

1. EVALUATION & DISCUSSION

- Review the Investors Guide and emailed info.
- Get to know your area's Ice and Water Business – Locations, bag sizes, prices.
- Consider convenient locations for selling Ice and Water.

2. DETERMINE FINANCING

- Research the options – Bank loans, Equipment Finance Companies, SBA Loans.
- Meet with the banker.
- If meeting in person, print and take a copy of a machine brochure and pricelist to reference.
- Gather what's needed to be pre-approved for a loan.

3. DETERMINE SITE

- Review 'Site Selection' email with resources provided.
- Scout locations, prioritize your list, and start pitching the idea to property/business owners.
- Feel free to send your rep a few addresses for validation that you're on the right path.
- When an owner is willing to work with you, set up a follow up meeting to review & sign lease.
- Get contractors on site for estimates. Address any permitting concerns such as setback from road.
- If a new utility permit is required, your electrician and plumber normally handle or guide.
- Feel free to involve your rep for site feedback, to discuss utilities, etc.
- Have your follow up meeting with the owner to sign the lease.

4. ORDER & SITE PREP

- Finalize funding with lender. Machine serial # provided upon request.
- Authorize and submit Kooler Ice Agreements. Make 50% machine deposit.
- Arrange site prep right away – Concrete pad, electrical supply, plumbing supply & drain.
- Refer to Setup Requirements & Machine Specs.
- Keep your rep posted on site progress and feel free to put contractors in direct contact.

5. DELIVERY & TRAINING

- Delivery is normally 8-10 weeks out. Occasionally we have a quick-ship opportunity.
- Machine balance is due when lining up delivery.
- Arrange forklift rental and electrician & plumber to be on site at time of install.
- Training is typically done on site the next morning, once the machine has plenty of ice.
- Our expert support hotline is available to you 12 hours a day, every day.

****Some steps aren't necessary if you own the land, do not need financing, etc.***

Please contact your regional sales manager if you have any questions/concerns.