORT

As you would expect from one of Australia's largest national suppliers of steel buildings, we are committed to on-going support and training. Wide Span Sheds is committed to providing our network with the tools and resources to help grow your business. We have an Online Agent Resource Portal where you can easily log in to download flyers and brochures, access key training tools, request marketing material, order promotional material and get in touch with the Marketing Team.

We also offer a number of great benefits including:

- State of the art shed design software (SMS)
- Continuing telephone and email support
- Catalogues delivered to your doorstep regularly
- Signage for your business premises
- Comprehensive national and state-level advertising

MARKETING

Wide Span Sheds provides ongoing local and national marketing campaigns including catalogues, print advertisements, websites, microsites, local television advertising, web remarketing, google adwords and more.

When you sign up to become an agent, we will not only give you ongoing support and free marketing services, but we will also list you on our national website and create your very own profile page.

You can also discuss additional marketing options with your dedicated business manager once you are up and operating.



OUR PEACE OF MIND GUARANTEES

We at Wide Span Sheds know it's important customers buildings are delivered in full, meets the Australian Building Code requirements and is manufactured using quality Australian BlueScope Steel. That is why we guarantee it!



SUPPLY GUARANTEE

Wide Span Sheds have advanced systems in place to ensure that your kit is supplied in full and without damage. Should you find this not to be the case we guarantee that any missing or damaged items will be replaced for you at the first available opportunity.



BLUESCOPE GUARANTEE

Wide Span Sheds only uses Australian BlueScope steel for all the structural components of your buildings. All steel is high tensile and a minimum of 450MPa.



SHEDSAFE ACCREDITED

ShedSafe is a new industry benchmark for Australian manufactured steel sheds. It is an independent accreditation program designed to assist shed buyers in making an informed purchase decision. ShedSafe accreditation means that both the shed manufacturer and seller are committed to ensuring sheds meet Australian Standards and are the best fit for your site and circumstance.



SITE SPECIFIC ENGINEERING

Site specific engineering is the process of ensuring that your building is designed to suit the exact location it is going to be built. At Wide Span Sheds our team will assess the design needs of your building including Wind Region, Surrounding Terrain and Topography.



Please call our Business Development Manager Trevor Arthurson and take the first steps in discovering whether becoming a Authorised Agent for Wide Span Sheds is the next step in your future.

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